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CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain, United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Heating and  
Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 6, 1906

NO. 1.

**E. M. DICKINSON'S**

CARVERS  
CASED GOODS  
TABLE CUTLERY

TRADE MARKS  
THE MURRAY  
THE INVICTA  
EL DORADO  
CAMBRIDGE & CO.  
ENGLAND  
SHEFFIELD

BUTCHERS'  
HUNTING &  
POCKET KNIVES

**CUTLERY.**

FOR SALE BY LEADING WHOLESALE HOUSES



CANADA

**MORE POPULAR  
THAN EVER**

after forty years' trial.

**WHY?**

JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.



**Sovereign  
Monarch**



**You are Just as Sure**

to find efficiency and appearance in

**SOVEREIGN  
RADIATORS**

as you are sure to find the latest improvements, the newest designs.

**Sovereign Radiators** are distinctly a **Taylor-Forbes** product. They are not like the radiators you used to handle. They are like the radiators that you have long wished to handle—the best.

Order "Sovereigns" and trade is assured.

Our **King St. West Branch, Toronto**, has a stock of **Sovereign Radiators** which can be shipped on short notice.

**Taylor-Forbes Company, Limited**

**TORONTO**  
21 Richmond St. W.

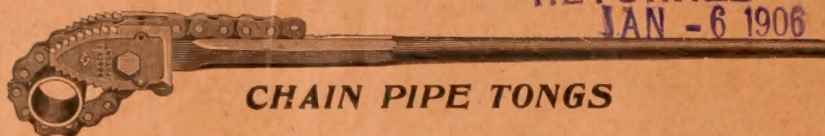
**Head Office and Works:**  
**GUELPH**

**MONTREAL**  
9 De Bresoles St.

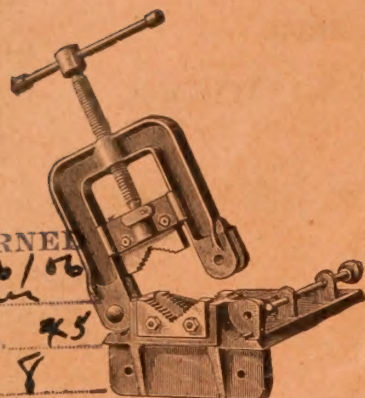
See Classified List of Advertisements on Page 67.



# PIPE AND STEAM-FITTERS' TOOLS



CHAIN PIPE TONGS



PIPE VISE

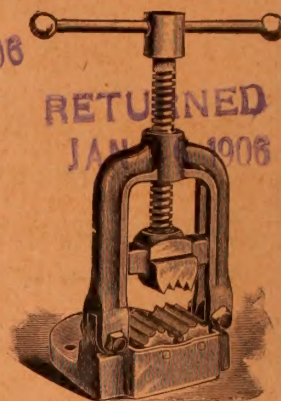
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PIPE STOCKS and DIES

AND

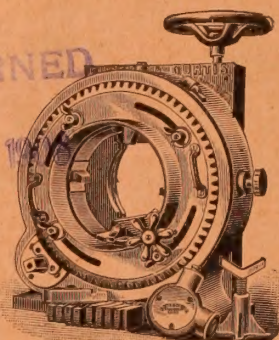
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PIPE VISE



PIPE CUTTER



PIPE-THREADING MACHINE



PIPE WRENCH



ROLLER PIPE CUTTER



THREE-WHEEL PIPE CUTTER

WRITE FOR PRICES

# RICE LEWIS & SON

LIMITED

# TORONTO.



# PERFORATED SHEET METALS

IN

Brass, Copper, Steel, Etc.

All sizes of perforations and  
thickness of metals for

Miners' Use,  
Grain Cleaning Machinery,  
Bee Keepers,  
Malt Kiln Floors, Etc.

**THE B. GREENING WIRE CO.**  
LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

**Browning Automatic Shot Gun**

Also

**Full line of Single and Double-  
Barrel Breech Loading Guns,  
Winchester, Savage and Marlin  
Sporting Rifles**

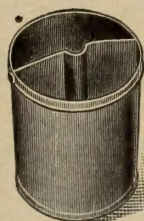
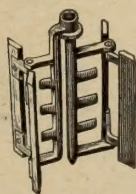
in all models.

**Shot and Ball Cartridges**  
in  
**Smokeless and Black Powder.**

**THOS. BIRKETT & SON CO.,**

LIMITED

**IMPORTERS AND JOBBERS OF HARDWARE  
OTTAWA, ONT.**



**"AMERICAN"**

(2 in 1)

**TWIN FREEZERS**

Freezes two flavors of Ice Cream or an Ice or Sherbet  
and Ice Cream at one and same time, in one Freezer  
Something entirely new. Never done before.

ASK YOUR JOBBER FOR THEM.  
SEND FOR NEW FREEZER BOOK.

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.

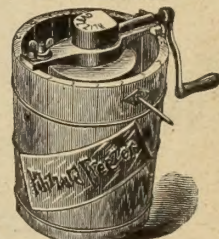
"LIGHTNING"



"GEM"

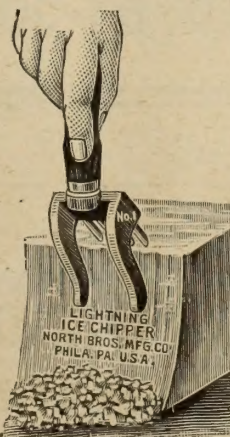


"BLIZZARD"

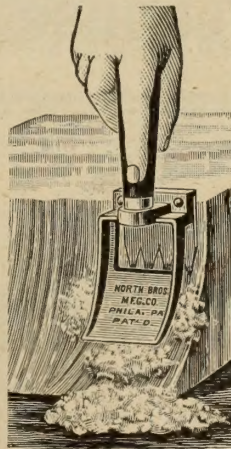


**THE BEST ICE CREAM FREEZERS** in practical use, because convenient,  
ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts  
with little bother and less work.

THE ONLY FREEZERS MADE having Cedar Pails with Electric Welded Wire Hoops  
Cans of Heavy Tin with Drawn Steel Bottoms, Automatic Tin Scrapers.



"LIGHTNING"  
ICE CHIPPERS



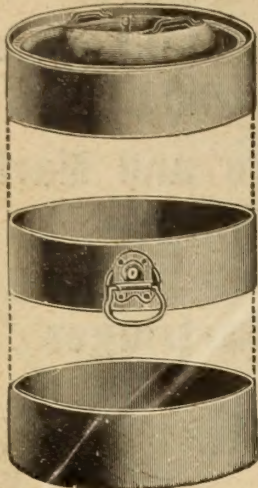
"CROWN"  
ICE CHIPPERS



"GEM"  
ICE SHAVE



# Davidson's Milk Can Trimmings



## IN COMPLETE SETS

"BROAD HOOP" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

## and Milk Cans with Broad Hoop Patent Roll Rim Bottoms

are in great demand and their general popularity is increasing yearly.

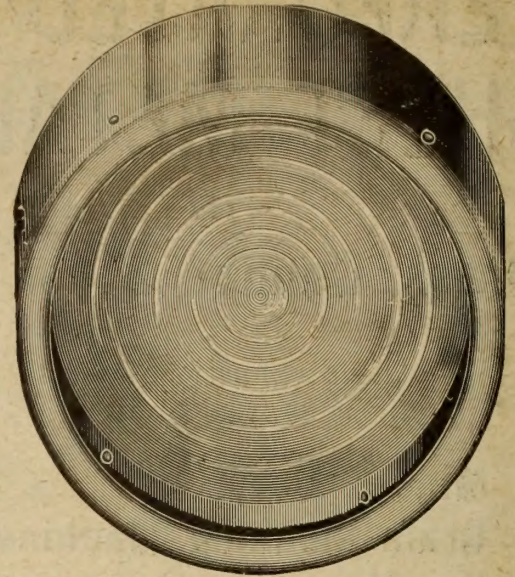
They give satisfaction to users and dealers alike.

## IMPORTANT

The best mechanical skill obtainable is utilized to make Davidson's Milk Can Trimmings perfect in even the smallest details.

**Write for Price List.**

**THE THOS. DAVIDSON MANUFACTURING CO., Limited**  
*Montreal and Winnipeg*



Heavy Rolled Edges make our PATENT BOTTOMS doubly durable and waggon and factory floor protectors.

*Some customers do not like to send us small orders. That's a mistake. We take them, large or small. We are waiting for your order now.*

# M. & L. Samuel, Benjamin & Co.

have removed their offices and  
warehouse to 54-56-58 Front West.

# M. & L. Samuel, Benjamin & Co.

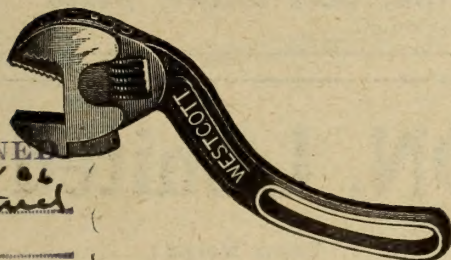
## TORONTO



# NO DOUBT ABOUT IT

No doubt you know a good pipe wrench when you see one, just as well as we do. The question is, have you seen these? They're a fine lot, but take a look at the variety shown in our 1,000 page catalogue No. 31. We have just about the largest and best assortment in Canada to choose from; all money makers.

When you begin to get interested, ask our prices. That's where we shine.



**Westcott Adjustable "S."**

Steel Jaws. Releases quickly and has a firm grip. 6 to 14 inch; for pipe from  $\frac{1}{4}$  to  $1\frac{1}{2}$  inch.

## LEWIS BROS.

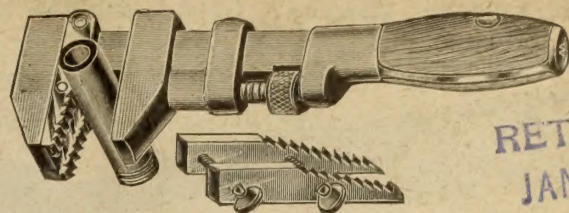
LIMITED

MONTREAL

OTTAWA  
TORONTO

WINNIPEG

VANCOUVER  
CALGARY

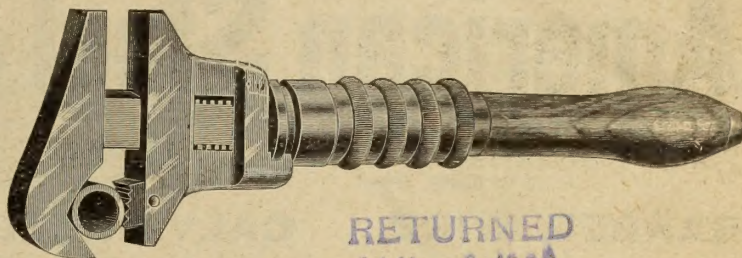


**Monkey Wrench Pipe Jaws**

No. 1. For any wrench from 16 to 26 inches.

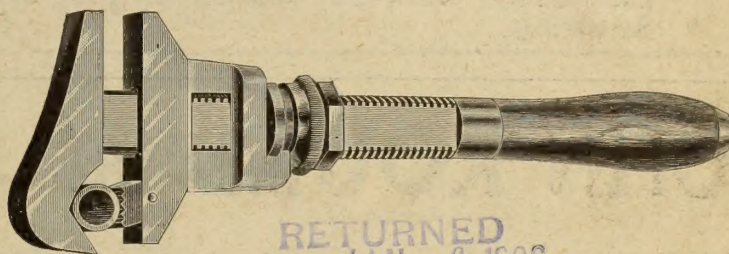
No. 2. " " " up to 16 inch.

High grade tool steel. Converts the ordinary wrench into a pipe wrench.



**No. 45—Combination Nut and Pipe**

Bright finish. Head and bar are all one piece forging. Long Nut, 10 to 18 inches, for pipe from  $\frac{1}{4}$  to 3 in.



**No. 44—Short Nut**

Black finish. 10 to 15 inches. For pipe from  $\frac{1}{4}$  to  $2\frac{1}{4}$  inches.



**Trimo—No. A. 14**

6 to 36 inches. For pipe from  $\frac{1}{2}$  to  $3\frac{1}{2}$  in.

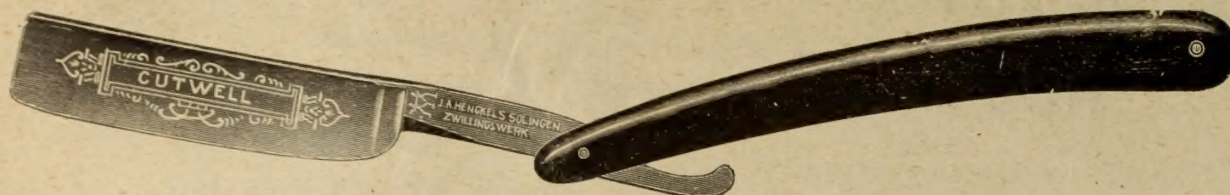


**No. 41—Bright, Long Nut**

Head and bar of one piece forging. 10 to 15 inches. For pipe from  $\frac{1}{4}$  to 2 in.



Have you ever tried the "CUTWELL" Razor, manufactured by the celebrated firm of J. A. Henckels, Twinworks, Solingen, Germany? It is to-day the leader in the Canadian market. Your stock is not complete without it.



Always ready for use. Every razor guaranteed. With ordinary care will keep an edge for years without honing

FOR SALE BY ALL LEADING  
WHOLESALE HOUSES

**F. W. LAMPLOUGH & CO., Montreal**

# American Steel & Wire Co.

**New York**

21 State Street.

**Montreal**

Bank of Ottawa Building.

**Chicago**

The Rookery.

**BARBED WIRE      GALVANIZED PLAIN WIRE  
PLAIN TWIST      CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

# JOHN ROUND & SON, Limited

Manufacturing

**GOLDSMITHS and SILVERSMITHS**

Contractors to

**H. M. ADMIRALTY & WAR OFFICE**



Tudor Works :

**SHEFFIELD, England**

and

**112 HATTON GARDEN, LONDON**

Manufacturers of all Kinds of

**GOLD, SILVER, ELECTRO PLATE ON  
NICKEL and BRITANNIA METAL GOODS,  
SILVER and PLATED CUTLERY, STEEL  
CUTLERY, OAK and INLAID GOODS**

WITH SILVER AND PLATED MOUNTS

Our Manufactures have a world-wide reputation of over 50 years' standing. We are the largest makers of spoons in the world.

We want to mail our Catalogues to all Canadian Dealers, will YOU send us YOUR name?

**HOTEL and SHIP'S OUTFITS**, special goods for hard wear. Special designs for all purposes supplied free.

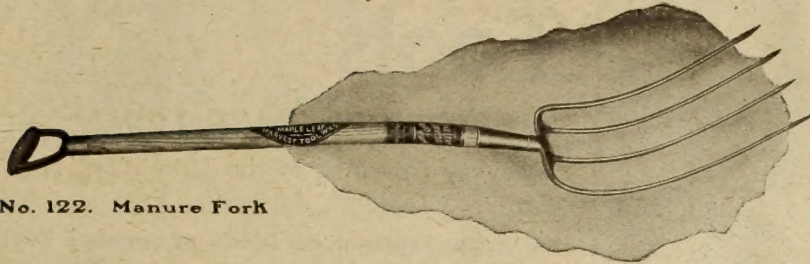
WHATEVER YOUR REQUIREMENTS ARE DROP US A LINE

Showrooms and Warehouses : - **Coristine Building, MONTREAL**

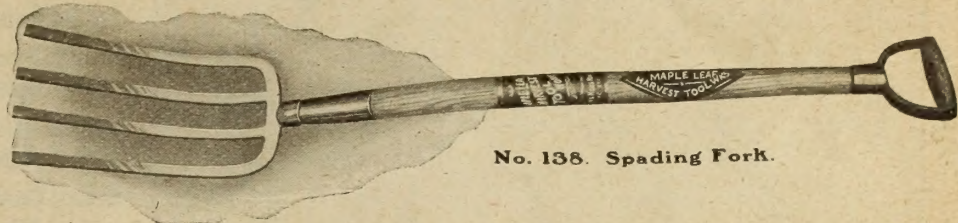


# Have You Seen Them?

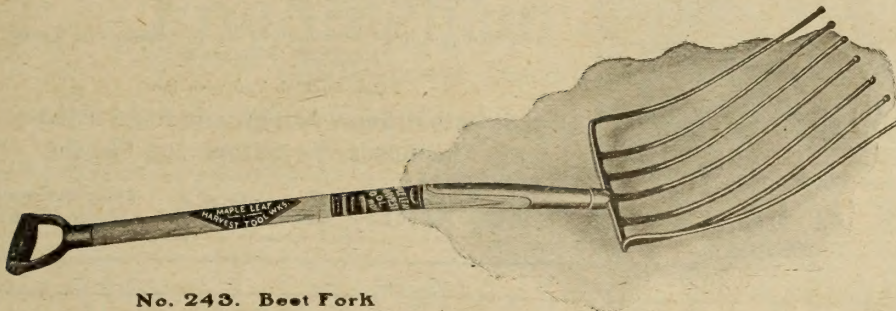
For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



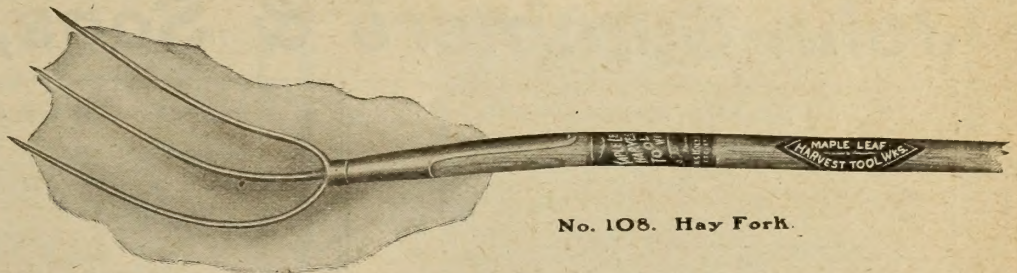
No. 122. Manure Fork



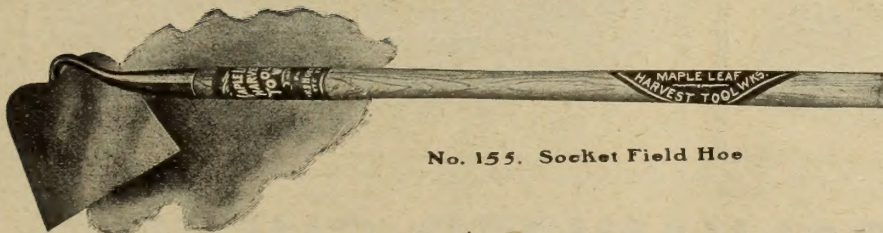
No. 138. Spading Fork.



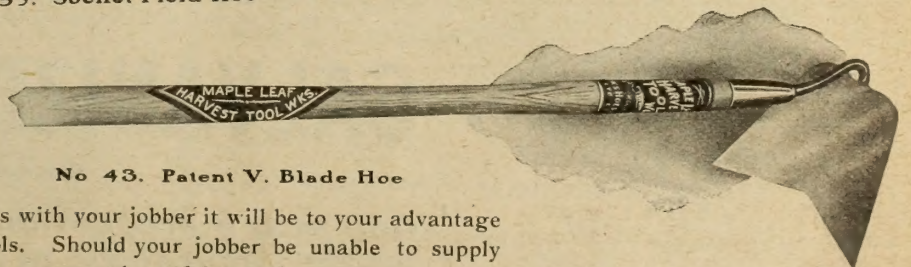
No. 243. Beet Fork



No. 108. Hay Fork.



No. 155. Socket Field Hoe



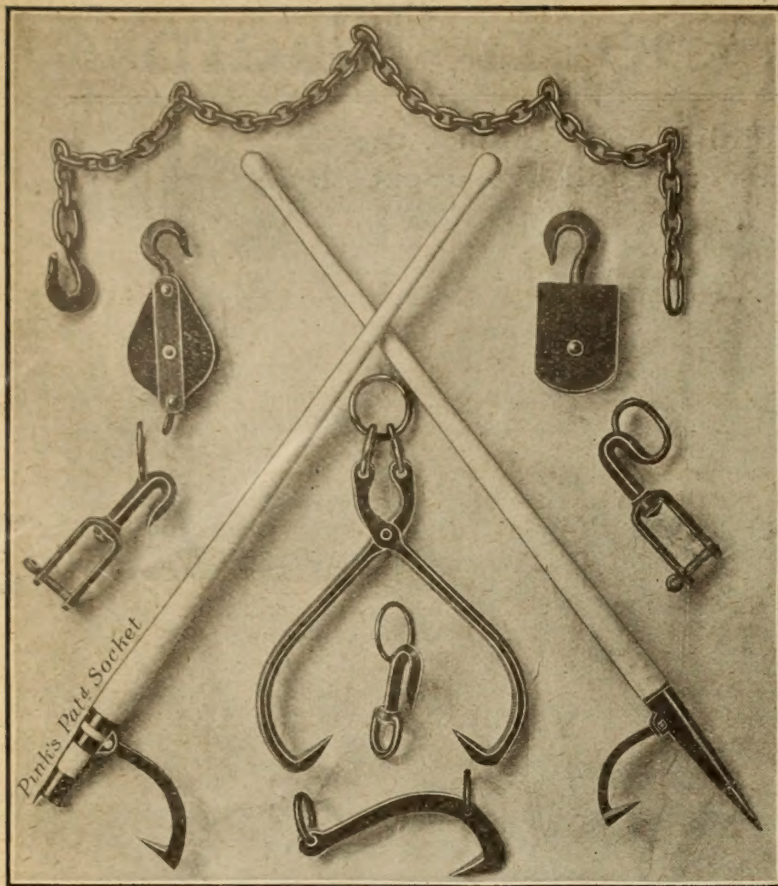
No. 43. Patent V. Blade Hoe

## TO THE HARDWARE TRADE:—

When placing your order for harvest tools with your jobber it will be to your advantage to specify for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

**The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.**





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**  
**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**  
also **The DesJardin Patent Log Sleighs**

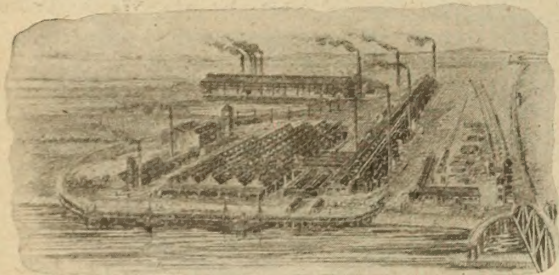
Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

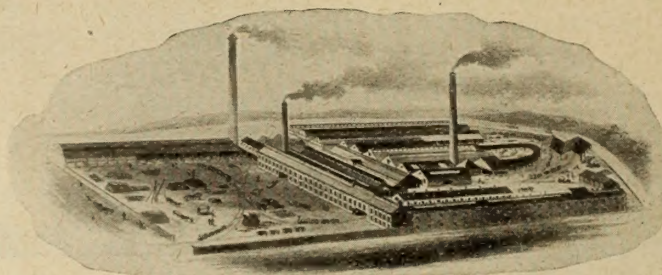
Long Distance  
Phono No. 87

# John Summers & Sons, Limited

*Hawarden Bridge Works,  
Shotton, Flintshire, England*



*Globe Iron Works, Stalybridge, England*



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



**LARGEST  
MAKERS  
OF**

## GALVANIZED SHEETS — IN ENGLAND

*One year's production from these works  
would put a girdle of Galvanized Sheets  
right around the earth.*

**Agent: F. Hankin, Montreal**



# Don't Be Downcast!

Perhaps the figures of your recent stock-taking did not show as good a result in profits from last year's trade as you expected.

Don't be downcast, take heart, every road has a turning, and perhaps this year will be better than former ones.

With energy, foresight and skill in buying your goods and managing your business you will succeed. Everyone has the elements of success within

him. No live man is ever completely "down and out." Don't funk. Keep at it.

We would like to see you succeed, and will do our part.

We will always try to sell you hardware at fair prices, and the hardware will always be worth the price. No boasting about that—just straight-forward principle.

We will post you promptly on all the newest goods. Novelties of merit are always profitable.

We will ship your orders promptly and in such a shape that you will receive your hardware in good condition.

Don't be downcast!

Try trading with us during 1906 and see if you don't make money.

## Frothingham & Workman, Limited

Wholesale Hardware and Iron Merchants

FOUNDED 1809

MONTREAL, CANADA



## Here Is A Seller!

You can sell a pair of **S. & S. Cogged Scissors** to every one in your town who works with such materials as **leather, rubber, packing, linoleum and asbestos.**

The lower blade is cogged, thus holding the material in place for the sharp upper blade to cut it.

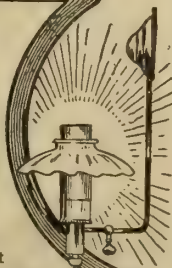
Canadian Agents

**McLEAN & SOPHUS, 301 St. James Street, MONTREAL**

## THE AUER GAS LAMP

Delightful to read by.  
Gives the light of 100  
Candles and Costs less  
than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. **SATISFACTION GUARANTEED.** Catalog on Request.  
**AUER LIGHT CO., MONTREAL**



## QUALITY COUNTS



That's why there are more **"EAGLE MOP WRINGERS AND BUCKETS COMBINED"** sold than any other make.

Are made right in every particular. Made to give perfect service and long wear.

ASK YOUR JOBBER OR WRITE US FOR PRICES.

**EAGLE COOPERAGE WORKS**

**CIRCLEVILLE, OHIO, U.S.A.**

Sole Manufacturers.

**\$ 75,000 00 \$**

— WORTH OF —

**Hardware**

— AT —

**Startling Prices**

Have you seen our **Job Sheet?**

(Prices Quoted Net)

— IF NOT —

**Write at Once**

We are cleaning out stock preparatory to  
issuing a new catalogue.

All goods guaranteed to be in perfect  
condition.

WATCH FOR OUR NEW CATALOGUE

**The Hobbs Hardware Company**

Limited

**LONDON**



# METALS

---

## BAR IRON AND STEEL

GALVANIZED SHEET IRON  
BLACK SHEET IRON  
CANADA PLATES

**Tin, Lead and Zinc**

WIRE OF ALL KINDS

**Pipe, Valves and Fittings**

---

## RAILWAY SUPPLIES

SHOVELS AND PICKS  
WHEELBARROWS  
CHAIN

**Crowbars, Jacks, Hammers**

ANVILS AND VISES  
PULLEY BLOCKS, ETC.

---

*Telegraph, Telephone or Mail Orders shipped quick and  
billed at lowest prices.*

---

# Caverhill Searmont & Co

**MONTREAL and WINNIPEG**



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	
Tiger,	550	"	"	
Standard,	500	"	"	
Golden Crown,	500	"	"	

# Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

## BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.



Style "F"

## The Very Newest

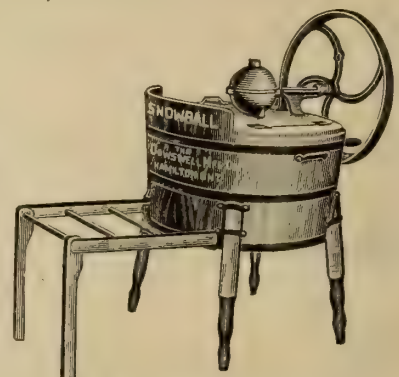
Combination, Bow Lever and Side Pedal drive; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

W. L. HALDIMAND & SON,  
MONTREAL,  
Eastern Agents

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - ONTARIO

Established 1774

Established 1774

We are "old" in experience, "young" in method. We rivet our attention on "make" and "material," the combination that produces the unrivalled

# SPEAR & JACKSON HANDSAWS



Our Circular Saws, too, are made in a "telling" way, in all sizes and for all purposes. We'll stand comparison on the price question. Look into our goods. Correspondence with this h use will benefit **you—your** business.

## SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: "Spear, Sheffield"



## The BEST EQUIPPED FACTORY, The BEST ADVERTISED PRODUCT

We make a few articles, in large quantities, make them better than anyone else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

### Peerless Iceland Freezer

Our advertising—covering every bit of freezer-selling territory in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the **housekeeper** wants when she goes into your store.

### Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



### Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust-proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can **guarantee** delivery as promised. Everything about it is **modern**—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. **Ask him**



10 WARREN STREET  
NEW YORK

**THE DANA MFG. CO., CINCINNATI**





This design a guarantee of quality.

## WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE.

TORONTO LIMITED MONTREAL



## ELECTRICITY SIMPLIFIED

By Prof. T. O'Connor Sloane.

This work is the simplest ever published on the subject of Electricity, and does something not hitherto accomplished. The object of "Electricity Simplified" is to make the subject as plain as possible, and to show what the modern conception of electricity is; to show how two plates of different metals immersed in acid can send a message around the globe; to explain how a bundle of copper wire rotated by a steam engine can be the agent in lighting our streets; to tell what the volt, ohm, and ampere are, and what high and low tension mean, and to answer the questions that perpetually arise in the mind in this age of electricity.

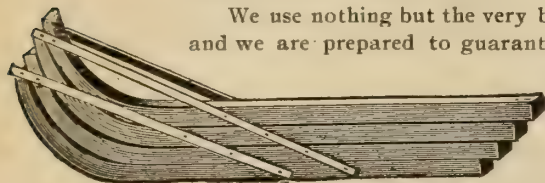
158 Pages. Fully Illustrated. - - Price, \$1.00.

THE MACLEAN PUB. CO., - TORONTO

ESTABLISHED 1867

## J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of *Hubs, Spokes, Buggy and Waggon Rims, Sleigh Runners, Shafts and Poles, etc.*



We use nothing but the very best Hickory and Oak in our stock, and we are prepared to guarantee all of our goods. We carry an exceedingly large stock on hand and will ship promptly.

Your Order Solicited.

QUEBEC AGENT: J. A. BERNARD,  
21 St. Peter St., Quebec, P.Q.

## Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!

Sole Manufacturers—

J. P. CLABROUGH & JOHNSTONE

WORKS—

Price Street, BIRMINGHAM, ENG.



...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

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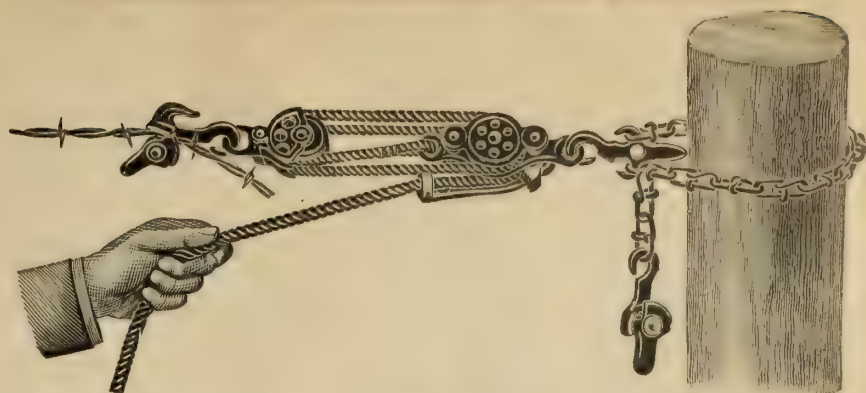
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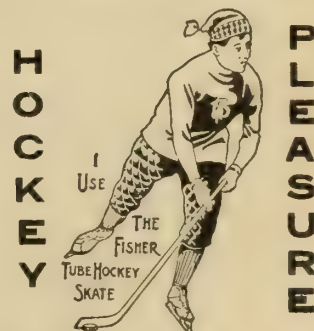
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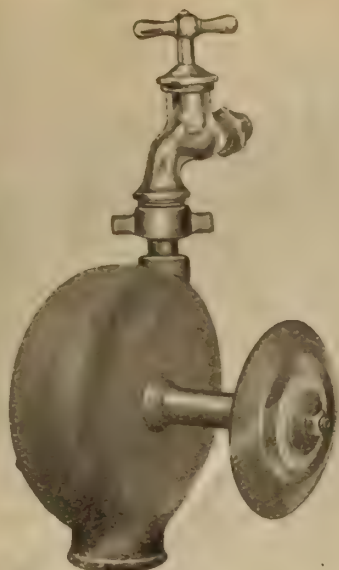
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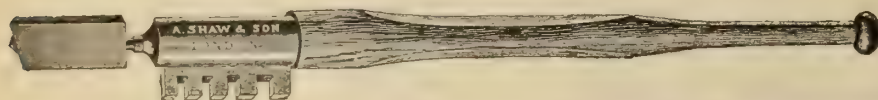
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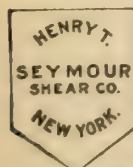
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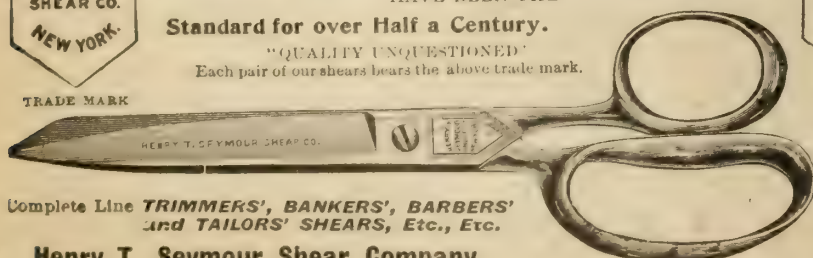
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6. Shipping and Forwarding Agents, Export Packers, Steamship Lines.

7. Export Sections of London and Provinces (separate towns), giving names of exporters, places of shipment, and class of goods shipped.

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A good resolution for the New Year—Handle Canadian goods when they deserve it.

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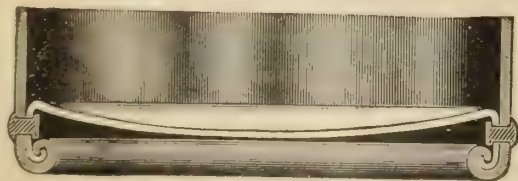
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# DANGERS OF LEAD POISONING

By Robert Modler, in Chicago Tribune

CONSIDERING the uncounted millions of the world's population who in one way and another are subject to the dangers of lead poisoning in its many forms, no other industry in the world has carried with it the menace that comes with lead mining, lead smelting, and the manufacture and adaptation of lead products to their almost illimitable uses in the arts and trades.

When your attention has been called to some particular trade where the deaths from so-called "natural causes" are unusually high, it is almost a certainty that lead poisoning in one degree or another will have entered into the causes of the abnormal mortality. Lead and lead products affect a dozen different trades in vital manner, and wherever the metal or its products are used there will its poisonous effects be marked in the death rolls of the workers.

Looking over the dangers of some of the trades as compared with the farmer's chance of life at his work, the poisonous effects of lead and its by-products are emphasized in the ranks of the file maker who works by hand, in the lead workers in general, among the potters and glaziers, among the glass cutters and zinc workers. The file maker, who makes his cuts into the steel with a chisel driven by a hard hammer, has one of the most dangerous occupations in the world, due wholly to lead poisoning, which results from the slab of lead upon which the file rests as a base.

## Death Rate of Farmers and Metal Workers.

Farmers .....	602
File workers .....	1,810
Lead workers .....	1,783
Potters and earthenware manufacturers .....	1,702
Cutters .....	1,516
Glass blowers and cutters .....	1,487
Copper workers .....	1,381
Iron and steel workers .....	1,301
Zinc workers .....	1,198
Stone quarriers .....	1,176
Cotton mill workers .....	1,141
Printers .....	1,096
Coopers and wood turners .....	1,083
Brick and stone masons .....	1,001
Wool manufacturers .....	994
Tinworkers .....	991
Carpet weavers .....	973
Bakers and confectioners .....	920
Blacksmiths .....	914

Out of the given numbers in comparison three file workers die to every one death of a farmer. Only among the men who cut the French buhrstone for the grinding of grain does a greater death rate exist among the trades from the so-called "natural" causes. Close upon the death rate of the file maker, however, is the mortality of the worker in the production of lead and its by-products, while the potter, who uses the lead products in glazing his wares, is a close competitor in the race with death.

Lead poisoning as an economic factor in civilization is almost without end in

its bearings. Not only does it affect the worker at times in horrible manner but his posterity are its victims in almost more horrible possibilities.

## Eight Per Cent. are Poisoned.

The "plumbism" of lead poisoning may be acute or chronic, according to circumstances. At the best 8 per cent. of the workers in lead and with it in large quantities may expect poisoning in marked degree. Lead becomes doubly dangerous for the reason that its poisonous salts have no unpleasant odor or taste. Now and then the individual is found who is virtually immune, at least until he discovers that he is not. These salts are easily soluble, and the onset of the trouble may be most insidious. In the case of chronic plumbism the victim has an unnatural pallor, anaemia is marked in lips and gums, his features become altered and expressionless, a metallic taste develops in his mouth, making food intolerable in the morning, thus often forcing him to go to work on an empty stomach, which in itself is a worst possible provocation.

Under the influence of an acute attack of plumbism the victim may have to lie down and roll in the agony of abdominal pains. His pulse is slow and feeble; he suffers from sleeplessness, has a collapsed appearance, and wears an anxious look. One of these attacks leads to another, a blue line appears in the gums close to the line of the teeth, and after several of these attacks the victim may suffer both the "wrist drop" and the "ankle drop"—a painless but total temporary paralysis of the ankles and wrists. In the worst forms these acute attacks are shown in convulsions that last two or three days, when the patient dies. If at the end of the third day the patient is alive he has a chance for life, though he may be blind for the rest of his life.

In the case of a mother poisoned by lead her child dies soon after its birth in convulsions. Where both parents are poisoned children almost invariably are born dead.

## How Lead Slaughters Workers.

When it is remembered that lead in almost any form is poisonous to this degree, and when the multitudinous forms are considered as menacing the world every day and every hour, one may be excused for wondering if the world were not better off without the metal. Yet were lead suddenly to drop out of civilization the effect would be tremendous.

These lead poisons get into the system through the fumes of melting lead and through the dusty particles that rise from its by-products; they enter the system through the person's eating with unwashed hands and again through the skin itself, especially under the finger nails. As to how poisonous some of the lead products may be, dogs that have slept upon the working clothes of lead smelters have died from it, and some of the worst cases of lead poisoning among

women have come to laundresses from washing the clothes of lead workers.

Printers' colic is one of the forms of lead poisoning which through improved printing methods is decreasing year by year. But it is a considerable economic problem even now. Twelve per cent. of those coming in touch with type metal in the printing trades may expect to feel "printers' colic" in the year. These will be in the proportion of ten compositors, four operators of the linotype machine, and two stereotypers. Eating with unwashed hands is the chief source of this poison, while the linotype operator gets it through the fumes of the metal and from the oxidized particles in the floor dust.

## Care Necessary to Save Lives.

No one working in lead products in any form can afford to neglect every possible means of prevention of the poison. Clean hands, clean nails, pure air, a substantial diet, plenty of milk, and changes of clothing in order to prevent contamination from them are essential.

Workers in dusty atmospheres, perhaps, are victims to disease and death almost in proportion to the lead workers. Everywhere that dust particles fly in a mill and shop the worker is a victim in proportion as his work is dusty and the dust is poisonous within itself. Hundreds are victims of the poisonous lead dusts that fly from the enameling brushes and from the "putty pastes" of the glass polisher. But even the flour dust of the miller once caused a death rate in the flour mills that was appalling.

The match maker, working in the fumes of phosphorus, has his dangerous calling, and is subject to one of the worst forms of poisoning. The infection shows in a tooth, perhaps gradually infecting the jaw, which becomes inflamed and finally suppurative. If unchecked the disease spreads until the bone of the jaw dies and is destroyed. Coincident with this, too, other bones in the body are made more brittle and are more easily broken.

Workers in mercury may have their miseries, as in the silvering of mirrors, for instance. Stomach trouble first develops, then salivation, with loosening of the teeth and unusual flowing of saliva. Headaches follow, the tongue is tremulous, the skilled man especially becomes nervous about his work, nightmare is frequent, and if the victim does not quit work his tremulousness spreads through his muscular system until he is disabled.

"Brass ague" is one of the ugly ills of the brass founder and brass worker. Oddly enough, it does not affect the man who is steadily at the work. He must be a new man, or he must have laid off from his work for a period before he is a subject for the attack.

"Brass ague" first leaves the victim languid and depressed. As it comes on he becomes chilled, his teeth chatter, a cold perspiration breaks out on his face and head, headache and nausea follow, then a period of burning fever, and not



until a period of vomiting has relieved the patient does he recover. Milk is an antidote for the trouble.

Rubber workers in the vulcanizing of rubber by the use of bisulphide of carbon are open to some of the worst penalties of poisons. Paralysis of months' duration is possible. Drunkenness to all appearances marks the sufferer from the fumes of the bisulphide; loss of appetite, emaciation, and blindness may follow. Insanity and suicide by jumping from the windows of a factory are not a few incidents in the work.

### Buhrstone Grinders Soon Die.

Among the "dry grinders" in metal work the death rate is heavy. The deaths in the 1,000 grinders between the ages of 35 and 55 years are 458 as compared with the 261 deaths in the 1,000 in all trades.

The few men who are cutting buhrstones in spite of the new roller processes of the mills are the worst victims of their occupations. This buhrstone comes from the valley of the Seine, in France, and is the hardest known stone. The worker becomes subject to the dust of the stone and the dust of the steel tools with which he works. Bits of steel are shot into his arms until they are blue, and the particles of dust that get into his lungs leave him an average of twelve years working life, no matter at what age he begins.

Diseases that kill among these world workers in all trades are interesting in their point of attack. In the following table tuberculosis is separate from diseases of the respiratory organs in general, but either classification leads any other by long odds.

### Diseases That Kill—in the 1,000.

Nervous system .....	82
Tuberculosis .....	185
Heart .....	126
Respiratory organs .....	254
Cancer .....	44
Kidneys .....	41
Liver .....	40
Accidents .....	57
Suicide .....	14

These are some of the martyrs and the martyrdoms of the world's workers which not even laws and inventions may prevent from becoming victims to the world's needs.

### Prizes Offered for Remedies.

The constant increase of deaths from lead poisoning led the International Bureau of Labor, in Basle, Switzerland, to offer a series of prizes for essays on the best means of combatting lead poisoning, as announced in Hardware and Metal several months ago, as follows:

1. A prize of \$1,100 for the best essay upon the most practical method of eliminating the danger of lead poisoning during a process of handling lead ores.

2. A prize of \$2,380 for the best essay upon the elimination of the danger of lead poisoning in lead smelting works.

3. Two prizes, one of \$505 and the second of \$357, for the best essay upon the elimination of the danger of lead poisoning in chemical and electrical works where lead is in use.

4. Four prizes, one of \$557, a second of \$238, and two of \$178.50 each, for the best essays upon the most practical method of avoiding lead poisoning in trades such as painting, enameling, etc.

5. Four prizes of the same amounts

as above for the best essays upon the elimination of the danger in factories where large quantities of lead are used, such as type foundries, printing establishments, etc.

### A New German Law.

In European countries the painters' organizations have been agitating against the use of white lead, but without much success except in France, parts of Switzerland and Servia and a few cities in Saxony. During the past year the painters of Germany have been gathering statistics of all cases of sickness resulting from the use of white lead which they have submitted to the Reichstag and published in the press. The master painters claim that they can not do satisfactory work without it, while the factory owners who use white lead in their operations wish to be relieved of the responsibility of compensating their employees who become unable to work through its use. The Bundesrath finally adopted a law of which the main provisions are as follows:

1. Men employed in crushing white lead in a dry state, or colors containing lead, must not come in bodily contact with it and must be protected from the dust. The mixing of white lead with oil or turpentine must be done by machinery so constructed that no dust gathers where men are employed. The mixing of colors from lead with oil or turpentine can be done by hand providing men over 18 are employed and only a limited amount is mixed each day.

2. Surfaces from which the coatings which may contain lead have to be removed, must be kept wet and the material taken off must be disposed of while wet.

3. The employer must see that his employes who handle or are in contact with lead wear special clothing and caps during working hours.

4. All men employed as painters, decorators and varnishers or in other trades in which lead colors are used must be furnished by the employer with a wash basin, soap, a brush to clean hands and nails and a towel. On new buildings and also in lead works he must provide a dressing room free from frost where they can wash and hang their street clothes.

5. The employer must warn his workmen of the danger to health in the use of lead and furnish each man with a copy of the law governing such trades.

The above provisions also apply to persons employed in white lead and color works, who do not directly come in contact with those materials in their work.

Workmen in factories where lead or lead products are made or used are forbidden to drink spirits of any kind in the workshops, and cannot leave the premises or eat and drink upon the premises without removing their working clothes and washing thoroughly. Only the clothes provided for the purpose can be worn while at work, and smoking is forbidden. Those who after being warned persist in violating the regulations can be discharged without further notice although in Germany it is customary to give a certain length of notice before dismissal.

Push the "home trade" movement; begin with yourself and family. If you are not consistent you should not blame others.

### TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1203. A Midlands company, manufacturing harness and general saddlery, is prepared to appoint a suitable Canadian resident firm to act as its agents.

1204. A London firm possessing a large connection among builders, builders' merchants, ironmongers and engineers, is prepared to represent Canadian manufacturers of goods handled by the trades indicated.

1206. An Antwerp exporter of iron, steel, materials for railway contractors, plate glass, cement, etc., would like to get into communication with some of the leading Canadian importers of these articles.

1209. A large Cape Town importer of wire fence netting is open to receive quotations f.o.b. Montreal, or St. John, N.B.

1213. The manufacturers of a well-known bicycle would like to get into communication with Canadian importing firm prepared to introduce their cycles.

### CANADIAN AGENCIES IN LONDON.

A new departure is being made by Messrs. Herbert Rodgers & Co., Saracen House, Snow Hill, London, E.C., England, who have represented the Taylor-Forbes Company in England for some time. They plan to establish a Canadian United Manufacturers' Agency and Mr. Herbert Rodgers, the senior member of the firm, will visit Canada in March to meet manufacturers who make appointments with him. Mr. John M. Taylor, of the Taylor-Forbes Company, refers to Mr. Rodgers as "a hustler, a man of good standing in his own country, and capable of adapting himself to the requirements of any line that he might undertake to represent." Manufacturers, therefore, who desire to establish an agency in England should communicate with Mr. Rodgers at once. The plan of the agency will be to secure direct representation in the British Isles for Canadian manufacturers and the representation of no manufacturer shall be taken up by the agency without the consent of all the other firms whose representation is already in the hands of the agency. This is to ensure the fullest harmony of the united interests of all firms represented.

The saving is obvious in the matter of London showrooms, offices and warehouses, and also in provincial traveling expenses. Further economy would appear in the matter of shipping goods, as all minimum freights on small shipments would be dispensed with. It is desired to give the agency such a standing that the inclusion of any firm becomes a guarantee to buyers.

### SEASONABLE GOODS.

"That boy of mine," remarked Charley Banks, "has gone and dressed the window with snowshoes. Think of it! When he ought to have lawn mowers on display!"—Galt Reporter.



## RUNGS IN THE LADDER OF SUCCESS.

BY F. S. KEITH.

Every man, young or middle-aged, in the possession of his faculties, should be keenly alive to the boundless scope and breadth of possibility that the moment offers. High up in the ladder the rungs are empty and await an occupant. The present holds out for you what no other decade could near approach.

Do you realize the fact?

A brief reflection would make this a conviction and, going further, quicken it into action.

Possibly not the success of the millionaire nor the statesman may be yours, but surely the real, genuine, satisfying success, the result of honest and well-directed effort, awaits you. This is obtained by making the most of one's self. It means to those who have not made the attempt an enjoyment in being hitherto unknown.

For a New Year's resolution along the line of things that go to make success, let us suggest some reflection on the subject of the nobility of labor, having higher ideals, being confident, determined, persevering, industrious and enthusiastic. With these as an incentive no man can hold you back.

**Nobility of Labor.**

The mechanic is the great producer of the day. He is daily adding to the wealth of the world and should be proud of the fact. When a man reaches the state when he no longer works with his hands and belittles honest toil, he occupies a ridiculous position. He has forgotten that he is dependent upon the men who work for any measure of comfort he may enjoy. Suppose all the mechanics in the world were to stop work. How long would the wheels of commerce or industry revolve? Not many hours. Let every mechanic hold up his head and look the whole world in the face, feeling that he is an important and indispensable factor in the commonwealth. The writer knows the call of the 7 o'clock whistle, the clink of the time check and the line-up on pay day, and is glad of it.

**Ideals.**

No one has yet climbed higher than his ideal. No one ever shall. If you have not accomplished what you feel you might have, all the more reason for aspiring. If you are satisfied, then it is time to take Dr. Osler's prescription, whether you be twenty or three-score and ten. Look at the example of Richard Arkwright, the inventor of the spinning machine, and take heart. At the age of fifty he set to work to learn English grammar, writing and spelling, working often from four in the morning until nine at night. Was he justified? See the result. Eighteen years later he was at the head of many manufactories, had risen to the position of high sheriff of Derbyshire and shortly after was knighted by George III.

With no ideal beyond the daily round, one is as the miner with his torch extinguished, groping in the dark and

unable to accomplish anything. If any of us have been living in the quarry-slave realm of thought, let us rise above it with all the strength of mind and body that we possess.

**Confidence.**

More perhaps than any requirable attribute that engenders success, confidence in one's ability to achieve is necessary. This, coupled with a fair amount of assurance, has caused many a young man to climb the ladder when his equally capable companion has failed. Meekness is misunderstood for weakness and a lack of confidence is the forerunner of failure. Be confident.

**Determination.**

Dependency begets madness, but determination is the key-note of accomplishment. How the world stands by for the determined man! He is the great explorer or navigator, the successful general or the powerful captain of industry. This is the attribute that made a Napoleon and a Wellington, and due to this the victorious Japs achieved so much. A determined man is a tower of strength. Be, therefore, determined.

**Perseverance.**

History's pages are filled with the records of men winning their laurels through sheer perseverance. It is not necessary to go beyond the realm of the mechanical world to find striking examples. George Stephenson spent fifteen years working on the improvement of his locomotive before meeting with his triumph at Reinhill. Another shining light in this direction was James Watt. The latter would not acknowledge defeat and after 30 years of investigation and toil he brought the steam engine to mechanical perfection. Let us keep these examples before us when our courage lags or our ardor cools, and resolve, as they well must have, neither relenting nor hesitating until we have improved our present position. Persevere.

**Industry.**

Well directed industry brings its own reward. Unfortunately much individual industry is misdirected and unproductive. Patient plodding application without the accompaniment of thought never brings a person to an exalted position. On the other hand, however bright the mind or clear the conception, the lack of industry is fatal to success. Be industrious.

**Enthusiasm.**

Enthusiasm is one of the hardest qualities to cultivate and maintain. It is one of the least common. The enthusiastic man leads. He is a moulder of opinion. He is a factor in the community and in the workshop. He commands attention. He is influential. He rises

and progresses. He soars above his fellows. He is a marked man. Many people shrink from being enthusiastic for fear of attracting attention. If you are on the right track, however, every throb of enthusiasm opens the channel to higher things and to a position where one's abilities have fuller scope. Cultivate enthusiasm.

**DEATH OF JOHN WILSON.**

Montreal daily papers announced, last Saturday, the sudden death, in Glasgow, Scotland, of John Wilson, president of Thos. Robertson & Co., Limited, of Montreal, and father of James Reid Wilson, who is vice-president and managing director of the same firm.

Mr. Wilson belonged to a type all too uncommon in modern business life. He was a man of unusual honor and integrity, striving always to conduct the various commercial enterprises in which he was interested, on the highest possible plane. His sincerity in this, is shown by the fact that, when chairman of the Shareholders' Committee, appointed to liquidate the City of Glasgow Bank, he, as one of the few shareholders who remained solvent, contributed in calls, twenty-seven and a half times the value of his holdings. He always contended that a man's greatest worldly possession was an honest name, and his own life was a practical example of this doctrine. For ten years he represented the constituency of Govan, in the British House of Commons.

The deceased was chairman of some of the leading industries in Scotland, and was also interested in business enterprises in all parts of the world. In 1855, he established, in Montreal, the firm of Thos. Robertson & Co., Limited, of which his son is at the present time managing director.

**SMITH'S FALLS NEW FOUNDRY.**

Smith's Falls is to have a new iron stove foundry, which will be erected next Summer. The promoters of this new industry are Mayor Foster, Dr. Gray and John McEwen, all well-known business and financial men in town. A joint-stock company, with a paid-up capital of \$30,000 is being organized. The building will cost \$15,000, and will be modern in every respect. All kinds of stoves will be manufactured, and it is proposed to start with a staff of from 20 to 25 moulders.

**A PLEASING MEMENTO.**

McFarlane & Douglas, manufacturers of galvanized iron cornices, etc., Ottawa, have issued a very pleasing and seasonable card in the shape of a shield, with a representation of a shield, the firm's emblem, and a significant sprig of holly. Across the face of the card are the words: "May that which was unpleasant or unprofitable during 1905 disappear with the old year, and may good fortune, health and prosperity be your companions during 1906."



# HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN

The MacLean Publishing Co.  
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Published every Saturday.

Cable Address { Adscript, London  
Adscript, Canada

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## MUST TAKE A BACK SEAT.

ANDREW CARNEGIE and Pierpont Morgan want to discharge Mr. Corey from the steel trust, not because he has deserted the faithful wife who helped him fight his way up from poverty, but because both of these men are shrewd enough to know that no man living can go the pace that kills and attend to business at the same time.

The old day of the great lawyer, who got drunk on the day of the trial, and of the great preacher who thought he couldn't preach unless his brain was fired with alcohol, and of the great financier who worked up a corner in the morning and drank himself insensible in the afternoon, are gone. Gone with the stage-coach and the tallow candle. Gone with the bob-tail car and the herdie. Business is business to-day, as it never was before in the history of the world, and no man can do business and get drunk.

Mr. Corey is not accused of drinking to excess; neither was Mr. Hyde of the life insurance scandal, but no man can give champagne suppers to actresses, and absinthe breakfasts to dancers, and automobile carouses to the riff-raff of a profession, not always celebrated for its noble purity of ideas, and keep his head clear for business.

Doctor Jekyll was all right as long as he could keep Mr. Hyde at home, but Mr. Hyde is a gentleman of roving disposition and when you have once given him the pleasure of your acquaintance, you will find him standing on the corner waiting for you whenever you take your walks abroad.

No man can keep a clear head unless he leads a clean life. Even the saloon-keepers and the prize fighters have found this out.

Forty years ago, a prize fighter was apt to be a dissipated beast, to-day he is sober, hardworking, plain living. He has to be, or some man who is, will get the best of him.

No man can hold even the smallest clerkship, in any large business to-day unless he has a clear brain, a steady hand, and a bright pair of eyes, with which to meet his employer's glance when he comes to his desk in the morning. The old-fashioned newspaperman, who went on a carouse every once in so often, has been crowded out of the profession by the man who was there to do his work, while the other was nursing the headache of the "day afterwards."

No man can be a telegraph operator to-day unless he's a sober man. The railroad companies do not employ a man who drinks. There is no place in the business world for any man who has not at least good sense enough to keep his blood running through his veins in the swift course of clean health.

Mr. William Ellis Corey is dropping out of the race like an old horse who has seen his best days, and he is dropping out, not because the men who are forcing him to go are trying to teach a moral lesson, but because he is no longer fit for the business with which he has been entrusted.

"Business is business," is not after all such a bad moral axiom, is it?

## MINERAL PROSPECTS.

SINCE the mining boom in British Columbia a few years ago, and the Klondike gold discoveries, there has been a steady though somewhat less spectacular movement in mining affairs in Canada. Discoveries made within past two years have proven beyond a shadow of a doubt that Canada's future as a leading mining country for years to come is assured.

The report of the electric smelting operations being carried on under Government supervision at Sault Ste. Marie giving every indication of a commercial application and proving the economy of electric smelting stimulates the mineral strength and wealth of Canada in no

small measure. With the inauguration of this process on a commercial basis the water powers of the north will be harnessed to reduce the mountains of iron ore and make Canada the greatest iron producing country of the world.

In this country are to be found nearly all the mica in America as well as the richest veins of asbestos ever discovered. The recent startling finds of silver in the Cobalt district show to some extent the possibilities of Northern Ontario mining, these latter being conceded the richest finds of silver yet made. The nickel of the Sudbury district is already famous, the enormous amount of which has never been duplicated in the history of the mineral discoveries of the world.

Some idea of the value of Ontario's minerals during the nine months ending with September is given in the report of the Director of the Bureau of Mines, who uses for the purpose the selling price of the products at the mines or works. The total value of these for the nine months mentioned is given as \$9,000,000, which means that as refined metals these ores estimate an amount equivalent to twice that at least. Of this amount \$3,890,000 represents nickel and silver. With such an enormous production of valuable ores it is a strange fact that as far as present development goes these cannot be refined in this country.

## BUSINESS MEN FOR COUNCIL.

For several years past nearly all the great American cities have been taking up the subject of municipal reform. Much good has been done by the agitation directed against corrupt methods, and the age of the grafter has been all but terminated. Still another difficulty has presented itself, however, for, in the management of large cities just as in that of large business corporations, some qualifications are necessary besides honesty and straightforwardness. And it is the recognition of this difficulty which has encouraged men of business instinct and training to present themselves for election in many cities.

Among the cities of this continent which have suffered through incompetent or dishonest administration, Montreal takes a prominent place, but the reaction towards clean and able government set in when the business men of that city began to interest themselves in its affairs. Since that time a gradual improvement has been made in all departments, perhaps the ablest rule the city has ever experienced being that of the retiring Mayor Laporte, himself one of Montreal's most prominent business men.

This fact has been so appreciated by



the business fraternity of Montreal that a representative number of them met recently in the Board of Trade chambers to discuss the advisability of nominating men in all the main wards of the city to contest the coming aldermanic elections, backed up by the business vote. A committee was appointed to interview probable candidates, and calls were made on present members who had given satisfaction, but as some of these were retiring, other names were brought in and recommended to the approval of the business men, who again assembled to hear the report towards the end of last week. These names were approved, and there are now two aldermanic candidates in each of the four main wards carrying the banner of Montreal's commercial interests. This ticket (if such it may be called) shows no spirit of partiality, but, on the other hand, proves that the business men are sincere in their endeavors to give the city an economical and far-seeing administration. The list contains the names of two merchants, one physician and one advocate who are thought to have the requisite business acumen to direct Montreal's affairs for the next two years.

From the tone of the daily press it would seem that this move on the part of the business men meets with very wide approval, and everything looks favorable for an emphatic ratification in the approaching municipal elections.

### NOT COMING TO CANADA.

The statement given circulation in many Canadian papers last week to the effect that Sargent & Co., hardware manufacturers, New Haven, Conn., intended to establish a \$2,000,000 plant in Canada has proved to be a canard. A report from Ottawa stated definitely that representatives of the company had made arrangements to visit Canada in January to secure a factory site.

In a letter to Hardware and Metal Messrs. Sargent & Company give the report an emphatic denial, saying: "We have never considered the question of dividing our manufacturing efforts into two parts; have never entertained the idea of manufacturing in any other country than where we are, and have no knowledge of the publication of such a proposition other than the information given in the letters of invitation received from various commercial bodies and individuals in Canadian cities during the past week."

If you live in a creamery country, the department of creamery supplies ought to be an important one with you. It is not large, but there is a chance for business in good chunks.

### OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

### TIME RECORDING IN WAREHOUSE.

Editor Hardware and Metal:

Dear Sir:—I am in receipt of yours of December 22, and as regards recording clerks' time, at the present time we really have no very great check. For years we kept a time clock, but some three years ago, or thereabout, we decided to do away with same and put everyone on their honor as to what time they came in and what time they went out, as well as having them on their honor while they were in the building, and in our judgment we have better results than formerly. We neither exact fines nor give rewards. Overtime is not paid for, but we endeavor as much as possible to have the work done in day time so that it will not be necessary for any of the regular hands to put in overtime, excepting perhaps at such time as stock-taking.

We have invariably paid our hands for lost time on account of sickness or other causes. We also close Saturday at 1 o'clock, and in addition to this a week's holidays are given to each of the employes and the same paid for by us.

We endeavor as much as possible to have a bond of unity between our staff and the firm and we think the best way to have this is to treat them like men.

Yours truly,

HOBBS HARDWARE CO., LTD.

London, Dec. 23, 1905.

### A RETAILERS' ORGANIZATION NEEDED.

Editor Hardware and Metal:

Dear Sir:—I am very much pleased to see that your excellent paper has taken up the agitation in Ontario for a retail hardware association. I think this is an absolute necessity for the redemption of the hardware business and to again put it on a profitable basis.

I have noticed in the last ten or twelve years a number of men enter into the hardware business without the least experience and have made great inroads on prices in different lines until the greater half of the hardware business has to be done at a loss.

I am a firm believer that all goods without exception should be sold at a profit, and what I call a profit is the amount above all cost, viz., cost plus freight and cartage, plus cost of running business, plus profit you want to make on the article.

I also noticed the letter in Hardware and Metal of the 30th inst. giving other reasons why there should be an association of this kind and I think they are

all equally important to the hardware dealer and could be discussed and a remedy found for each case and any others that might crop up at the meeting by the many able men who are sure to attend and assist in the making of this association.

You have my entire sympathy and support in this movement and if wanted and able to attend your meeting I will be glad to assist in the forming of this association, and trust it will be carried to a successful issue.

I am, yours faithfully,

J. E. WESTCOTT.

Ailsa Craig, Jan. 1, 1906.

### THE COMBINE INVESTIGATIONS

On another page will be found a full report of the progress of the investigation into the tack "combine," which was commenced last week. In the sittings this week a great deal of evidence was taken from the minute books and correspondence of the Tack Association. This evidence is of interest to the hardware trade, and Hardware and Metal will, during the course of the trial, give as full and accurate reports as it is possible to secure.

This paper is a strong believer in the organization of trade associations, and so long as they are conducted in a legal manner will give them every support. The present investigation will show whether the various hardware associations charged with restraining trade are conducted upon an equitable basis to all branches of the trade, and the trials are to be welcomed from the standpoint that they will clear the atmosphere and bring about a better understanding between the various branches of the trade.

The investigation into the plumbers' "combine" was conducted in the face of a very hostile public opinion, inflamed by sensational newspaper articles, and the almost universal giving of the "I.O.U.'s" made it impossible to defend the master plumbers indicted. The hardware investigations, however, stand a better chance of being conducted in an unbiased manner. This, as well as the plumbers' trials, are understood to have already cost nearly \$25,000 through fines and legal expenses.

Manufacturers and jobbers consider that the tack investigation so far has resulted in the unearthing of nothing of importance, and nothing of an illegal nature. They look upon the Crown prosecutors as being on a fishing expedition, and very unlikely to catch any fish. Rather than stirring up trouble amongst business men they consider the court officials would be better employed getting after burglars and other criminals who are a menace to society.



Throughout all history intelligent business men have banded together to regulate trade so that a living profit can be secured, and in spite of Mr. Curry's interference this condition is certain to continue.

Some retailers, on the other hand, welcome the investigation, there being many who have had similar experiences to that of Mr. Martineau, a Quebec hardware merchant, who was buying tacks, and also bought horseshoe nails, from the Portland Rolling Mills, thinking this concern was also in the horseshoe nail association; but they were not, and Martineau could not get his special "loyalty" discount of 5 per cent. from the Tack Association. Joseph Le Tourneaux, of Montreal, is another who criticizes the association, saying: "It is a hardship that after buying \$300 worth of tacks, the total amount we require for the year, to be compelled to purchase \$200 worth that we do not require in order to get the 12½ per cent. quantity discount."

In the course of the investigation this week the discount system was enlarged upon. It was further contended that the pooling made it unnecessary for the manufacturers to fight each other for business, and as those who broke their agreements by selling below the agreed-upon figures were fined, this constituted a breach of the law in reference to the restraint of trade.

Magistrate Denison took this view, and indicated his intention was to commit the accused for trial by summing up this part of the evidence in the following statement: "If these people should just agree with one another to sell at a fixed price that would be different, but when these people associate to fix a price and fine any member of the association who sells at a lower price — why, that is unduly restricting trade."

Another feature which is worthy of mention is the giving of special discounts to railways and large manufacturing concerns. According to the minutes, in 1896 the G.T.R., C.P.R., M.C.R., and I.C.R., secured a discount of 12½ and 2½ per cent. off from the association. The Portland Rolling Mills were allowed to give U. S. prices to two American concerns. The Toronto Plate Glass Company was given a discount of 15 per cent. off the face value of glaziers' points, and the Massey-Harris Company was also given special discounts after threatening to import from the United States.

Next Monday the Criminal Assizes commence, and the various plumbers' cases come up for trial. The cases include: Edward Gurney and 124 others; W. H. Carrick and three others, W. H. Storey and twelve others, W. J. McGuire and twelve others, John Stevenson and eight others, Alex. Fiddes and nineteen others, and Geo. F. McGuire and seventeen others; the first three on charges of conspiracy and the others on charges of fraud.

## SUCCESSFUL JOBBERS AND SALESMEN.

No. 13.

About twenty years ago "Tom" Johnston, manager of the lead works, and one of the oldest and most valued employes of the Toronto branch of the James Robertson Company, induced W. H. Sheppard, then a young lad, to leave his position with one of the express companies to join the shipping staff of the James Robertson Company, at that time manufacturing and dealing in only a few of such lines as saws, lead pipe, white lead, etc. For ten years Mr. Sheppard occupied various positions in the warehouse and factory, learning the business from all sides.

During the past ten years, however, he has represented the company as



W. H. Sheppard

Representing the James Robertson Company, Toronto in northern part of Western Ontario.

traveling salesman in the northern part of Western Ontario, selling paints and plumbing materials. In his time he has seen a wonderful development in the company's business, and that their business has not suffered in his territory is evidenced by the fact that his district has had to be made smaller on several occasions when additional salesmen were put on the road in order to have the ground covered thoroughly.

Mr. Sheppard is a genial, whole-souled fellow, who both makes and retains friends. At business he is always "on the job," and many customers have been able to close good contracts by his good salesmanship. Wherever he finds a prospective customer dickering with a plumber or paint dealer he makes it a point to give the likely buyer the benefit of his expert knowledge,

going to the building where the job is to be done and making up a close estimate of the cost of the work. As one of his friends said the other day, "When Shep. goes after a job he usually lands it." In addition to looking after business for his customers while on the road Mr. Sheppard closely watches the shipping department when in town on Saturdays, seeing that no shipments are delayed when goods are in stock.

Bowling on the green is a favorite sport of Mr. Sheppard's, although he takes a keen interest in the other sports participated in at plumbers' picnics and re-unions.

### A PLEASANT DINNER.

The ninth annual banquet tendered by the president and directors of the Thos. Davidson Mfg. Co., Limited, Montreal, to their travelers and heads of departments, on the evening of December 29, was a great success, and thoroughly enjoyed by all the participants.

The function, which was held in the club room of the employes, on Vinet street, was presided over by Mr. Jas. Davidson, the president of the company, who proposed the health of the King, a toast which was right royally responded to.

The travelers were next to be honored, Mr. Goodwill proposing this toast in a happy vein, while Messrs. J. N. Young and R. B. Gray replied on behalf of the "knights of the grip." After the toast to "The Office and Ware-rooms Staff" had been proposed by Mr. H. B. Chadburn, and responded to by Mr. John Hamilton, Mr. T. C. Davidson proposed "Heads of Departments," which elicited a response from A. O. Gee, who has been in the employ of the company for over thirty years.

Mr. Arthur Daniels proposed the health of "The Ladies," whose cause was well championed by Mr. Hoar, in his reply. The toast of "Canada" was next proposed by Mr. M. Lachapelle, while Mr. W. H. Morgan responded.

Mr. W. J. White, K.C., proposed the health of "The President and Directors," and Mr. Jas. Davidson, replying on behalf of the board, referred to the fact that a change was about to be made in the internal arrangements of the company. He himself, after twenty-five years' service as general manager of the company, and thirty-five years' connection with the business, had decided to retire from the position of general manager, which would now be assumed by his brother, Mr. T. Chas. Davidson. He would still retain the office of president of the company, and his interest in its affairs would be by no means diminished. At this point he read a congratulatory telegram from Mr. Taylor Webb, manager of the Winnipeg branch, and seized the opportunity of presenting a life-size portrait of the late Mr. Thos. Davidson (the founder of the firm) to Mr. L. B. Jenkins, representing for the occasion the Winnipeg branch, to be forwarded to the Winnipeg office.

With toasts to the factory superintendent and banquet committee, an enjoyable evening was brought to a close. Songs, etc., were rendered between toasts.



## HARDWARE TRADE GOSSIP

### Quebec.

A. Chevalier, plumber, of Joliette, paid a visit to Montreal recently.

A. Archambault, plumber, of Hull, Que., was in Montreal on business this week.

George E. Delorme, tinsmith and plumber, Sherbrooke, visited Montreal this week.

Frank Mason, head shipper for the Pedlar People, Oshawa, spent a few days this week in Montreal.

Mr. Butler, of W. G. Butler & Son, hardware merchants, Perth, Ont., spent part of this week in Montreal.

Mr. Gilman, general manager of the Canadian Rand Drill Co., Sherbrooke, spent the latter part of this week in Montreal.

Jas. McClatchie, of McClatchie Bros., hardware merchants and plumbers, Cowansville, was in Montreal a few days ago.

T. J. Best has resigned from the position of director and superintendent of Warden King & Son, Limited, founders, Montreal.

F. Hyde has severed his connection with the firm of Francis Hyde & Co., importers and dealers in contractors' and founders' supplies.

M. H. Day, general manager of the Consumers' Cordage Company, Limited, Montreal, spent a few days of this week in Boston and New York.

Geo. M. Edwards, managing director of Henderson & Potts Co., Limited, Montreal, spent the week in Winnipeg, on a hurried business trip.

Angus McLeod, hardware merchant, of Sydney, C.B., has spent the week in Montreal, stopping at the Queen's. Mr. McLeod is combining business with pleasure on this trip.

W. B. McLean, of McLean & Sophus, Montreal, is taking a trip to Ontario points, and will spend some time considering possibilities of water power development in those places.

J. R. MacKay, of the traveling staff of Caverhill, Learmont & Co., who was off the road during the whole of December, owing to a severe attack of la grippe and trouble with his eyes, has quite recovered, and will start out on his territory again this week.

Montreal hardware men were greatly moved by the news received last Tuesday of the death in Kingston of Dr. Orlando Strange. His son, Mr. C. M. Strange, is widely known as sales-manager and director of Lewis Bros., Limited.

The Manufacturers' Hockey League have entered upon a series of games which will continue until March 5. The teams composing the league are: Allis-Chalmers-Bullock, Limited; Canadian Rubber Co., Limited; Henry Birks & Sons, Bell Telephone Co., and Canada Car Co.

Before the Tariff Commission, at Quebec, Mr. Henri Bazin, manufacturer of

nails and tacks, complained of the high rate of duty charged on steel plates from No. 12 to 16, \$7 per ton or 20 per cent., while only 5 per cent is charged on thinner and more valuable plates. He also complained of combines amongst manufacturers, which tended to restrict trade.

### Ontario.

Ben Noble, plumber, London, was a New Year's week visitor to Toronto.

W. D. Smith, plumber, Hamilton, visited Toronto in the early part of the week.

O. M. Hodgson, Bolton, Ont., has sold his hardware business to Smith & Sheafer, Moncton, N.B.

Mr. Spencer, manager of the Rochester Lamp Co., Toronto, is recovering from a severe attack of la grippe.

Fred Somerville, manager of the Ontario Lead & Wire Company, Toronto, is in New York on a business trip.

B. J. Morris, secretary of the Central Supply Association, Toronto, has been on a week's pleasure trip to New York.

Mr. Albert Karges, of Gardner & Co., Winnipeg, was a caller at the Toronto office of Hardware and Metal Tuesday last.

Burglars entered the hardware store of W. M. Pringle, Whitby, last week and stole some cutlery and other goods in addition to some money secured from the cash register.

Albert McBrady, bookkeeper for Cotter Bros., plumbers, Winnipeg, was a visitor in Toronto this week. Mr. McBrady was formerly with the John Ritchie Company, Toronto.

M. E. Murray, Canadian agent for the Borden Company's solid adjustable die machine, attended a banquet given by the company to its agents and traveling salesmen at Warren, Ohio, last Friday evening.

J. Culliton, who has plumbing shops at the "Soo" and Fort William, was a visitor in Toronto New Year's week, renewing old acquaintanceships. Mr. Culliton reports a satisfactory season's business in these growing towns.

The Pratt-Letchworth Malleable Iron Works at Brantford gave a large banquet to their employees and friends last Saturday night. A special train brought fifty guests from Buffalo, where the headquarters of the company are located.

Mr. T. A. Russell, general manager of the Canada Cycle & Motor Co., tendered a banquet to the managers of the different departments of the company, traveling salesmen, and representatives from Halifax, Vancouver and Winnipeg last Friday evening.

Mr. T. McC. Hutchinson, of Drummond, McCall & Co., Montreal, and Mr. H. J. Hamilton, Toronto representative of that company, leave on Sunday for Pittsburg, where they will meet some important men connected with the steel

industry regarding the coming season's business.

Wm. Hyslop, jr., Toronto, has returned from Europe, where he attended the automobile show at Paris a few weeks ago. He has secured the Canadian agency for the Beeston-Humber and the Darracq automobiles, two of the best known machines manufactured in England and France.

The Fairbanks-Morse Canadian Manufacturing Co., Toronto, have placed a contract for the heating and ventilating apparatus for their new factory on Bloor street west, including separate apparatus for their machine shops, blacksmithing shops and foundry. The B. F. Sturtevant Co., Boston, have secured the contract but the price is not yet announced.

Mr. John Bishop, one of the oldest hardware merchants in Brantford, died last week, aged seventy-four years. In 1853 Mr. Bishop began as a clerk with the firm of A. & J. Cleghorn. About 1861 he went into partnership with Mr. Farr and since 1877 he has been in business for himself, his son having been a partner since 1899. Mr. Bishop has not been in good health for the past eighteen months.

The Toronto branch of the Pedlar People, Oshawa, has been moved from the corner of Yonge and Wellington streets to 11 Colborne street, where the company has secured more commodious offices and warehouses. The business of the company in Toronto has increased remarkably since the branch was opened a few months ago, and the move marks another milestone in the progress of this growing business.

The Colonial Cordage Co., Toronto, have appointed as their agents in Montreal the Commercial Twine Co., Limited, who will carry a full stock of the Colonial Company's goods. The Commercial Twine Co. were formerly representatives of the Consumers' Cordage Co., but the change is only natural, as the president of the Commercial Twine Co. is a brother of Mr. W. B. Converse, managing director of the Colonial Cordage Co.

Mr. J. H. Lyons, known to a large section of the hardware trade in Ontario previous to nine years ago, up to which time he had been traveling representative of M. & L. Samuel, Benjamin & Company, has again accepted a position with that company and will in future represent them in the territory between Montreal and Toronto. During the past nine years Mr. Lyons has represented a large Buffalo metal firm and this, with his eighteen years experience on the road with Messrs. Samuel, Benjamin & Co., gives him over a quarter of a century experience as a traveling salesman.

### Western Canada.

Mr. J. F. Bole, manager of the Regina Trading Co., who was one of the Liberal candidates for Regina for the Saskatchewan Legislature, has been declared elected by a majority of three on a recount.

### United States.

Mr. Frank G. Raible, advertising manager for E. C. Atkins & Company, saw manufacturers, Indianapolis, Ind., died on December 16.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 62.)

## THE WEEK'S MARKETS IN BRIEF. MONTREAL.

**Ingot Copper** is now quoted at from 20½c. to 21c.

**Antimony** has advanced ¼c.

**Bar Iron** is selling at \$2.00 f.o.b. Montreal.

**Builders' Hardware**—American manufacturers have withdrawn lists.

**Merchant Iron**—New prices are announced.

**Linseed Oil** has advanced 52c. and 55c.

### TORONTO.

**Solder**—Half and half has advanced to 23c.

**Linseed Oil**—A big advance of 4c. has been made.

**Turpentine**—Prices have advanced 2c.

**Builders' Hardware**—A 10 advance has been made by United States manufacturers.

**Zinc Spelter**—Another ½c. advance has been made.

**Antimony**—A ½c. advance has been made by some jobbers.

## Quebec Hardware Markets.

Office of Hardware and Metal,  
232 McGill Street,  
Montreal, Jan. 5, 1906

Nearly all American manufacturers of builders' hardware have withdrawn their prices, substituting figures very much higher for 1906. Although Montreal jobbers have not yet adjusted their lists to suit the altered conditions, it is thought that they will soon have new prices ready for their travelers, and they will probably go into effect next week. Canadian makers have not revised prices yet, but present expectations are that they will not be long in following suit.

Trade this week is quiet, but prospects are bright for a splendid trade, when the campaign is fully open.

**Axes**—Trade this week is somewhat light in this as well as in other lines. We quote: Chopping axes, unhandled, \$6.00 to \$9.50 per dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Hay Wire**—Recent advances have been stiffly held. We are quoting: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Sewing Machines**—Sales are not numerous, but the outlook is favorable for good business during the year just commencing. Our prices are as follows: Hand-sewing machines, \$11 each, net; complete machines, with stand, \$18.00 and up, according to quality.

**Lanterns**—No features are apparent in the trade. We give prices: Cold blast, \$4.50; No. 0 Safety, \$5.00.

**Rivets and Burrs**—Small quantities are going out as usual, and prices are

well maintained. We quote as follows: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists: copper rivets with the usual proportion of burrs, 40 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 and 10 per cent., subject to usual charge for half-pound boxes.

**Screws**—We still quote as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—It is expected that trade in this line will be particularly heavy during the coming months. Our prices are as follows: 3-8 and smaller, 60 to 10; 7-16 and larger 55 and 5.

**Horse Nails**—We quote as follows: C brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—We are still giving prices at \$2.15 per keg, f.o.b. Montreal.

**Cut Nails**—There is little or no activity displayed. We quote: \$2.20 per keg, f.o.b. Montreal.

**Horseshoes**—We give the following prices: P.B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c.

**Sporting Goods**—We are quoting as follows: Canadian made shells, black, 25 and 5 per cent.; smokeless, 25, 10 and 5 per cent.; American centre-fire cartridges, list net; sporting and military, 10 per cent. advance on list; primers, \$2.05 per thousand; American loaded shells, 20 per cent. discount; B.B. caps, \$2.00 per thousand; standard shot, \$6.50 per hundred pounds; chilled, \$7.00 per hundred pounds; buck and steel, \$7.50 per hundred pounds. We quote discounts 10 per cent. on shot, f.o.b., Montreal, Toronto, Hamilton, London, St. John and Halifax.

**Building Papers**—Conditions are by no means altered since our last report. Quite naturally, there is very little business doing in this line at present. Prices remain as before.

**Cement and Firebrick**—This is an-

other line which is very quiet at present. Our quotations are as follows: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00 to \$2.05. Firebrick, English and Scotch, \$17.00 to \$21.00; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—Our prices are as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

**Shot**—The price still remains at net list.

**Skates**—Trade has eased off considerably since the Christmas rush. We quote from 25c. to \$2.50, according to quality.

**Sleigh Bells**—We quote: Back straps, 30c. to \$2.50; body straps, 70c. to \$3.50; York Eye bells, common, 70c. to \$1.50, pear shape, \$1.15 to \$2.00; shaft gongs, 20c. to \$2.50; Grelots, 35c. to \$2.00; team bells, \$1.80 to \$5.50; saddle gongs, \$1.10 to \$2.60.

**Horse Blankets**—Our prices are: Jute, unlined, \$4.50; 3-4 lined, \$9.50; full lined, \$12; 16-oz. Hessian, unlined, \$6.50; 3-4 lined, \$11.50; full lined, \$14, and up to \$24; Kersey blankets, \$9 to \$21; all wool, \$24, \$30, \$48 and \$60.

**Snowshoes**—The demand has been tremendous, satisfying the jobbers to the full. Of course, sales now are somewhat slack, however. We quote from \$15 to \$35 per dozen pairs, according to quality.

## Ontario Hardware Markets.

Office of Hardware and Metal,  
10 Front Street East,  
Toronto, Jan. 5, 1906.

Builders' hardware manufacturers in the United States have advanced prices 10 per cent. and while there has been no corresponding advance here, as yet, some jobbers are already marking up their selling figures, realizing that it will be impossible to replace stocks in hand at the old prices. There seems to be an upward tendency in practically all lines, and retailers who are now stocktaking, should revise their selling prices in accordance with present market conditions.

Jobbers report trade to be fair for this season, but do not look for any large movement of goods during January. The outlook for Spring trade is very hopeful, however.

**Axes and Handles**—A normal trade is being done with prices the same.

**Cutlery**—Prospects for the coming season are good.

**Sporting Goods**—Skates are not in



**Hides**—The general tendency of the

**Pig Lead**—As in the case of tin, a drop occurred in lead, but a quick recovery has brought the price back to from \$4.75 to \$4.80 per 100 pounds.

week. Demand is very strong. Our



**Sheet Zinc**—We still quote 8c. in casks; 8 1-4c. in less than casks.

**Sheet Lead**—We are quoting: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; large quantities, 25c. per hundred pounds.

**Bar Iron**—The strength of the iron market has been so strong that prices in bar iron have been advanced and we are now quoting \$2.00 f.o.b. Montreal.

**Old Material**—Conditions in wrought and cast iron scrap are the same as at our last report. Rubber also remains stationary, and it is difficult to say just what turn the market will take. Scrap zinc will likely advance sharply when dealers try to fill contracts now in hand. It is believed that the stock will fall below the estimate. Both zinc and lead are in ready demand. Our quotations are as follows: Copper wire, 14 3-4c.; light copper, 13 3-4c.; heavy red brass, 13c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 75c. to 90c. per 100 lbs.; old rubbers, 7 1-4c. to 7 1-2c.

## ONTARIO.

Office of HARDWARE AND METAL,

10 Front Street East,

Toronto, Jan. 5, 1906.

Demand for all classes of ingot metals continues very active, while the call for sheets is also very brisk. Jobbers report good sales out of stocks in hand, despite the break into the week caused by the holiday.

Pig lead and tin weakened during the week, but recovered, and are now in practically the same condition as a week ago. Zinc spelter has advanced again and is now firm at 7 1-2c. for foreign. Antimony is also firmer this week than last, and some jobbers are asking an advance of 15 1-2c.

Few orders are being booked at present, but old business in hand will keep the mills busy for many months.

Middlesboro, f.o.b., Toronto	222 50
Hamilton, No. 1, at furnace	20 00
" No. 2, " "	19 50
Midland, No. 1, " "	20 00
" No. 2, " "	19 50
Rednor, at furnace	31 50
Londonderry, f.o.b. Toronto	21 50

**Bar Iron**—An advance is predicted, but we are still quoting \$2.00 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—Market continues active, and we still quote 40c. per lb.

**Tin Plates**—The open weather is resulting in a large demand. Prices are firm.

**Galvanized Sheets**—Conditions are unchanged, the demand being heavy at the same quotations.

**Brass**—Jobbers report trade satisfactory, discounts continuing at 10 per cent.

**Lead**—Lead has fluctuated during the week, but quotations continue as follows: Pig lead, \$4.85 per 100 lbs.; and bar lead, \$5.00 per 100 lbs.

**Zinc Spelter**—Another 1-4c. advance has been made, and we now quote 7 1-2c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Buying of both sheet and

ingot copper is quite brisk, with stocks not very large. We are quoting as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—An advance of another 1-2c. has been made in some quarters, and the ruling quotation is now 15 1-2c.

**Old Material**—Goods are moving actively for this season, copper being in strong demand. Dealers' buying prices are as follows: Heavy copper and wire, 14c. per lb.; light copper, 13c. per lb.; heavy red brass, 12 1-2c. per lb.; heavy yellow brass, 10c. per lb.; light brass, 8 1-2c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 7c. to 7 1-4c. per lb.; country mixed rags, 75c. per 100 lbs.

**Coal**—Prices keep very firm, and we still quote: Anthracite in cars at bridges, grate, \$5.50 per gross ton; pea, \$3.75 per gross ton.

Standard Hoeking, soft coal, in cars, f.o.b. at mines: Lamp, \$1.70; 3-4 inch, \$1.60, run of mine, \$1.40; nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogeny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.80; 3-4 inch, \$2.70; mine run, \$2.60; slack, \$2.35.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## LONDON METAL MARKETS.

From Metal Market Report, January 2, 1906.

**PIG IRON**—Cleveland warrants are quoted at 54s. 9d, and Glasgow standard warrants at 53s 10d, making prices as compared with last week 1s. 1 1-2d higher for Cleveland warrants and 1s. 3d higher for standard warrants.

**TIN**—Spot tin opened strong at £162 17s. 6d, futures at £163, and after sales of 300 tons of spot and 500 tons of futures closed steady at £163 for spot and £163 7s. 6d for futures, making price as compared with last week 10s. higher on spot and £1 17s. 6d higher on futures.

**COPPER**—Spot copper opened strong at £80 5s, futures £79 17s. 6d, and after sales of 400 tons of spot and 600 tons of futures closed quiet at £80 2s. 6d for spot and £79 15s. for futures, making price as compared with last week £1 2s. 6d higher on spot and £1 5s. higher on futures.

**LEAD**—The market closed at £17 10s., making price as compared with last week unchanged.

**SPELTER**—The market closed at £29 7s. 6d, making price as compared with last week 15s. higher.

## UNITED STATES METAL MARKETS

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, January 4, 1906.

The volume of business done in nearly all the leading distributing centres during the past week has been much larger than is usual in the holiday season, and the industry enters the new year under tremendous pressure.

In the Pittsburg district negotiations are still progressing between the merchant furnaces and the Steel Corporation. The latter interest is on the eve of closing for a considerable tonnage of basic pig to cover the requirements thus far unprovided for for the eastern plants for the first half of the year. Some other sales of basic pig have been made in Eastern Pennsylvania at close to \$18 delivered, and there have been marketed also with two consumers an aggregate of 5,000 tons of low phosphorus iron on the basis of \$23 at furnace. The leading makers of foundry and forge iron in the Schuylkill and Lehigh Valleys have advanced their prices 25 cents per ton, and have effected sales at the advance. The cast iron pipe interests are buying both in the east and in the central west, Cincinnati noting an inquiry for 18,000 tons.

Rail makers report additional orders, the largest this week being for 15,000 tons for the Oklahoma Central. It is now definitely announced that the Baltimore & Ohio order negotiated some time since is for 71,000 tons.

Bridge builders are active. How heavy has been the business of the year just passed is indicated by the fact that the American Bridge Company booked during 1905 an aggregate of 540,000 tons. Its capacity, which was enlarged during the year, is now placed at close to 700,000 tons.

During the past few weeks the German Steel Syndicate has sold 20,000 tons additional of structural shapes, making the total since the movement began, about 60,000 tons. This is exclusive of the business in the same line done by representatives of Belgian mills. The German Syndicate has advanced the price to £6, c.i.f., equal to about 1.80c. per lb., duty paid, New York.

One of the leading eastern plate mills has just decided to ask an advance of \$2 per ton on all heavy plates, and \$5 per ton on No. 10 plates. On the lakes the ship-builders are figuring on two additional boats.

The makers of cold rolled shafting have just received a number of heavy contracts from customers for delivery over the first half of the year.

The wire makers are expected to announce an advance of \$1 per ton at an early date. It is stated that the putting up of the price has been virtually decided upon.

## A TOOL NOVELTY.

The attention of the trade is called to "Aul-u-want," a new tool novelty, by the Canadian wholesale agency, which is at 79 Front Street East, Toronto. This useful, little sewing tool is an English invention, and is invaluable to farmers, and others who wish to repair their own boots and harness. The illustration on another page explains the principle of the "Aul-u-want." A curved awl is also used, by which a patch may be sewn on the outside of a shoe, entirely from the outside. This little article should prove a profitable line for any hardware merchant to handle.



## British Columbia Trade News

Vancouver, B.C., Dec. 29, 1905.

To clear decks for stock-taking is the chief aim of the hardwaremen just now. The holiday trade was very active and satisfactory, and now the rush is over, the yearly straightening up is commencing. Trade is necessarily quiet at the moment, retail merchants restricting their buying to actual needs until after the close of the year's business.

\* \* \*

Much interest is evoked by the announcement that the gross production of mines in British Columbia is estimated to exceed \$20,000,000, more than twice the output of the Klondike. Last year the mineral production of the province was \$18,977,359. The marked increase in production of copper, lead and silver will more than offset any anticipated reduction in the gold output. There was a production of the precious metal last year of \$5,700,000. This is likely to be less for 1905. In silver-lead districts there was a great revival this year. The Dominion bounty on lead had a strong influence. Following that the price also enhanced, until a short time ago the price was quoted at £16 per ton in London. According to the automatic schedule the bounty ceased when the metal reached that price.

In the Rossland camp over 330,000 tons will be the total, and in the Boundary it is expected to reach if not surpass the million ton mark. Add to this the fact that the Granby company, the largest concern operating in the Boundary, has declared a dividend of \$405,000. In the Kootenay, the Hall mines at Nelson have turned a deficit of \$20,000 in 1903 to a profit of \$30,000 in the year ended, besides greatly improving its smelter at Nelson. The St. Eugene and the Sullivan in East Kootenay and the Ferguson in the Lardeau are mines which are acting vigorously and will be paying dividends shortly. In other sections similar progress is marked.

\* \* \*

The International Coal & Coke Co. at Coleman, Alberta, on the Crow's Nest Pass Railway, is doubling its coke oven capacity by adding a hundred more ovens. The mine is supplying the C.P.R. and various smelters with coal and coke, its output being 1,000 tons per day. The company owns 10,000 acres of coal lands and the engineers estimate that there are 60,000,000 tons now in sight above the level of the valley. This would suffice for 50 years, and the lower levels, which can be profitably reached by tunneling, would go to a depth of 2,000 feet. The recent discovery of large iron ore deposits in the same region indicates the possibility of an iron industry being established in the near future, and already English people interested in the industry have been buying there.

\* \* \*

Cumberland, the town north of Nanaimo on Vancouver Island, is experiencing a large degree of prosperity just now owing to the rapid development of the Dunsmuir coal mines there. The deposit of anthracite coal, the first to be worked on the coast, is now showing up well. Months of hard work had to be put in because of the vein faulting, but the development has reached solid ore

## —advise "Metallic" lines

Have you drummed up "Metallic" Building Materials yet to the farmers in your district?

Many of them are going to put up some barns or other farm buildings, sure, or perhaps going to re-roof some old ones or put on siding.

It ought not to require much talk, when backed by samples, to show them why sheet metal is the right stuff for roofing or siding and why the "Metallic" brand is best. He's been reading our ads. Suggest it to him and show our catalogue.

Samples—if you haven't them—sent free.

Profits on our line are large—no stock to carry—catalogue makes the sale.

### OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

## THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

We also manufacture:

"Eastlake" Metallic Shingles  
"Metallic" Ceilings and Wall Plates  
"Metallic" Cornices, Skylights and Ventilators  
"Metallic" Sheet Metal Fronts  
"Metallic" Siding, (Stone, Brick, etc.)  
"Impervia" Fireproof Windows  
"Empire" Metallic Shingles  
"Metallic" Crestings and Finials  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eave trough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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now, and the coal continues good. Additional plant is being installed, including a line of railway five miles long to bring the coal down to connect with the short line railway to Union Bay. A washer is being put in at the bay where the bunkers are being built.

\* \* \*

Great interest attaches to recent development work in the oil fields of Southwestern Alberta and Southeastern British Columbia. This little corner of the two provinces is being prospected as thoroughly and rapidly as the difficulties of bad transportation in a roadless, mountainous region will permit. Seven or eight companies are spending money on driving wells, and two of them at least have already struck very promising quantities of oil. The Western Oil & Coal Co., in which many Vancouver citizens are interested, is one of the lucky explorers. They have a well down 1,450 feet, and Mr. J. B. Ferguson, general manager, says that possibly several barrels of oil per day could be pumped up. The boring is now in sandstone of very promising appearance. Gas in quantities is liberated by the boring, and it can be ignited at any time, sending up a sheet of flame twenty feet in the air. Stories that Standard Oil has already secured control of these new oil fields are denied by owners of locations there.

\* \* \*

The V., W. & Y. Railway, as the Great Northern's construction line in the coast district of British Columbia is known, will apply to the provincial legislature for a land grant in aid of its proposed extension north to the interior of the province. It is said by officials that the road will connect with the G. T. P. or the Canadian Northern, according to which one gets into the territory first. Last session the legislature refused to consider a grant of 15,000 acres per mile, asked for by the road.

A much less amount is to be asked for this time.

The Great Northern is actively prosecuting its extensions in the direction of connecting the Kootenay and Boundary districts with the coast. The short line from Cloverdale to Sumas, designed to connect with the N.P.R. which now has to come into Vancouver by the C.P.R.'s Mission branch, is being built, and work on the Midway-Princeton section is still progressing, so that the Similkameen will be reached before long.

The latest rumor is that the Great Northern branch, now at Fernie, would be extended to reach Calgary, and thus tap the wheat country, anticipating the commencement of the western movement of Alberta's wheat crop. This rumor is somewhat indorsed by local movements in which it is said Mr. Hill is personally interested. These are said to plan a large export flour mill and elevator on water front property adjoining the Hastings saw mill site, which is already owned by the Great Northern and which is to be its harbor front connection.

\* \* \*

Further developments in the endeavor to compel payment of export dues on logs shipped out of British Columbia occurred last week by the seizure at Nanaimo of a quantity of logs owned by J. S. Emerson, after the tug which had them in tow had cleared for Anacortes, Wash. The case is to be heard shortly, when the owner will attempt to show that the instruction was a mistake and that he did not intend shipping the logs out of the province. The present is the third or fourth seizure of the same operator's logs. He has been taking the ground that the Government is acting illegally in making seizures, as they cannot say that the logs are to be exported, nor can they, he claims, seize them so long as they are in the country. So far he has paid up the dues and settled the costs each time.



## Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, Jan. 5, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,

Winnipeg, Man.

**B**EFORE you are many days older, you'll have a copy of our new Brush Book,—shows more kinds of better brushes than any supply house ever sent you yet—fact!

Right on the heels of the book you'll probably see our salesman,—he may mention brushes to you,—please be good to him.

If he and the book don't show you,—don't prove to you—that we can sell you more brush quality for every dollar than you ever bought before, don't be good to him, and do throw away the book.

We have bought our stocks at prices that must have hurt somebody badly,—but don't you care for that. We have closed out some big makers for spot cash,—others we've taken whole outputs from in carlots.

Never had such a brush stock—never were fixed to quote so low for such values. Assortment is big enough for any dealer,—no matter what kind of a trade he sells,—prices are where you won't think twice of competition. Big talk—but true talk.

And every brush we sell we guarantee,—that means we replace any brush that any customer of yours kicks about, if the kick is halfway reasonable.

Please read the book, when it comes,—and talk to the man, when he comes.

If you happen to want anything between now and then, our mail order department will take mighty good care of you,—it ships every order the day we get it, and the same old Stephens guarantee covers all it ships.

**G. F. STEPHENS & CO.**

LIMITED

WINNIPEG, CANADA

Values show but few and unimportant changes throughout the entire hardware and metal list, conditions showing no change during the week and trade being steady but quiet, with no features of importance. The trade appears to be well satisfied with the year's business and states that it was the best in years. The early Spring business is expected to be heavy.

**Game Traps**—A few game traps are still selling. Prices are unchanged. We quote:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66½ p.c.
Newhouse, ".....	35 p.c.
Bear.....	\$7 each

**Lanterns**—The market is "open" and it is hard to quote with anything approaching to exactitude. The average prices are about as follows:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

**Bluestone**—Price for 1906 delivery is \$6.50 per cwt.

**Wire**—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$3 00
Plain galvanized, 6 to 8..	\$3 39 9.. \$2 50 2 90
" " 10.....	3 50 12.. 3 10
" " 13.....	3 20 14.. 3 90
" " 15.....	4 45 16.. 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10..	\$2 96 11.. \$3 02
" " 12..	3 10 13.. 3 20
" " 14..	3 30 15.. 3 45

Annealed wires (uncoiled) 10c. less.

**Horseshoes**—Prices have been steady since the recent advance in steel shoes. Quotations are as follows:

Horseshoes, iron, No. 0 to No 1.....	\$4 65
No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
No. 2 and larger.....	4 75

**Horsenails**—Discounts are as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

**Wire Nails**—The price has been steady since the recent decline to \$2.60 per keg.

**Cut Nails**—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

**Pressed Spikes**—Prices are firmly held at following quotations:

Pressed spikes, ¼ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7..	4 25
" " ¾ x 6, 7 and 8.....	4 10
" " 7-16 x 7 and 9.....	4 00
" " ¾ x 8, 9, 10 and 12.....	3 90
" " ¾ x 10 and 12.....	3 75

**Screws**—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

**Nuts and Bolts**—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½c. "
Hex " case lots.....	3c. "
" " smaller lots.....	2½c. "

**Rivets**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	32
" No. 12.....	37

**Coil Chain**—Unchanged in price. We quote:

Coil chain—	
3-16 inch....	\$3 25 ¼ inch.... \$7 20
5-16 inch....	5 20 ¾ inch.... 4 60
7-16 inch....	4 45 ¾ inch.... 4 30
¾ inch.....	4 10 ¾ inch.... 4 00

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discounts are now 60 and 5 per cent.

**Axe Handles**—Quoted as follows:

Axe handles, turned, s.g.hickory, doz.....	\$3 15
No. 1.....	1 90 No. 2..... 1 60
Octagon extra. 2 30	No. 1..... 1 60

**Axes**—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad " ".....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model ".....	8.50
Black Prince ".....	7.25
Black Diamond ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King, per doz.....	11.00

**Butts**—The discount on wrought iron butts is 70 per cent.

**Churns**—The discounts from list prices are 45 and 5 per cent.

**Chisels**—Quoted at 70 per cent. off list prices.

**Auger Bits**—Discount on common auger bits is 65 per cent.

**Blocks**—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

**Fittings**—Discounts are quoted as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T's and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	60 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.

**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T" and strap hinges is 65 per cent. off list prices.



**Hooks**—Prices are quoted as follows:

Brush hooks, heavy, per doz.....\$8.75  
 Grass " per doz.....1.70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

**Wringers**—Prices are as follows:

Royal Canadian, per doz.....\$30.00  
 R. B., per doz.....34.75

**Files**—Discounts are quoted as follows:

"Arcade".....75 p.c.  
 "Black Diamond".....60 p.c.  
 "Nicholson's".....62½ p.c.

**Building Paper**—The big rush is of course over, but there is still a steady sale at unchanged prices. We quote:

Joliette, plain.....40c.  
 "tarred.....65c.  
 Cyclone, plain.....55c.  
 "tarred.....80c.  
 Anchor, plain.....55c.  
 "tarred.....65c.  
 Pure fibre, plain.....60c.  
 "tarred.....80c.

**Tinware, Etc.**—We quote again as follows:

Tinware, pressed, retinned.....70 and 10 p.c.  
 "plain.....75 and 2½ p.c.  
 "pieced.....30 p.c.  
 Japanned ware.....37½ p.c.  
 Enamelled ware, white.....45 p.c.  
 "Famous.....50 p.c.  
 "Imperial.....60 p.c.

**Cordage**—The price is steady since the recent advance. We quote as follows.

Rope, sisal, 7-16 and larger, basis.....11 25  
 Manila, 7-16 and larger, basis.....15 75  
 Lathym.....11 25

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

**Corrugated Roofing and Siding**—Prices are still quoted as follows:

**ROOFING.**

(Lengths 3, 4, 5 and 8 ft.)

	Painted	Galvanized
28 gauge.....	\$2 85	\$3 90
26 ".....	3 10	4 15
24 ".....	3 80	5 40

(Any lengths under 4 ft. 10c. per square additional.)

	Painted	Galvanized
28 gauge pressed seam.....	\$3 00	\$4 20
28 " "V" crimp.....	2 95	4 15

**SIDINGS.**

(Plain brick, rock face brick or stone 17½ x 23.)

	Painted	Galvanized
No. 1 78 to the square....	\$3 00	\$4 30
" 2 69 ".....	2 75	3 90
" 3 55 ".....	2 40	3 60

(Large sheets 28 in. x 60 in.)

	Painted	Galvanized
28 gauge.....	\$3 00	\$4 05

**BEADED CEILING.**

28 gauge, painted red.....	3 10
----------------------------	------

**Vises**—Prices are quoted as follows:

"Peter Wright," 30 to 34.....14½c. per lb.  
 " 35 to 39.....14c. "  
 " 40 and larger.....13½c. "

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$8. The "1904", sheep shearing machines are sold at \$13.60.

**Ammunition, Etc.**—Shot has been advanced 25 cents per cwt. Other prices and discounts are unchanged. We quote:

**WINDOW GUARDS,  
 OFFICE RAILING,  
 IRON GATES,  
 WIRE FENCING,  
 COAL SCREENS,  
 SPRING BEDS  
 AND MATTRESSES**

**MUNRO WIRE WORKS, Limited**

WINNIPEG, MAN. NEW GLASGOW, N.S.

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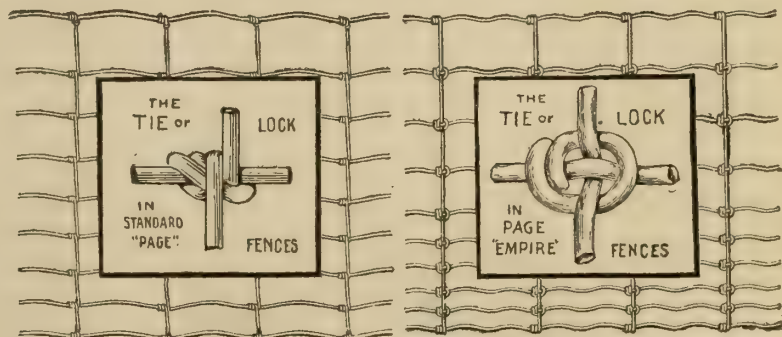
**THE WINNIPEG PAINT AND GLASS CO., LIMITED**  
 WINNIPEG, CANADA

## WINNIPEG CEILING and ROOFING CO.

Manufacturers of

**Corrugated Roofing and Siding, Metal  
 Ceilings, Cornices, Etc.**

**WINNIPEG, - MAN.**



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### The WHITE Brand

Two Styles—"Standard Page," and "Page Empire."

Double strength Wire; coiled for elasticity; Wire is not injured at joints; joints cannot slip; best galvanizing; all painted. 3,290,000 rods in use. Fences supplied in two weights—medium and extra heavy.

All Fences painted **WHITE—Our Brand**

**THE PAGE WIRE FENCE CO., Limited, WALKERVILLE, Ont.**

Branches—Montreal, Toronto, St. John.

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**"PAGE FENCES WEAR BEST"**



Ammunition, cartridges, Dominion R.F.	
50 and 5 p.c.	
Dominion, C.F., pistol.....	30 p.c.
"    military.....	20 p.c.
Ammunition, cartridges, American R.F. 33½ p.c.	
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

## Loaded shells:

Dominion Eley's and Kynoch's soft,	
12 gauge.	
black.....	16 50
chilled, 12 gauge.....	17 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	20 50
Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F., keg, Hamilton.....	4 75
F.F.G., Dupont's.....	5 00

## Iron and Steel—Prices are quoted as follows:

Bar iron (basis).....	2 60
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	9 50
Jessop.....	13 00

## Black Sheets—No change in price. We quote as before:

Black sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10

## Galvanized Iron—The market is steady at the recent advance. We quote:

Apollo, 16 gauge.....	3 90
18 and 20 gauge.....	4 10
22 and 24 gauge.....	4 45
26 gauge.....	4 40
28 gauge.....	4 65
30 gauge or 10½ oz.....	4 95
Queen's Head, 24 gauge.....	4 60
26 gauge.....	4 65
28 ".....	4 90

## Tin Plates—We now quote as follows:

Tinplate, 1C charcoal, 20 x 26, box.....	9 50
"    IX.....	11 50
"    XXI.....	13 50

## Terne Plates—Quoted at \$9.00.

## Canada Plates—We quote:

Canada plate, 18 x 21, 18 x 24.....	3 50
Canada plate, 20 x 28.....	3 75
Canadaplate, full polished.....	4 25

## Sheet Zinc—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

## Pig Lead—There has been another advance of 25 cents and pig lead is ed to \$5.00 per 100 lbs.

## Iron Pipe—Prices are still quoted as follows:

Black iron pipe, ¼ inch.....	2 5
"    ¾ ".....	2 85
Black iron pipe, ¾ inch.....	3 15
"    1 ".....	4 00
"    1 ¼ ".....	5 75
"    1 ½ ".....	7 85
"    2 ".....	9 40
"    2 ½ ".....	12 90

## Petroleum and Gasoline—Prices are quoted now as follows:

Silver Star, per gal.....	21c. ½
Sunlight.....	22½c.
Eocene.....	24¼c.
Pennoline.....	25¼c.
Crystal Spray.....	24½c.
Silver Light.....	22½c.
Gasoline, 70-72 (Engine).....	25c.
(In barrels f.o.b. Winnipeg.)	

## Paints, Oils and Turpentine—There is an average trade for the present season. Prices are steady. We quote:

White lead (pure).....	\$6 50
Bladder putty, in bbls.....	0 02 ½
"    in kegs.....	0 02 ¾
Turpentine, pure, in barrels.....	1 00
Less than barrel lots.....	1 09
Linseed oil, raw.....	0 59
Boiled.....	0 62

## Window Glass—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2.25
26 to 40 ".....	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4.00
26 to 40 ".....	4.25
41 to 50 ".....	4.75
51 to 60 ".....	5.25
61 to 70 ".....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches.....	7.35
41 to 50 ".....	8.40
51 to 60 ".....	9.45
61 to 70 ".....	10.50
71 to 80 ".....	11.55
81 to 90 ".....	12.60
86 to 95 ".....	14.75
16 to 95 ".....	17.30
6 to 100 ".....	

## New Brunswick Trade News

St. John, N.B., Jan. 1, 1906.

The Christmas rush is over. Hardwaremen in common with other merchants are settling down to a period of comparative quiet. But though the rush is over it is expected that the business to come will be steady and profitable. There can be no doubt now that the Christmas trade was excellent all around. For some dealers it was, of course, better than for others, but the fair-minded man who is satisfied with a reasonable, safe profit has no ground for complaint.

\* \* \*

The year 1905, all things considered, was one of good business for the hardware people. No failures of large concerns in the province were recorded and the smaller dealers were able, on the whole, to record a successful year. Plumbers did well, especially those who gave their attention to contract work in installing lighting and heating plants. Several of them when interviewed by a local newspaper declared that installing such plants has been a feature of their year's work. They also gave it as their opinion that the farmers of the country are demanding more and more the better class of sanitary equipment in their buildings. This, of course, is of advantage to the plumber. The unusually firm tone in the metal market has been the most striking characteristic of the hardware business during the latter part of the year. Apparently this firmness is still to be in evidence for a while to come.

\* \* \*

The outlook for a good trade in skates, etc., is excellent. The Christmas time naturally saw many purchases in this line of goods, but the demand still keeps fairly brisk. At the same time one cannot but feel on some occasions that a little more attention to the advertising of such goods might result in further profit for the dealers.

\* \* \*

The coming sitting of the Tariff Commission in St. John is not exciting a very great deal of attention among the hardwaremen. Naturally they are interested in the work of the Commission, but the interest is not exceptional. The hardware importers have decided to send

a deputation before the Commissioners. The members of the deputation are not expected to ask for changes in the tariff. They will, however, probably devote some attention to the dumping clause, the workings of which are not wholly appreciated.

\* \* \*

Mr. Fred T. Siddall, who recently disposed of his business in Sackville to Mr. W. H. Carter, will probably leave ere long for the northwest. He has been in business as a tinsmith, plumber and stove dealer for several years and was doing nicely.

## Nova Scotia Trade News.

Halifax, N.S., Jan. 3, 1906.

The following is a review of the hardware trade in Nova Scotia for 1905:

The number of those competing for the hardware trade from this centre has been reduced during the past year, the firms of Black Bros. & Co., W. B. Arthur & Co., and Douglas & Prowse having gone out of the field; but that there is still considerable competition for the business to be done will be seen from the fact that there are still eight houses in the business.

With these the year has been a good one, and the volume of trade has been larger. This is ascribed by some firms largely to the fact that the customers of the retiring firms were distributed among the remaining houses; but apart from this altogether, a number of the largest firms appear to be of the opinion that a great deal of new business has come their way.

The dullness in gold mining has affected that branch of supplies somewhat, but the coal mines have been busy. Prices have maintained a pretty steady trend upwards, without any such reactions as have been noted in other branches of trade. For example turpentine is ten cents higher than last year. Pig iron two pounds per ton higher. Pig lead has advanced heavily, being about four pounds per ton above last year's figures. Ingot tin however has had the most extraordinary advance, being about thirty pounds a ton higher. This is due to the scarcity of the metal, and the fact that there is no efficient substitute for it. American copper is now three and one-half cents a pound higher. Spelter is three pounds a ton higher; linseed oil three pounds ten. Cotton is up nearly five cents a pound. All cotton goods are higher. Duck will cost about two cents per yard more; lines 2 cents a pound more.

Collections have been fairly good all over the province. It is expected that high prices will curtail consumption to some extent this year, but it must be said that the trade here is usually far from quick to take advantage of rising markets, and the buyer in the Maritime Provinces probably gets the benefit of the markets more often than the seller. The lobstering and general fishing seasons have been pretty satisfactory; as although the catch was not heavy prices more than made up for this. The prosperity of the fishermen usually contributes to the prosperity of the hardware dealers. The general outlook for the year is one of optimism.



## FOUNDRY AND METAL INDUSTRIES

The International Coal & Coke Co. are to install 100 new coke ovens. The increase in the daily production will be from 800 to 1,000 tons of coke.

During the twenty-one months the Dominion Iron & Steel Co.'s blast furnace No. 4 has been in operation, 143,650 tons of pig iron, or an average of 7,000 tons per month, has been produced. On the production of this one furnace the Government has paid the bounty, amounting to \$223,000.

New coal fields at Beaver Lake, near Edmonton, are reported to be of a very high grade of bituminous coal.

According to the report of the Ontario Bureau of Mines, the total mineral output in Ontario during 1905 amounted to \$11,572,647. The report is in three parts, and can be obtained on application to the department.

There are now eighteen shipping mines producing zinc in British Columbia, the total production during 1905 amounting in value to \$273,000. The operation of the smelting plant at Frank will give the industry a boom during 1906.

A copper smelting plant is to be established at Wentworth Centre, N.S., at a cost of \$300,000, according to a telegraphic report. There are several copper properties in Nova Scotia, and the establishment of the smelter should result in an increased production.

Two diamond drills are to be used in developing the large coal areas near Nicola Lake. The Nicola Coal & Coke Co. own over 5 square miles of coal lands, and are directly on the proposed line of railway being built from Spence's Bridge to Nicola Lake.

The Britannia Copper Syndicate, owning large properties near Vancouver, B.C., is to be merged into a new \$5,000,000 company, which will also absorb several other copper mining properties and smelters on the British Columbia coast.

The Niagara Falls Foundry & Machine Co. has work enough ahead to keep it busy casting every day until April 1. The orders include the big pipe for the Ontario Power Co.'s elevator incline, between transforming station and power house.

One of the largest mining deals reported in Ontario for some time has just taken place by the transfer of a copper property some 80 miles west of Port Arthur. The mine is known as the Tip Top Copper Mine, and is owned by Col. Ray of Port Arthur and Folger Bros., of Kingston. It is understood that they have sold the dump alone for \$38,000, and that an option has been given on the mine to an American syndicate for \$150,000. The mine is close to Kashaboieue, on the Canadian Northern Railway. Outside of the Bruce Mines locality, on the north shore of Lake Huron, it is the best known copper property in the province. Interest in copper mining has revived a great deal recently on account of the sharp advance in the price of the metal.

## MACHINERY STEEL

IRON FINISH  
SINGLE OR DOUBLE REELED  
COLD ROLLED

Large assortment in stock.

Close Prices for Import.

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MONTREAL.

**Deseronto Iron Co.**  
LIMITED  
DESERONTO, ONT.

Manufacturers of

**CHARCOAL PIG IRON**  
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

**"MIDLAND"**  
BRAND.  
**Foundry Pig Iron.**

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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MONTREAL, QUE

or to  
**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

**OAKEY'S** The original and only Genuine  
Preparation for Cleaning Cutlery, 6d. and 1s. Canisters  
**'WELLINGTON'**  
**KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

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Agent:

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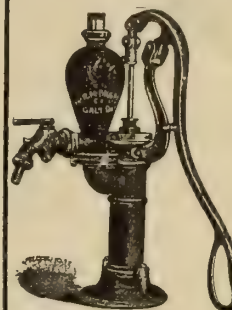
for setting, pointing and backing  
Limestone, Granite or Marble where  
freedom from discoloration is desired.  
Send for descriptive catalogue.

Drain Pipes, Sewer Bricks,  
Fire Bricks, Building Bricks,  
Portland Cement,  
Road Paving Bricks and Blocks

**F. HYDE & CO.**

KING, QUEEN and WELLINGTON STS.

Enterprising  
Hardwaremen  
handle our  
**ANTI-FREEZING  
PUMPS.**



They know that the  
sale of a good Pump  
brings about the sale  
of many other things  
from satisfied customers.

Do you handle our  
PUMPS?

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GALT, ONTARIO.

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Canadian Representative.

**E. G. PRIOR & CO., Victoria, B.C.,**  
**BAINES & PECKOVER, Toronto, Can.**  
Agents

**NOVA SCOTIA STEEL**  
**& COAL Co., Limited**  
NEW GLASGOW, N.S.

Manufacturers of

**Ferrona Pig Iron**

And **SIMMENS-MARTIN**

**OPEN HEARTH STEEL**



## INVESTIGATION INTO TACK "COMBINE."

The examination into the affairs of the Canada Tack Manufacturers' Association was resumed on Tuesday and Wednesday. Mr. Curry continued his perusal of the minutes of the association. Samuel Frame, one of Jenkins & Hardy's clerks, being in the witness box. As stated in our last issue the association was organized in 1892 in Montreal, the parties to the association agreement being the Montreal Rolling Mills Company, the Pillow-Hersey Manufacturing Company, the Peck-Benny Company and the Ontario Tack Company of Hamilton. Wm. McMaster was elected president of the association and T. H. Whitton vice-president, R. and T. Jenkins, of Toronto, being appointed secretary-treasurers. Subsequently under pressure James Pender & Co., the Portland Rolling Mills Company and W. D. Woodhall joined the association. Meetings of the association were to be held quarterly, alternately at Montreal and Toronto.

### Organization of the Association.

The *raison d'être* of the association was stated to be for the regulation of prices of tacks and various other articles of a similar nature, and schedules were drawn up and distributed amongst the members of the association. All members agreed to be bound by any resolution adopted at the meetings and "not to sell the goods comprised in the agreement at prices below or on better conditions than those fixed in the schedules." Monthly statements were to be furnished by each member giving names of those to whom they had sold and also the amount of these sales. Mr. Jenkins was to be at liberty to examine the books of any member at any time. The penalty for violation of the agreement in this particular was to be \$300. It was shown that jobbers who signed the agreement as to the retail selling price of the various goods were entitled to what was termed a "loyalty" discount and they were entitled to a further "quantity" discount on buying in larger quantities.

Mr. Curry sought to show that these firms were also in business for other articles and that they conducted their business in these lines on a similar basis. Shot, horseshoes, cord wire, bobbs, rivets, burrs, saws and wire nails were mentioned as articles which came within the scope of the operations of the association. Mr. Tilley counsel for defendants, strongly objected to these other associations being introduced into the case. Mr. Curry persisted that they were all run on the same general lines, but this Mr. Frame denied. Magistrate Denison held that the introduction of the screw and other associations into the case was in order.

Mr. Curry questioned the witness with reference to the various resolutions passed from time to time at the meetings of the association dealing with the regulation of prices and also with alleged violations of the rules of the association. For example, a letter was written to J. R. Foster & Son informing them that they must pay \$100 as deposit into the funds of the association or else the Maritime Provinces would be declared an open market. Questioned as to whether the above firm was still in business Mr. Frame said he did not know. It appeared that at one time the Pillow-Hersey Company's nut business had been bought by the Montreal Roll-

ing Mills Co., but Frame stated that they were still recognized in the books of the association as separate companies.

### Equalizing Freight Rates.

At a meeting held in the Windsor Hotel, Montreal, April 7, 1893, the question of equalization was discussed. Mr. Curry questioned Mr. Frame as to the meaning of equalization. Witness stated that outside purchasers from various points called F.O.B. points received a rebate on their account amounting to the difference in freight between the nearest F.O.B. point and the point from which they ordered. Montreal, Toronto, Hamilton and London were F.O.B. points, but outside purchasers ordering from London did not receive the equalization rebate as there was no factory there. Purchasers at F.O.B. points got goods F.O.B. at their own point irrespective of the point from which they ordered them.

Mr. Frame stated that he had been for about five years in charge of the papers and books of the association at Jenkins & Hardy's offices. Questioned as to the meaning of the word "legislation" as it occurred in the minutes, he stated that when a matter was described as needing legislation it meant that the "consent of the association" was required.

During 1893 an agreement was made not to increase the number of tack machines in operation. It would seem that this step would tend to restrict output and that in combination with the pooling arrangements of the company disclosed later, it was unnecessary if not impossible for individual members to fight for business beyond a certain amount.

### Breaches of Agreement.

Several instances were given in which breaches of the agreement in regard to the selling price of tacks had come before the association at their meetings. Resolutions were passed absolving the offending members from the penalty they had incurred by such action. In some cases it was considered advisable to allow members of the association to sell locally at a lower figure than that fixed by the association in order to meet competition in their district. Cases were instanced in which firms had apparently obtained special treatment at the hands of the association, but no reasons for such treatment were given in the minutes. The offer of Pender & Co., St. John, to sell several tack machines to the association for \$2,000 was declined and the firm mentioned were ordered to pay \$50 into the funds of the association and remain three months before their resignation was accepted. These machines were subsequently sold to H. Packard & Co.

There were originally fourteen firms on the lists of the association, four of whom were struck out, another being subsequently added. Magistrate Denison inquired the reason for their removal and Mr. Tilley said the correspondence would show.

In 1895 it was resolved to cancel the clause in the agreement giving 5 per cent. discount to purchasers of \$125 worth of tacks on the ground that firms who bought such a small quantity were not entitled to be classed as jobbers. This gave offence to the Portland Rolling Mills Co., of St. John, who ultimately sent in their resignation. The question was then reconsidered and the discount readjusted to the satisfaction of the Portland Rolling Mills, who then withdrew their resignation.

In connection with the fact that members had continually been excused for violation of the agreement, Mr. Curry stated that the reason was that several members of the association about that time had sent in their resignations.

Mr. Tilley objected to this statement, saying the resignations were not filed until some time after, but Mr. Curry insisted that they had been filed previously, giving as an example the case of the Montreal Rolling Mills asking permission to lower prices in a certain district to meet United States competition. Permission was refused by the association. The Montreal Rolling Mills accordingly filed their resignation, upon which the required permission was granted.

Mr. Tilley said that this particular case had nothing to do with the resignations mentioned before, but had been introduced by Mr. Curry for his own purposes at this juncture.

### Prices Increased in 1895.

In June, 1895, it was resolved to generally increase prices, but it was agreed that members could sell at the old price to the extent of \$600. In case they exceeded that amount, which they were allowed to do to the extent of \$200, they were to pay into the association 20 per cent. of the excess. Mr. Curry inquired as to the destination of the 20 per cent., but Mr. Frame said he did not know.

Mr. Curry raised the question of the system which was alleged to be in vogue in the association of pooling sales and profits, and examined Ledger "A" of the association, but was unable at this point to discover anything in reference to the pool. Mr. Curry asked where the pool accounts were kept, but Mr. Frame said he could not say that there was a pool at that time. Mr. Curry contended that the minutes showed that there was and Mr. Tilley said he did not remember any being mentioned. Mr. Curry promised to produce letters establishing his contention that there was a pool and stated that the expression used in them was, "Please take notice that you owe pool so much," etc.

### The Arranging of Prices.

A discussion took place between the magistrate and Mr. Tilley as to the extent to which business men were entitled to arrange prices. Mr. Tilley held that men were at liberty to agree together to sell at a fixed price and that the person violating such an agreement and selling at a lower price should be sub-

# WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**

Limited.

HAMILTON, ONT.



ject to a fine or prosecution on the part of other parties to the agreement. His Worship said that this was just the very thing at which he believed the statute was aimed, as any attempt to keep prices above what the goods could actually be sold at was a restriction of trade.

"For thirteen years," said Mr. Tilley, "the association has been in existence, but you have not yet come to anything very vicious." He submitted that the giving of a 5 per cent. discount to those people who exclusively bought from them was not a restriction of trade, only that the buyer is not at liberty to deal with anyone who is not a member of the association.

Mr. Curry: "If they don't buy from you they don't get the discount."

Mr. Tilley: "There are other manufacturers of tacks. Why don't they buy from them?"

Col. Denison: "What are the other tack concerns?"

Mr. Tilley: "Ask Mr. Frame."

Mr. Frame stated that there was a firm of the name of Wynn in Hamilton and also the Bazin Manufacturing Company of Quebec.

Mr. Curry stated that these two firms had been for some considerable time worried to join the association.

Mr. Tilley: "Vice-President Whitton says that they did not keep at them."

A record was produced which charged all the members with \$40 or 20 per cent. on the excess of \$200 over the \$600 mentioned earlier in the case.

#### Prices Lowered in 1896.

In January, 1896, it was resolved at a meeting of the association that all prices be lowered forthwith. The Portland Rolling Mills Co. stated that previous to the above meeting, their travelers had sold tacks subject to the lower rates which only came into force at that meeting. These prices were confirmed, but Mr. Curry stated that those firms to whom the goods had been sold at these prices previous to January, 1896, were not entitled to the usual extra rebate. Mr. Tilley objected to this statement and stated that Mr. Curry probably had his own reasons for making it. It was then shown that in some cases buyers had had their invoices discounted of the face and when they afterwards applied for the quantity discount were informed that they were not entitled to it.

In 1897 the resignation of Pender & Co. was filed and Mr. Curry accordingly suggested that they were apparently not out of the combine in 1895 as had been stated. He further said that he believed they were now members. Mr. Tilley stated that they were not.

#### Fines Given to Charity.

In April, 1898, it was resolved that should a member be reported to the secretary to have violated the agreement, the secretary was to investigate the charge and if not convinced that the charge was untrue was to call for an affidavit on the part of the member to be made before him or a notary that the charges were false and incorrect. If the member charged with violation could not give a satisfactory account of himself the agreement was to be considered violated and he was to be penalized to the extent of \$300 to be handed to some charitable institution.

The following are some articles which

were placed outside the operations of the association at this time and made open: Brass shoe nails, copper shoe nails, gimp nails, hob-nails with plain heads, shank nails with diamond heads.

At a meeting of the members in 1898 the question was discussed of doing business on a pool basis or by amalgamation of factories. In January, 1899, it was decided that the business of the association be conducted on a pool basis. The pool tax was fixed at 15 per cent., viz., that 15 per cent. of the total sales was to be paid into the pool by each member, and this was to be divided according to the proportion in which he manufactured. W. D. Woodhall complained about this time as to the division of the pool. Mr. Hardy replied that his company's percentage was  $4\frac{1}{2}$  per cent., but they were not making it. At the end of the year the proportion of each member was adjusted according to the ratio in which his sales stood to the total of the combined sales.

#### How Production was Arranged.

It appeared that the original proportions to which the members were entitled were never changed to any great extent. In January, 1898, the following were the percentages taken by the several parties to the agreement: Mont-

real Rolling Mills, 35.67; Pillow-Hersey Manufacturing Company, 25; Peck-Benny Company, 11.65; Portland Rolling Mills, 4.73; Ontario Tack Company, 16; W. D. Woodhall & Company, 6.95.

Shortly after this the Portland Rolling Mills severed their connection with the association and in 1901 the percentages were as follows: Montreal Rolling Mills, 35; Pillow-Hersey Manufacturing Company, 27; Peck-Benny Company, 13; Ontario Tack Company, 17; W. D. Woodhall & Company, 8.

It was stated the Montreal Rolling Mills usually got more than they earned. Woodhall only got exactly what he earned. From this Mr. Curry concluded that there could be no competition as between members of the association, and Mr. Tilley agreed that there was no competition in price.

Mr. Curry insisted that there could be no competition and Magistrate Denison also held that competition was impossible as if one got ahead of the others in the sales the others would get their share of it.

On Wednesday afternoon an adjournment was made until Friday afternoon.

The value of business to a dealer is—not the profit on the first sale but how many customers it holds for him.



## Paint That Sells

**SHERWIN-WILLIAMS PAINT, Prepared, sells** because of its covering capacity, its durability and its appearance; because these qualities are known everywhere; because we give our agents the benefit of our experience and our advertising aids in their business. When you handle **S. W. P., Prepared**, every line of goods you carry shares in your paint prosperity. It is the best paint that can be made—we could not better it. It is the business-bringing, business-keeping paint.

In the approaching spring paint campaign **Sherwin-Williams Paint, Prepared**, will lead all others. Are you ready to advance your profits and your business with a Sherwin-Williams Paint Agency? We have the proposition for you. Write our nearest office.



### THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg.  
Canadian Headquarters and Plant: 639 Centre Street, Montreal, Quebec.



## CATALOGUES, BOOKLETS, ETC.

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

## Hobbs Hardware Job Sheet.

The Hobbs Hardware Company, London, are calling the attention of the trade to their job sheet just issued, stating that some of the lines are much below manufacturers' present prices because of recent changes in market quotations. Their reason for cleaning out about \$75,000 worth of stock, consisting of odd ends of certain lines, and other lines they intend dropping, is that they are now working on a new catalogue and before issuing it desire to have their stock thoroughly overhauled.

## Wheelbarrows.

The Wilkinson Plow Company, Toronto, have issued an attractive catalogue illustrating their many lines of manufacture, including such hardware lines as wagons, manure spreaders, snow plows, hog troughs, stable fittings, and wheelbarrows. This latter line is of particular interest to the trade, and several pages are devoted to the various types of trucks and wheelbarrows made. Steel wheels and No. 1 lumber only are used in the garden, stable, and other barrows shown on page 70. Clay, cordwood, stone, green brick, sawmill and dock, contractor's, tempering and steel tray barrows are also shown. Send for a copy of the catalogue and mention Hardware and Metal.

## James Smart Co's Calendars.

Two calendars issued by the James Smart Mfg. Co., Brockville, manufacturers of the Kelsey warm air generator, etc., should be in demand amongst the trade. They are entitled "Reading the Future," and "Tom and Jerry." Mention Hardware and Metal if you send for a copy.

## A Pretty Scene.

One of the most beautiful pictures on any of the calendars seen by Hardware and Metal this season is a country road scene shown on a tasty calendar issued by A. Vance Cline, plumber and dealer in heating goods, Grimsby.

## A Holiday Circular.

The Borden Co., Warren, Ohio, whose Canadian representative is M. E. Murray, 16 Sheppard street, Toronto, sent out a striking holiday circular drawing attention to their new style "Solid Adjustable" die stock. For particulars regarding this machine write the above address and mention Hardware and Metal.

## Supply Exhausted.

In the announcement last week of the calendar supplied by the James Robertson Co., it was stated that copies had been sent out to customers. Although we did not announce that copies could be procured on request, there has been a steady stream of requests for the dramatic calendar. We are requested to announce that the supply is exhausted the demand being so great that a large number will have to be disappointed.

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence

or attack can be had than the Iver Johnson

Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

IVER JOHNSON  
REVOLVERS

need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.80 Write for our bright little booklet, "Shots" and complete catalogue, *free*.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.



## Samuel, Benjamin Co's Calendar.

M. & L. Samuel, Benjamin & Co., wholesale metal merchants, Toronto, have issued a very attractive calendar for 1906. Any reader of Hardware and Metal who has not received the calendar can obtain one by sending a postcard to the firm, mentioning this paper.

## Thermometer and Calendar.

A combined thermometer and calendar is a useful novelty being supplied to the trade by the London Rolling Mill Co. A paper calendar is attached to a tin sheet on which a substantial thermometer is mounted. On the tin, also, the company announces its various manufactures. Readers who send for one of these seasonable novelties will kindly mention this paper.

## Purvis Bros.' Calendar.

An attractive calendar has been issued by Purvis Bros., Sudbury, who do a jobbing as well as a retail business in shelf and heavy hardware. Any of their customers who have not received a copy should write for one, mentioning Hardware and Metal.

## A Desk Calendar.

Customers of the D. Moore Company, Hamilton, have received a novel little desk calendar of about 3½x5 inches. On its face is an illustration of the extensive plant of the company. Customers who have not received a copy should mention Hardware and Metal when sending for one.

## BUSINESS CHANGES.

## Ontario.

Hugh Shaw, blacksmith, Hamilton, deceased.

M. McIntyre, blacksmith, Alvinston, is advertising business for sale.

B. T. Carruthers, blacksmith, Wodehouse, advertising his business for sale.

John Bishop, of John Bishop & Co., hardware merchants, Brantford, deceased.

There was a meeting of the creditors of Thos. P. Hogan, hardware merchant, Westport, on the 28th ult.

## Quebec.

The premises of J. N. Blair, stove merchant, Montreal, are closed.

The assets of Galarneau & Ethier, plumbers, Montreal, have been sold.

## Western Canada.

Mooney & Rowson, agricultural implements, Cartwright, Man., have dissolved.

W. G. Wilson, agricultural implements, Starbuck, Man., has assigned to C. H. Newton.

Kylie Bros. & Curtis, hardware, etc., Craik, Alta., will be succeeded by Kylie, Curtis & Blanchard.

Hill & Forrest, agricultural implements, Manitou, Man., have been succeeded by M. E. Crane.

Coulson & Crawford, agricultural implements, Strathcona, Alta., have been succeeded by Crawford & Fawcett.

## Nova Scotia.

Angus McLeod, hardware merchant, Sydney, is compromising at 10 per cent.



# H. S. HOWLAND, SONS & CO. LIMITED

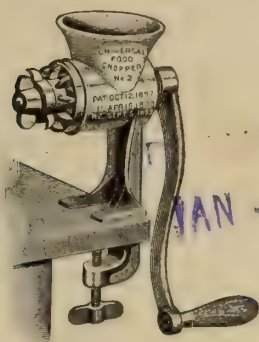
HARDWARE MERCHANTS

Only  
Wholesale

138-140 WEST FRONT STREET, TORONTO

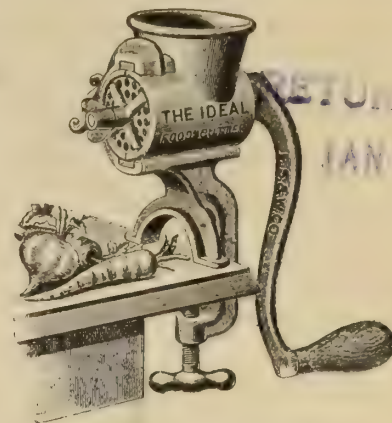
Wholesale  
Only

## FOOD CHOPPERS



"Universal" Meat Choppers

No.	CHOPS	WEIGHT	
0	1½ lbs. per minute	3 lbs.	Small Family.
1	2 " "	4 " "	" "
2	2½ " "	5 " "	Medium " "
3	3½ " "	8 " "	Large " "
31	4 " "	9 " "	Butcher's



"Ideal" Meat Choppers

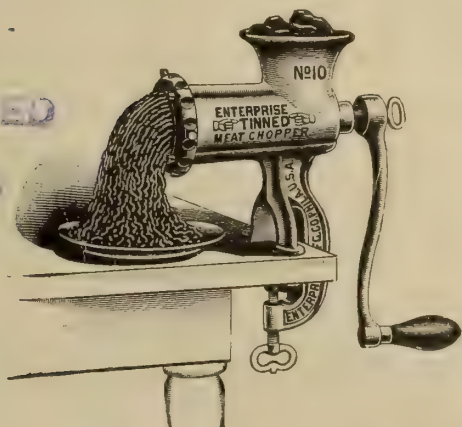
No.	CHOPS	
25	2 lbs. per minute	Small Family
30	3 " "	Large " "

Chop all kinds of raw or cooked meats, vegetables and fruit, fine or coarse, into clean uniform pieces without mashing them.



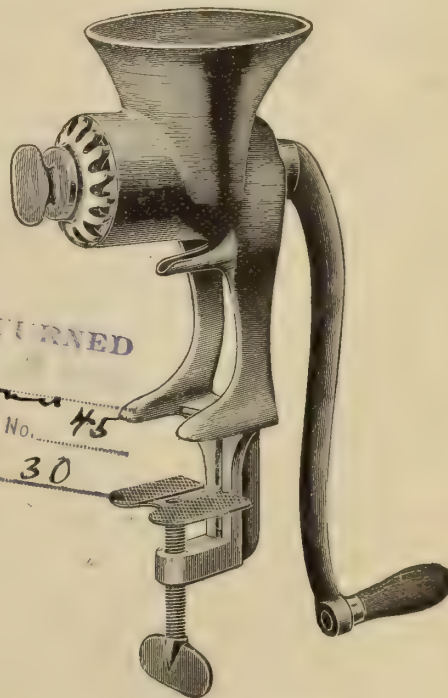
Straw Cutters

One, two and three cutters—adjustable wood frame.



German and Enterprise Meat Choppers

No.	CHOPS	WEIGHT	
5	1½ lbs. per minute	4½ lbs.	Small Family
10	3 " "	8 " "	Large " "
12	4 " "	7 " "	" "
22	4 " "	12 " "	Butcher's Size
34	4 " "	18 " "	" "



Griswold Meat Choppers

No.	CHOPS	WEIGHT	CUTTER	
0	1½ lbs. per minute	4 lbs.	4	Tinned
1	2 " "	4½ " "	4	" "
2	2½ " "	5 " "	4	" "
3	3 " "	9 " "	4	" "

Chops all kinds of meats, vegetables and fruit—4 cutters—coarse, fine and extra fine. With Patent Drop Spout.

FOR OTHER CUTTERS SEE OUR HARDWARE CATALOGUE

## H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST.

We Ship Promptly.

Factory: Dufferin Street, Toronto.

Our Prices Are Right



# PAINT, OIL AND BRUSH TRADES

## ADVANCES IN MIXED PAINT.

Speaking of conditions in the United States, the Paint, Oil and Drug Reporter says manufacturers of mixed paints have had a serious problem to solve in the increasing cost of their product during the past two or three years. They have finally been forced to the conclusion that one of two courses must be adopted—either their paint must be cheapened or the price must be advanced. This dilemma was apparent two years ago, but it was then hoped that the high prices of material and labor were only temporary and that a reaction would set in that would restore manufacturing costs to their former level. But that hope has not been realized. On the contrary, prices of all raw materials have been further advanced, until the problem of doing business at a profit has become acute, and leading paint manufacturers have reluctantly concluded that an advance in prices of mixed paints is the only way out of the difficulty. A dozen or more paint manufacturers have advanced their prices 5 to 10 cents per gallon. That advance does not cover the increased cost of manufacture, but it places a portion of the added burden on the shoulders of the consumer, where it eventually must fall in any case.

The position of the manufacturer in a time when prices are advancing is not pleasant. Take the single item of turpentine, for example. It is said that one leading varnish manufacturer of this country uses 1,200 barrels of turpentine monthly—upwards of 14,000 barrels a year. As compared with last year, turpentine is now selling at 10c per gallon higher, so that the increased cost to the manufacturer over last year, on the single item of turpentine alone, is \$6,000 a month, or \$72,000 a year. In the case of the paint manufacturer the showing is still worse, as the cost of turpentine is now fully 20 cents greater than it was when the present price of mixed paints was fixed, some five years ago. That means that a large manufacturer of mixed paints, using 3,000 to 5,000 barrels of turpentine annually, is now paying for that one item \$30,000 to \$50,000 annually in excess of its cost five years ago. On a consumption of 5,000 tons of lead annually he is paying \$50,000 to \$100,000 more than formerly. On 3,000 tons of zinc he pays \$30,000 more annually.

In short, on nearly every item of cost except linseed oil he is paying more now than one, two or five years ago, and linseed oil is at practically the same figure as last year. It is not a question of increased cost of any one material—nearly everything that enters into the cost of paint has advanced. Labor, pigments, cans, kits and packing boxes, insurance and expenses of all kinds, are higher now than ever before in the history of the trade, and the result is that, without any definite concerted action, the paint manufacturers

generally have slightly advanced their prices, on the principle that an article must be sold for more than it costs to produce if the manufacturer would remain in business; and that to maintain the quality of his product even at the risk of advancing its price is the only course open to a paint manufacturer who is jealous of his reputation.

## WHITE LEAD AND WHITE ZINC PROSPECTS.

The continued high prices of blue lead and spelter have caused prospective purchasers of products of these metals to view with some apprehension the idea of having to make contracts on the present basis. So far as white lead is concerned, there is reason to believe that values will not decline in the near future, and should linseed oil take an upward tendency it is by no means improbable that ground white lead will rise in price in unison. With regard to zinc paints, there is some difficulty in forecasting even with approximate accuracy. It must be borne in mind that commercially there are three sources of

zinc white. (1) Spelter, whence all the first rate continental brands of oxide of zinc are derived; (2) native zinc ore, the source of the American oxide which is now imported so largely into Britain; (3) that group of substances (including blende, galvanizers' waste, coal, sulphate of soda, sulphuric acid, etc.), required to produce sulphide zinc white, a material which is now manufactured in Britain in important quantities. It seems somewhat strange that economic conditions so varied as those represented by these three classes should have combined to raise them all in price. It is alleged (somewhat loosely, perhaps) that they all rise in unison with spelter, but as a matter of fact, except in connection with the continental oxide, spelter has really little to do with the case. Whence certain observers opine that zinc products have an inflated value at present, and that a reaction may set in any day.—English Painters' Review.

Do you use your windows to the best advantage? There is no better way of keeping goods constantly before the public than by neat and attractive window displays.

## We Wish You a Prosperous New Year

but let us remind you that in your Paint and Varnish Department you can at least insure prosperity by stocking the Imperial Lines for 1906. Our new Catalogue will be mailed in a few days. If you do not receive a copy, drop us a card.

## The Imperial Varnish & Color Company

Limited

TORONTO, Ontario, Canada



# Just What You Can Sell

You will find that the trade like the

## STRIPING COLORS

that we make because we grind them in specially prepared Hard-Drying Oil.

These **STRIPING COLORS** are manufactured to suit makers of agricultural implements, waggon, etc.

Put up in one pound tins, five and ten pound press cans and ten and twenty-five pound pails.

**OF COURSE, YOU WANT A SUPPLY.**

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

## Standard Lanterns for 1906

Banner Cold Blast Lantern (See New Design)

Leader Cold Blast Lantern, " "

Climax Safety Tubular Lantern, " "

SAMPLES OF ABOVE READY  
FEBRUARY 1ST.

For sale by all prominent jobbers of Hardware and  
Crockery.

The "Banner" and "Leader"  
Lanterns are both warranted Wind-  
proof, and as usual surpass all others  
for quality and construction.

MANUFACTURED BY

ONTARIO LANTERN AND LAMP CO., LIMITED  
HAMILTON, ONT.

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.  
Import and Export.

Old established house with highest connections in  
Great Britain and on the Continent of Europe.  
Cable Address, "Grautoff London," Liebers Code.

## McCaskill, Dougall & Co.

**Manufacturers**



RAILWAY, CARRIAGE AND BOAT VARNISHES.

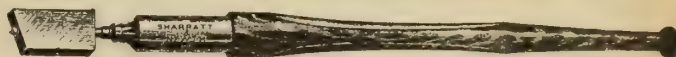
HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the  
principal Hardware  
Dealers and Glass  
Merchants.



Agents for Canada: A. Ramsay & Son Company, Montreal

# OILS

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION"  
BRAND**

OILS GUARANTEED GENUINE.

Canadian Agents—  
J. A. BERNARD,  
21 St. Peter Street., Quebec  
HOMER TAYLOR,  
Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**  
PENINSULAR HOUSE, MONUMENT ST., E.C.  
LONDON, ENGLAND.

## Buy the Best.



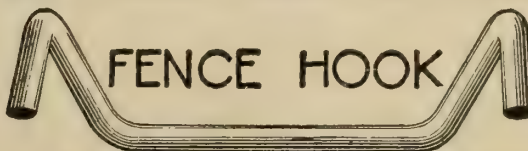
# HERCULES

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

**GALVANIZED FENCE HOOK** FOR FASTENING WOODEN PICKET ON WIRE  
FENCES



THE WESTERN WIRE & NAIL CO., Limited,

WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc.

LONDON, ONT.

## HAVE YOU A CLERK

that is showing special interest in the progress of your business? Don't you  
think it would be a good idea to present him with a copy of

## HARDWARE AND METAL

this year? It would make him still more valuable. Don't you think so? Extra  
subscriptions only cost \$1.50 a year.



# "Anchor AND English Liquid Paints"

Paint economy, like economy in other lines, depends upon getting good value for your money.

## Anchor and English Liquid Paints

we know to be the best value obtainable in paint.

They are perfect paints. There is nothing used in their manufacture but the purest pigments, linseed oil, turpentine, dryers, and the world's best white lead—**BRANDRAM'S B. B. GENUINE**



Manufactured by

**HENDERSON & POTTS, Limited**

HALIFAX and ST. JOHN

**HENDERSON & POTTS CO.,  
LIMITED**

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### QUEBEC.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Jan. 6, 1906

A seasonable quietness has characterized the week's proceedings as trade has not yet settled down after the holiday rush. Many of the travelers for local manufacturers have not yet gone out on their territory so that most of the orders now coming to hand are to complete lines which the annual stock-taking has shown to be short.

No further change has taken place in the price of red lead, and all other lines are still quoted at the figures given last week.

**Linseed Oil**—No material change in conditions has occurred, and we are still quoting the following prices: Raw, one to four barrels, 47c.; five to nine barrels, 46c.; boiled, one to four barrels, 50c.; five to nine barrels, 49c., f.o.b. Montreal, net 30 days.

**Turpentine**—The market has steadied down since the recent decline and we are still authorized to quote the following prices: Single barrel, 93c. per gallon. Two barrels or over, 92c. For smaller quantities than barrel, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment, net 30 days.

**Ground White Lead**—Our quotations are as follows: Best brand Government standards, \$5.75 to \$5.80; No. 1, \$5.40 to \$5.55; No. 2, \$5.05 to \$5.30; No. 3, \$4.80 to \$5.05; all f.o.b. Montreal.

**Dry White Lead**—Prices are: Barrels, \$5.40; 100 lb. packages, \$5.65; 6 to 10 lb. tins, \$6.65.

**Dry White Zinc**—No advances have yet been made, though these are likely to come after existing stocks run out. We quote the following prices: Pure dry in casks, 7 1-2c.; in 100 lb. kegs, 8c.; No. 1 zinc in casks, 6 1-2c.; in 100 lb. kegs, 7c.

**White Zinc (ground in oil)**—We quote: 25-lb. irons, 8c. to 10 1-2c.; No. 1, 6 3-4c.; No. 2, 5 3-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We give the following prices: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—Last week's advance has held good, but no further revision in prices has taken place. We quote as follows: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.00; in less quantities at the rate of \$5.75 per 100 lbs.; No. 1 red lead, casks, \$4.50; kegs, \$4.75; and smaller quantities, \$5.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c.

per lb.; bleached shellac (white), 60c. per lb.

**Paris Green** (for 1906)—We quote as follows: Barrels, 600 lbs., 15 1-4c. for Canadian Government standard, to 15 3-4c. for Berger's English; kegs, 250 lbs., 15 1-2c. to 16c.; drums, 25 lbs., 16 1-2c. to 17c.; drums, 50 and 100 lbs., 16c. to 16 1-2c.; 1 lb. packets, 17c. to 17 1-2c.; 1 lb. tins, 18c. to 18 1-2c.; 1-2 lb. packages, 19c. to 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—We quote from \$1.20 to \$1.40 per gallon, according to lots.

**Castor Oil**—We are still quoting: 7 1-2c. to 8 1-2c., according to lots.

**Refined Petroleum**—We still quote: American water white, 16 1-2c. and 17 1-2c.; Canadian prime white, 14 1-2c. and 15 1-2c.; 18 1-2c. and 19 1-2c. ex warehouse.

**Window Glass**—Some consignments of glass are still coming in, many of them being shipments delayed from last Fall. Prices are stationary, and are quoted as follows: First break, 50 feet, \$2.10; second break, \$2.20; first break, 100 feet, \$4.25; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00, and twelfth do., \$28.50.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, Jan. 6, 1906.

Big jumps in linseed oil and turpentine have been made this week, oil jumping up about 4 cents, and turpentine being quoted 2c. higher than last week. Conditions in the English markets are such as to make it likely that even higher prices will be experienced during the Winter, and Canadian crushers desire to move up prices much higher than those ruling now.

While the 1905 business was not the greatest experienced in the history of the trade, it was an exceedingly satisfactory year, and had linseed oil, glass, and other lines maintained equally high



prices throughout the year as they did in the big years three or four years ago, 1905 would have been a record-breaking year.

The open weather is still encouraging considerable buying, and trade is very brisk for this season.

**White Lead**—Ex Toronto, pure white, \$5.80; No. 1, \$5.37 1-2; No. 2, \$5.00; No. 3, \$4.25; No. 4, \$4.50 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, \$5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.00, ditto, in kegs of 100 lbs., \$5.25; No. 1, in casks of 500 lbs., \$4.75, ditto, in kegs of 100 lbs., \$5.00.

**White Zinc**—Genuine V. M., in casks, \$6.50; in 25 lbs., \$7.50; in 12 1-2 lbs., \$8.00; Lehigh, in casks, \$5.50; in 25 lbs., \$6.00; in 12 1-2 lbs., \$6.50.

**Shingle Stain**—In 5-gal'on lots, 57 to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Barrels, 600 lbs., 15 1-4c. for Canadian Government standard, to 15 3-4c. for Berger's English; kegs, 250 lbs., 15 12c. to 16c.; drums, 25 lbs., 16 1-2c. to 17c.; drums, 50 and 100 lbs., 16c. to 16 1-2c.; 1 lb. packets, 17c. to 17 1-2c.; 1 lb. tins, 18c. to 18 1-2c.; 1-2 lb. packages, 19c. to 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 56c.; boiled, 59c.; 5 to 9 barrels, raw, 55c.; boiled, 58c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, 97c. f.o.b., point of shipment, net thirty days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2 to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.65 to \$1.75; pure linseed oil, \$2.00 to \$2.10; bulk in barrels, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Plaster Paris**—New Brunswick, \$2.00 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2 to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

## AMERICAN WHITE LEAD PROCESS.

A practical system of lead manufacture, which appears to be as yet undescribed in technical literature, is practised in America. As is well known, the usual German method is to hang strips of lead over horizontal wooden rods in chambers into which a mixture of air, carbon dioxide and acetic acid vapour is blown. The lead is then slowly converted into white lead, which falls on the floor of the chamber as it forms and is collected for sale. The American process is said to be much more rapid. The lead is fused in cast-iron pans, and flows from them through pipes into a brick chamber, where it is very finely divided by a steam blast which meets the issuing steam of molten lead at an angle of 45 deg. The result is that the cooled lead is deposited in the chamber in the form of solid grains like sand. These are sifted, and the coarser ones are returned to the melting pots. The portion passing the sieve is put in lots of from 1½ to 2 tons in rotating wooden drums, together with dilute acetic acid. About 1 cwt. of acetic acid of 80 per cent. strength is diluted with its own weight of water, and of the whole one-third is put into the drum on the first day, another on the third, and the remainder on the fifth day. After a week's continual rotation, during which air, carbonic acid, steam, and occasionally water if the steam is too dry, are being continually blown through the trunnions on which the drums rotate, the process is complete. Care must be taken to regulate the amount of moisture present. If there is too much, extra expense is incurred in drying, and if there is too little the conversion into white lead will take more than a week. Samples taken at intervals from the contents of the drums should, after the first two or three days, be of a moderately thin pasty nature. The escaping gases go to the chimney shaft, and any unconverted lead forms into a lump, which after the white lead paste has been removed at the end of the week is sent back to the melting pots. The carbonic acid is supplied to the drum in the form of furnace combustion gases, previously filtered to free them from dust. The paste is ground up in a mill, and the white lead is separated into various degrees of fineness by levigation. It is then either dried or ground up with oil ready for the market.—English Decorators' Review.

## WORLD'S PETROLEUM PRODUCTION.

The United States supplied more than one half of the petroleum produced in the world in 1904. A statement of the world's production of petroleum, prepared by the British Board of Trade puts the petroleum production of the world in 1904 at 9,303,000,000 gallons, of which 4,916,000,000 gallons were produced in the United States and 3,650,000,000 gallons in Russia.

The output from Canada was 20,000,000 gallons. The total production in 1903 was 8,504,000,000 gallons. The United States and Russia produce practically nine tenths of the petroleum of the world.



## "Spray! Brothers, Spray!"

Tune—"ROW! BROTHERS, ROW!"

(Apologies to Moore)

"Quickly, when comes the growing time,

"The potato plants flourish and potato bugs climb.

"Soon as the blossoms have fallen down,

"The codling moth gets moving around,

"Spray! brothers, Spray! the bugs grow fast,

"And the fungi strikes like a baneful blast,

"Spray! brothers, Spray! the harvest comes on

"When sound fruit and potatoes reward work well done."

The . . .

# Canada Paint Company's

PARIS GREEN **Kills** POTATO BUGS

MADE ONLY BY THE

## Canada Paint Company

MONTREAL and TORONTO



## STOVES AND TINWARE

### STOVE TRADE DURING 1905.

Below are given a number of letters from stove manufacturers reviewing the past year's business and touching upon the possibility of higher prices during the coming year. As stated a week ago, the 1905 Fall trade was not as good as expected, owing to the open weather during November and December, and the heavy importation of American stoves into the Western Canada markets. The different letters show that our last week's summary was about correct.

An important factor in the situation is the enormous increase in production in 1905. In 1903 and 1904, so strong was the demand that practically no stocks were left in the hands of manufacturers. It was hard to supply the call for goods in the Spring and the customary closing down for repairs, stock-taking and over-hauling in mid-winter had to be decreased from six or eight weeks to about two. This condition led most stove producers to increase and in some cases double the capacity of their foundries in 1905. It is not surprising that there is an over-plus of stock this year in the face of adverse trade conditions. On the other hand, it is eminently satisfactory that nearly every manufacturer reports increased sales in 1905. Had weather conditions been satisfactory the past year's business would have far outstripped any previous season's total sales. The demand for stoves and ranges in the Spring is likely to be very large and the stock carried over will serve a useful purpose in giving the trade a good start in the coming season's trade.

The higher prices now being asked by American manufacturers, and the fact that there is every likelihood of an additional duty being imposed upon American goods, will mean that the western market will be a better one for eastern manufacturers this year than last. The present duty has not prevented the dumping of American stoves into Canada and the entire stove trade will endorse the Dominion Government's suggested action in remedying this evil.

There does not appear to be a unanimity of opinion regarding higher prices in 1906, various factors being in operation to make difficult the advance in prices the exceptionally strong conditions existing in the metal markets would seem to warrant. Two of the letters are unsigned, the writers requesting that their signatures be omitted. The letters follow:

"Editor Hardware and Metal.

"Dear Sir,—Business for 1905 in some sections of the country was better than in 1904, and in other sections not quite as good, the result being about on a

par. Open weather during the Fall, in our opinion, affected the demand for heating stoves quite seriously.

"We are not acquainted with the stocks of other manufacturers, but our stock carried over is about normal.

"American competition in Western Canada has been very acute, nearly half a million dollars worth of stoves having been imported.

"We look for a satisfactory year in 1906, owing to continued immigration, and the fact that the United States manufacturers, being very busy, will not be so inclined to compete so cheaply for this market.

"In view of this competition, we feel that notwithstanding the advance in cost of raw material, it would be impracticable to advance prices, but in consequence of this advance, prices must at least remain firm.

"We remain, yours truly,

"THE McCLARY MFG. CO."

London, Dec. 26, 1905.

\* \* \*

"Editor Hardware and Metal.

"Dear Sir,—The business of 1905 has been somewhat smaller than that of 1904. The open Fall affected the stove trade to some extent, but we do not think that many retail dealers are left with large stocks, as our customers were very cautious about ordering. We are carrying over a somewhat larger stock of goods than usual.

"American competition has seriously effected business in Western Canada, and this indeed is the principal cause of the decrease in the volume of business this year. The American stove dealers send their travelers all through that region to call on the retail trade. They offer great inducements in way of price and terms, and in many cases have offered goods at prices lower than we could manufacture them. The dumping clause does not appear to have any good effect, and the only adequate remedy for this state of affairs is to increase the duty considerably, and perhaps add a specific duty.

"The outlook for next year we believe is very good, as our customers are not over-stocked, and if the Government will take any action in way of increasing the duty, we look for a very large business in the west.

"We think the present high price of metal indicates somewhat higher prices for stoves next year, unless severe American competition prevents.

"Yours truly;

"BURROW, STEWART & MILNE CO., Limited."

Hamilton, Dec. 29, 1905.

"Editor Hardware and Metal.

"Dear Sir,—Business for 1905 has been larger than previous years. Stove trade has been affected to some extent by the open weather this Fall, and in some lines there is a larger quantity of goods carried over than usual.

"Trade in Western Canada has certainly been affected by American competition. The remedy was suggested to the Tariff Commission by the representatives of the stove interests.

"We are, however, unable to predict the probable course of prices next Spring. Other factors may prevent the higher prices of raw material having the effect that would be expected.

"Wishing Hardware and Metal a prosperous New Year,

"Yours truly,

"THE JAMES SMART MFG. CO., Brockville, Limited."

Brockville, Dec. 30, 1905.

\* \* \*

"Editor Hardware and Metal.

"Dear Sir,—We are not in a position to give you the information you require for the reason that we have only been in business a little over one year. We first started to ship goods in September, 1904. September, October and November, 1905, has shown an increase of 200 per cent., but, as stated, this is only our second year. Our outlook for 1906 is especially good and we anticipate that prices will be about the same.

"With regard to American competition, would say that the same is being felt in Western Canada, especially in cheaper lines. Stove foundries in Wisconsin, on account of their near location to Western Canada, and aided by the fact that American freight rates are very much lower than Canadian rates, can effect our trade materially. We believe that an increase in duty of, say, one cent per pound would not only prevent our country being flooded with cheap stoves, but at the same time preserve the western market for Canadian manufacturers. The fact that there are some 40 firms making stoves in Canada, would keep prices on a fair basis.

"We are, yours very truly,

"WALKER STEEL RANGE CO., Limited."

Grimsby, Dec. 28, 1905.

\* \* \*

"Editor Hardware and Metal.

"Dear Sir,—There has been a larger volume of business in 1905 than in previous years, but the supply of goods, and the capacity to produce stoves, has also been more in keeping with the demand.

"The open Fall seems to have affected trade to a certain extent. We find that as a general thing the retailers have more stock on hand than they had in December, 1904. Manufacturers also seem to have larger stocks than they did a year ago.

"In Western Canada, we have felt the influence of American competition, and we believe that if a market is to be kept for eastern manufacturers, some additional duty will have to be imposed, or



## Ventilation is Important

as a feature of modern buildings.

There are many buildings and residences, whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect, or has been altogether neglected.

### THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, The Aeolian Ventilator is very ornamental in appearance, while also possessing exceptional lasting qualities.

*We like to talk about the "Aeolian"  
Will you write us for particulars?*

Read this testimonial:

OSHAWA, June 4th, 1903

Messrs. THE J. W. HARRIS CO., LIMITED, Montreal.

Dear Sirs,—Replying to your favor of May 30th would say that the "ZEPHYR" Ventilator is giving good satisfaction.

Yours respectfully,

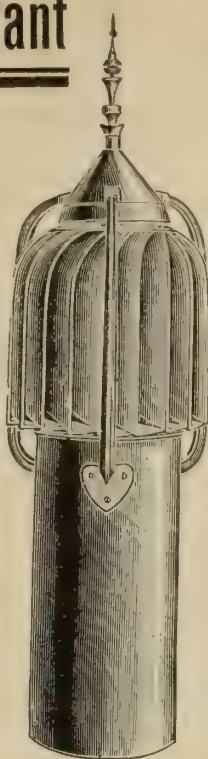
J. E. HAWKINS.

The Price is Inconsiderable in Comparison with the Results.

Manufactured by

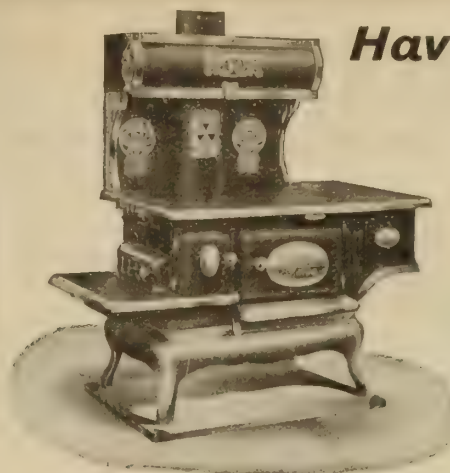
**THE J. W. HARRIS COMPANY, LIMITED**

SUCCESSORS TO LESSARD & HARRIS, CONTRACTORS  
Montreal



THE AEOLIAN VENTILATOR

(Can be supplied in copper, if so desired.)



**Have You**

### THE EMPIRE QUEEN RANGE

for sale in your store? Do you intend to write for Booklet describing same? It is important that you should make a decision—most im-

portant that it be the right decision. The stove that sells, the stove that pleases, is the kind you want to handle. The Empire Queen Range is just that kind of stove.

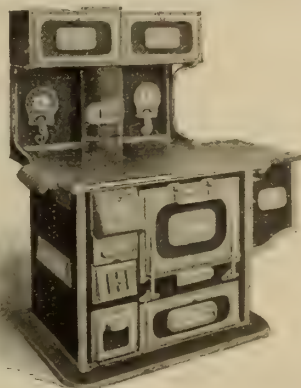
If you desire profit for yourself and satisfaction for your customers, sell The Empire Queen Range.

Our Booklet costs you nothing. But it contains something of value to you. Would you like a copy?

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.



*Tell your Customers that CHRISTMAS TURKEY  
roasted in the oven of*

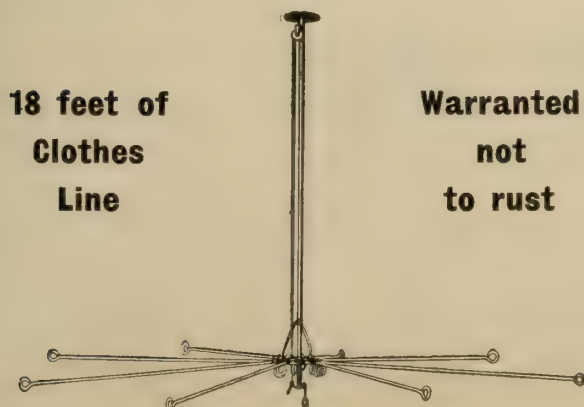
### THE JOY MALLEABLE AND STEEL RANGE

was a palatable dish. Why! Because the oven, being air-tight, has the same effect as a **DOUBLE ROASTING PAN**. Keeps the delicious flavors in the fowl, and keeps the gases, ashes, soot and smoke from entering the oven and contaminating it. A result only obtainable in a malleable and steel construction.

We have the Ranges. You need them. A postal will bring descriptive matter.

**THE JOY MANUFACTURING CO.**

32 William Ave., - - TORONTO



18 feet of  
Clothes  
Line

Warranted  
not  
to rust

## B. & W. Elevating Clothes Dryer

Patented Sept. 12th, 1905

This Illustration, No. 2, shows the B. & W. Clothes Line lowered and spread ready to receive the clothes.

When Clothes are all hung, the line is raised to within a few inches of the ceiling by means of a small rope pulley—a child can operate it.

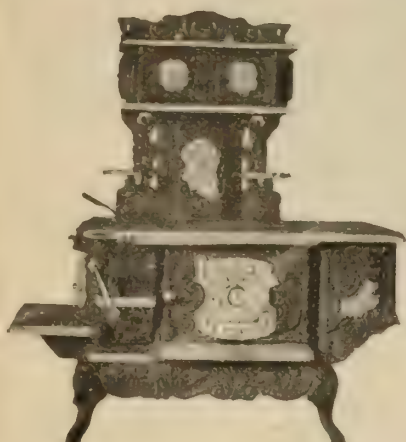
FOR SALE BY

**E. T. WRIGHT & CO.,**

**- - - Hamilton, Canada**



# A WORD TO THE WISE



Our guarantee bond goes with each range.

It Pays the hardware dealer to feature the Oxford lines. We have educated the people up to an appreciation of the **Quality, Beauty and Solidity** of every range we market.

**Merit** and **Systematic** Advertising have created an immense demand for the Oxford lines. These factors should mean dollars for you.

If popularity counts for anything you should have the

## Imperial Oxford Range

on your floor. There are over 40,000 of these ranges in use in Canada to-day.

The beauty of the Imperial Oxford attracts the prospective range-buyer at once and tells its own story about being easily kept clean.

The diffusive oven flue, exclusive to the Imperial Oxford, is the most practical and economical improvement in oven construction ever made.

There are other strong talking points which we need only enumerate to you, as a practical man, without comment.

The Draw-out Oven Rack, the Duplex Grate, the Thermometer and the Accurately-proportioned, Iron-stone-lined Fire-box. Show and explain what these things mean in baking and roasting, how easily repairs can be made, and you have the profits of an Imperial Oxford in your pocket.

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges, Hot Water and Steam Boilers and Radiators, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

Write for Catalogue 61

## The Gurney Foundry Company, Limited

TORONTO

WINNIPEG

VANCOUVER

82

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.

GRIMSBY, ONT., Jan. 1, 1906.

To the Trade:

In extending to you our very best wishes for a Happy and Prosperous New Year, we trust the past year has yielded both pleasure and profit and that the experience gained will enable you better than ever to push onward to the goal of success.

For our customers of 1905 we have the most kindly feeling. We appreciate their favors and kindnesses and most sincerely hope to have a continuation of same.

On the other hand, added facilities and new lines will enable us to serve you better than ever and to care for those new customers which we earnestly hope to secure.

For 1906 we call your attention to

## Walker Stoves and Ranges

"SUCCESSFUL EVERYWHERE"

and wish to say that all our experience, energy and time will be devoted to making good this motto.

Sincerely yours,

## The Walker Steel Range Company, Limited

Grimsby, Ont.





"VICTORIA" IMPROVED  
COAL GRATE

24½x30½. Dump Grate. Double Damper.

## Mantel Coal Grates

We are making a special run on this coal grate.

Finished in Oxidized Copper,  
Brass, or Dull Black.

WRITE FOR QUOTATIONS TO-DAY

**Whittaker Stove Works**

WINDSOR, ONT.

## A BRIGHT STORE

PLEASES YOUR CUSTOMERS  
ATTRACTS BUSINESS  
SAVES TIME

A modern Acetylene plant will light your store perfectly and economically. Ask us about it.

**THE CONTINENTAL HEAT & LIGHT CO.**

MONTREAL



## Sterne's Asbestos Stove and Furnace Cement

is a gray or lasting color and will not show objectionable streaks on stove or furnace after being mounted.

It is the strongest and most durable cement on the market for setting up and repairing broken joints in Furnaces, Ranges, Heaters, Stoves, etc.

Every bit GUARANTEED.

**G. F. STERNE & SON,** MANUFACTURERS,  
BRANTFORD, ONT.

## A NEW DEPARTURE The Perfection Safety Furnace Pipe Co.

MANERS. OF ALL KINDS OF

**Hot Air Pipe, round or square,  
Elbows, Angles, Register Boxes, etc.,  
Galvanized Cold Air and Smoke Pipes.**

Galvanized casings made for any make of Furnace. Our pipe is made to save you time, labor and material. SEVEN TO TEN feet of pipe saved in every hundred fittings made to fit. Made by specially adapted machinery, and under the supervision of practical furnace men of long experience.

We also lay out furnace jobs for our customers free of charge.

Freight paid on all orders of 500 feet or over. See terms, etc., in our catalogue sheet, which will be sent upon application.

PROMPT SHIPMENTS—GOODS PROPERLY CRATED.

**No. 3 Brookfield Street, - - TORONTO, ONT.**

## The New National Oak Heater

For Hard or Soft Coal, Lignite, Coke or Wood

Smoke consuming. Double Heater from floor. Duplex Grates. Double Mica Door. Straight, Deep Firepot. Deep Reflector Ring. Hot Blast Ring is entirely outside—does not obstruct interior. Smoke Pipe Collar is in rear of double-heating collar. No Elbows or Offsets required to connect with double-heating flue.



Made only by

**THE MOFFAT STOVE CO., LIMITED**

WINNIPEG

WESTON, ONT.

CALGARY

No other manufacturer in the world has a stove just like this. In brief, it's the biggest, tallest and best stove of its kind ever offered. Places you absolutely beyond competition. Seize the opportunity and write for the agency to-day.



# Canada Horse Nail Company.

## HARDWARE TRADE PRICE LIST.

THE **C** BRAND

### HORSE SHOE NAILS

Hot Forged from Swedish Charcoal Steel.

#### Revised List adopted January 1st, 1906.

Size No.	4	5	6	7	8	9	10	11	12	14
Length	1 $\frac{1}{4}$	2	2 $\frac{1}{8}$	2 $\frac{1}{4}$	2 $\frac{3}{8}$	2 $\frac{1}{2}$	2 $\frac{5}{8}$	2 $\frac{3}{4}$	2 $\frac{7}{8}$	3 $\frac{1}{8}$ in.
Per lb.	40	32	28	26	24	22	20	20	20	20 cts.
Per Box	\$10.00	8.00	7.00	6.50	6.00	5.50	5.00	5.00	5.00	5.00

In boxes of 25 lbs. each; either loose, or in 5 lb. cardboard packages.

In one pound cardboard packages, an extra charge of  $\frac{1}{2}$  c. per lb. net.

Oval and Countersunk patterns; Sizes No. 4 to No. 14.

Short Oval and Short Countersunk patterns: Sizes No. 1 to No. 8.

### TURF NAILS.

For Racing Plates, and Light Trotting Shoes.

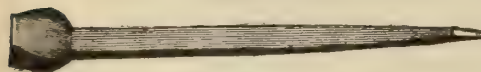
EXTRA SELECTED.

Size No.	1	2	3	{ Short Oval and Short Countersunk Patterns. In one pound cardboard Packages only.
Length	1 $\frac{1}{2}$	1 $\frac{5}{8}$	1 $\frac{3}{4}$ in.	
Per lb.	\$2.00	1.25	.75 cts.	

#### PATTERNS AND SIZES.

Oval Head.

Short Oval.



Nos. 4 to 14.

Nos. 1 to 8.

Countersunk Head.

Short Countersunk.



Nos. 5 to 12.

Nos. 1 to 8.

#### TERMS AND CONDITIONS:

DELIVERY: Free on board cars or boat at Montreal.

Freight equalized from Factory points of St. John, N.B., and Toronto, Ont.

TERMS OF SALE: Cash 30 days, less 2% discount; all accounts to be settled for by acceptance or remittance within 30 days from 1st of month following sale.

TRADE DISCOUNT: 40 and 10 and 7 $\frac{1}{2}$ % from List prices.

Canada Horse Nail Company.

MONTREAL, January 1st, 1906.

Cancelling all previous List prices and quotations.

raw materials will have to be admitted free.

"We believe that a specific duty, in addition to the present ad valorem duty, would be the most satisfactory way of securing this result.

"Prospects for next year are bright, and there is every indication that it will be an excellent stove year. On December 20, the stove manufacturers in the Western States, with headquarters at Chicago, advanced their prices 5 per cent. As the same conditions which influenced the increase there, prevail in this country, there is every possibility of an increase in the price of stoves for 1906.

Dec. 26, 1905. "Yours truly,"  
(Signed.)

"Editor Hardware and Metal.

"Dear Sir,—Our business is about the same this year as last, and considerably more than previous to 1904. The open Fall has affected trade considerably. We do not think many of our customers are carrying over stoves, although we believe there are a good many stoves being carried over by the dealers generally. We are carrying the usual amount of goods over stock-taking.

"American competition has decidedly affected our trade in Western Canada, and every effort should be taken in the interests of the trade, the Canadian manufacturer, and Canadian labor, to prevent as far as possible United States goods being dumped into this country next year, and in future, as they were in 1904 and 1905.

"We are quite sanguine as regards next year's business and we look for a good year. In regard to the higher price of metals, it remains to be seen to what extent same will affect stove prices for next season.

Dec. 26, 1905. "Yours truly,"  
(Signed.)

#### ADVERTISE STOVES NOW.

Too many stove men are prone to "lay down" at this season. They figure that the heaters are all sold for this Winter, and the cooks and ranges will not begin to move until Spring. This is a mistake, says the Hardware Trade. The heaters are never all sold until the frost is out of the ground. You cannot expect to do a November business in January, but there will be stoves sold this month by every enterprising stove dealer. There are always people moving—going and coming. They will want a stove when they arrive in your town. Then there are many households established along about the first of the year. Each of these will want one stove and possibly two or three. Then stoves will give out. When the weather becomes very cold and it is evident that the old heater is not sufficient any more, that means business for the stove man. And so it goes. Every month in the year produces stove trade, and January is not the least of them. Make it the best of the "off" months. As to cooks and ranges, there is no season for them, and the circumstances may be such that you can sell more cook stoves in January than you did in November. It is entirely possible. Try it and see.



## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### SITUATIONS WANTED.

**ENGLISHMAN**, exceptional Canadian and British experience; capable reliable worker; hardware office or store; used to managing working business. Palmer, 122 McGill, Toronto, Ontario. [52-2]

**BY** young man, bookkeeper, experienced in figuring steam, hot water and warm air. Apply Box 234, HARDWARE AND METAL. [1]

### SUPERINTENDENT WANTED.

**FIRST-CLASS** man to take full management of Furnace and Stove plant; would prefer if he would take a financial interest in the business, which will bear the closest of investigation. Address Room "C" Confederation Life Building, Toronto. [52-2]

### BUSINESS CHANCES.

**A FLOURISHING** hardware business in the growing village of Caron, surrounded by an excellent country. This is an exceptional opportunity to a man with \$2,000 cash. - Box 12, Caron, Sask. [1]

### FOR SALE.

**TIN** and Stove Business for sale in the best market town in Ontario; 45 miles from Hamilton; the leading tin business in Dunnville; also a large stove and furnace trade; a good chance for a quick taker; ill-health cause for selling. C. J. Werner, Dunnville. [1]

**HARDWARE** business in good town, surrounded by best farming country in Canada. Stock \$5,000; turn-over \$25,000 per annum. Good profits. Reason for selling, dissolution of partnership. Address Box 139, HARDWARE AND METAL. [4]

### SITUATIONS VACANT.

**WANTED** tinsmith, good all-around man. Yearly job. Must be temperate. Single man preferred. State wages and experience. Porteous Bros., Carlyle, Sask. [4]

**WANTED**—The Canada Horse Nail Company, Montreal, invite applications for a position in their office. The duties required are those pertaining to general office work, and ability to take charge of wages and pay roll, shipping, customers' ledger, etc.; must be a good penman and accurate in accounts; satisfactory references required as to character. [1]

### STOVE MANUFACTURERS

**If** you intend opening up a branch in Canada for the manufacture of stoves, it will be to your interest to communicate with A. B., Room C, Confederation Life Building Toronto. [52-2]

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**WANTED**—To buy a small established hardware business, Ontario preferred. Write Box 80, HARDWARE AND METAL. [52]

**WANTED**—Two first-class tinner for furnace work; \$3 25 per day, eight hours; steady employment. Apply The Wm. Ralph Co., Vancouver, B.C. [51]

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The patents, or rights to manufacture a draft excluder are for sale for Canada and the United States. The Draft Excluder is an English invention and is regarded as the most effective appliance that has yet been produced. It can be fastened on any door in a few minutes. It is so constructed that when the door closes, wind, water and even air are prevented from passing between the foot of the door and the floor. It is strong and durable, but at the same time light and neat and does not in any way disfigure the door to which it may be attached.

The chief feature of its superiority over others is that when the door is closed the Excluder presses very firmly against the floor, yet the moment the door is opened even the smallest degree the pressure is released, so that the door may swing backwards and forwards as freely as if there were no appliance upon it.

It goes on upon the inside of the door.

### COST OF PRODUCTION

The Excluder is constructed of mild sheet metal and rubber, and it costs in England about three shillings and three pence to produce each Excluder. The rubber may be replaced by wood and in that case the cost of production would be reduced to about two shillings and six pence. These calculations are based on cost of steel and rubber in England.

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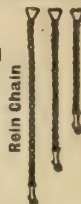


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**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The London Tool Co. will remove their plant to Hamilton in February.

The Canadian Pacific Railway propose to construct a line of railway from Woodstock to Niagara Falls, through Hamilton.

The name of the Cobban Mfg. Co., Toronto, has been changed to the Phillips Mfg. Co. The personnel of the company remains unchanged.

Willis Chipman, Toronto, has prepared plans for the development of water power near Prince Albert, Sask., to supply that town with water.

It is said that the Lake of the Woods Milling Co. propose duplicating their large mills at Keenwaning. Engineers are now at work on the surveying of a site.

William Russell, representing the Independent Harvesters Company, of Chicago, has written Mayor Ferguson of Stratford in regard to locating a branch there.

J. B. Little, of the Edmonton Pressed Brick Co., has purchased machinery for the doubling of the capacity of the company's plant. Their output has been at the rate of 30,000 brick per day.

The Edmonton Lumber Co., capitalized at \$60,000, has been organized, and a logging camp has been established eighty miles above Edmonton, on the Saskatchewan River, where a large mill will be erected. A. H. Clark, Edmonton, is promoter of the enterprise.

It is understood that the Truro Knitting Mills Co., Truro, N.S., will greatly enlarge their already extensive plant by bringing in new capital and making the largest woolen manufacturing plant on the continent. A short time ago 27 acres of land were purchased in Truro, and it is likely the new plant will be erected there.

The Bullwell Coal & Iron Co. has been organized at Lethbridge. The capitalization is \$1,500,000. The directors are Lieutenant-Governor Bulvea, Edmonton; Dr. C. W. Clark, Winnipeg; G. S. Stephens, Winnipeg; C. Padlev, Lethbridge, and Thomas Underwood, Calgary. The company owns 5,000 acres of coal land near Lethbridge.

During the approaching session of the Dominion Parliament, application will be made by the Victoria and Nanaimo boards of trade and other commercial bodies, for an appropriation sufficient to cover the cost of surveys and an authoritative report as to the expenditure approximately involved should it be decided to give Vancouver Island connection with the Canadian mainland by means of a railway bridge.

The rail mill of the Dominion Iron & Steel Co. broke another record last week, when 700 tons of steel rails were put through the process, placed in stock, and made ready for the market. The company was under contract to furnish the Grand Trunk Railway, be-

fore the end of the year, with 25,000 tons of rails, and up to the middle of December about 20,000 tons had been delivered. The Grand Trunk people were so well pleased with the article received that a duplicate order has been placed for delivery in May, June, July and August of the current year.

The citizens of Sandwich and Windsor are certain that the United States Steel Co. will complete the purchase of the property it has under option at Sandwich, and build the \$10,000,000 steel plant talked of some months ago. All of the options have been renewed, and representatives of the United States Steel Company have taken soundings all along the Detroit River shore in front of the property under option. This is taken to mean that the location of the docks is being decided upon, and that the new plant will probably begin as soon as Spring opens.

Mr. P. B. McNamara, Canadian commercial agent at Manchester, tells Canadian manufacturers that they should study the requirements of the whole-sale markets in England. Too often they assume that goods intended for Canadians will suit the English buyer. The trade in England requires the cheapest kind of goods in order to compete successfully with the Continental and United States manufacturers in the same lines. As a case in point he cites building hardware, on which the Canadian traveler could only offer a discount of 7½ per cent., whereas the United States traveler could offer 20 per cent., because he had cheaper grades to dispose of.

The Temiskaming & Northern Ontario Railway, built, owned and operated by the Ontario Government, has yielded a net profit for the first year's business of over \$100,000, a cheque for which was presented to the provincial treasurer a few days ago. The road now in operation is 113 miles long, and a further extension of 40 miles is almost completed, while yet another 40 miles will bring it to a junction with the G.T.P. From Jan. 16 to Dec. 21 it carried 75,000 passengers, and 90,000 tons of freight. Rolling stock was insufficient to cope with the increased traffic.

At the sitting of the Tariff Commission at Three Rivers, last week, Mr. G. R. Duncan, manager of the Montreal Pipe Foundry, pleaded for an increased duty on iron pipes. He maintained that Scotch and English pipe could be put down in Canada at such rates as to cripple the industry in Canada, the reason being that they had advantages in the matter of pig iron, wages, freight rates, and fuel. In the matter of wages, he contended that in Canada we pay the American rates. Men in their works received \$1.75 to \$2.25 per day, while the same class can be had in Britain for \$1.35 to \$1.50 per day. Instead of \$5.35 per ton, Mr.



Duncan pleaded for a minimum of duty of \$8, the cost of a ton of pipe in England being \$22. Mr. Gelineas, manufacturer of chains and snow shovels, and Mr. O. Carignan, manufacturer of paints from Canadian ores, pleaded for increased protection in their respective trades.

By-laws were voted on New Year's Day in a number of municipalities, and in the majority of places were endorsed by the electorate. Stratford badly defeated a by-law for \$33,335 for a storm sewerage and for a proposed box factory. Barrie carried by good majorities a by-law to raise \$8,500 for streets and sidewalks, and another to provide \$1,500 for an electric fire alarm system. The Keenan Loan By-law in Owen Sound, to grant a loan of \$25,000 to assist in increasing the plant of the factory, carried by a majority of nearly 4 to 1. Peterborough carried a \$25,000 by-law for better fire protection by a small majority. Two by-laws were carried in Hamilton, one to raise \$20,000 to build a storm water sewerage system, and the other to raise \$35,000 to complete the hospital improvements. Bobcaygeon unanimously carried the by-law for \$25,000 to purchase the M. Boyd Co.'s water power and establish an electric plant by the village. Picton carried a by-law to raise \$15,000 for a new street lighting system by 144 majority. Prescott defeated a by-law for the extension of its sewerage system. Clinton declined to endorse a by-law to raise \$20,000 on a system of water works in connection with the town. Aurora's by-law to raise \$10,000 to improve the water works system was carried by two-thirds majority. Wingham carried three by-laws by substantial majorities, one fixing the rate of assessment of a door factory at present rate for ten years, another to issue debentures for \$1,500 for building a bridge, and another to establish a High school. Brantford's by-law for \$45,000 for school improvement carried by 300 majority.

#### Companies Incorporated.

The Lake Superior Corporation, a company incorporated in the State of New Jersey, has been given the right to carry on business in Ontario, provided they do not use a larger capital than \$1,000,000.

Dominion Improvement & Development Co., a corporation incorporated

Heckert, W. A. McCutcheon, H. O. Patch and S. M. McElroy, all of Pittsburgh, Penn.

The Ontario Cobalt Developing Co., Toronto, share capital \$350,000; purpose, to carry on the operations of a mining, milling, reduction and development company. The directors are S. M. Hay, J. W. Curry and E. E. Wallace, of Toronto; J. Bingeman, of Berlin, and J. K. Paisley, of Ottawa.

#### INJUNCTION AGAINST INSPECTOR.

A rather peculiar development has recently transpired in Montreal building circles. Last October a permit was taken out by E. Godin for a reinforced

swer was an injunction issued by the contractor against the building inspector. It is claimed by the contractor that he is putting up a building of extraordinary strength, and that the city gave approval. Building Inspector Chausse, however, says that positive proof will be required that the system is a good one before the work will be allowed to go on.

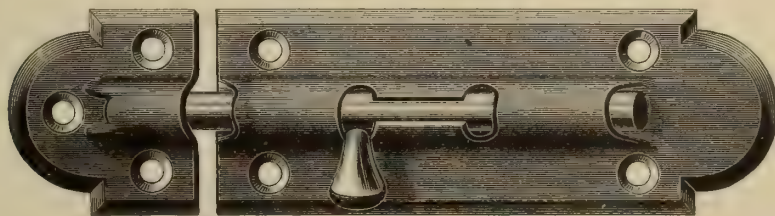
#### SHELBY DOOR BOLT.

The Shelby Spring Hinge Co., Shelby, Ohio, are placing on the market the Shelby door bolt, illustrated herewith. It is neat in appearance and has a slight emboss on the edges to improve the appearance and strengthen the frame. It is made in all the hardware finishes and also in japan. Dealers interested enough to send for further information will kindly mention this paper.

#### TORONTO'S BUILDING RECORD.

During December building permits were issued in Toronto totalling in value \$604,350, compared with \$262,610 last year. This large amount included a permit for the new Knox Church, which will cost \$170,000. The tremendous building season experienced in Toronto is shown by the following table covering the past five years:

1900 .....	\$ 1,903,136
1901 .....	3,568,883
1902 .....	3,854,923
1903 .....	4,356,457
1904 .....	5,896,120
1905 .....	10,347,910



"Shelby" Door Bolt.

in the State of New York, have been given the right to carry on business in Ontario, provided they do not use a larger capital than \$10,000.

The Pittsburg-Cobalt Co., Toronto, share capital \$75,000; purpose, to carry on the operations of a mining, milling, reduction and development company. The directors are C. D. Robbins, S. F.

concrete building on Dorchester street, near Matthew. But when the work was begun a few weeks ago it was found that instead of reinforced concrete the builders were using slabs of artificial stone set upright, and fastened together with wire. When they were notified that they were not building in accordance with the city's by-law, their an-

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ever had a better chance to do a rifle business than he has now with

MODEL No. 23

## THE HAMILTON RIFLE

obtainable. The merits of this rifle are so well-known by those who have used it that the marvel is: "How can so good a rifle sell at \$3.50?"

It does seem absurd; but the secret is to be found in the **process** by which **Model No. 23** is made. The patents belong to us exclusively.

Lower price, higher quality, is a distinctly **Hamilton Rifle** feature.

Don't miss the chance. Ask your jobber about **Model No. 23.**

## THE HAMILTON RIFLE CO.

DEPT. 71

PLYMOUTH, MICH.



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*F. Dieckmann*

CANNOT BURST

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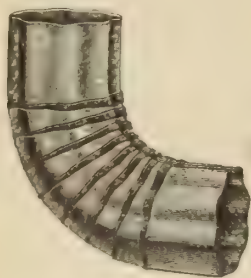
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line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

*Better Write To-day.*

**Pease Foundry Co., Limited**  
TORONTO

**Pease-Waldon Co., Limited**  
WINNIPEG

## CANADA'S FIRST CEMENT ELEVATOR.

The cement elevator and steel tower built by the Brackman-Ker Milling Co. at Strathcona, Alta., is practically completed. The tower is of steel 6½ feet square and 112 feet high. The elevator is 82 feet to rim and 88 feet to peak and has a capacity of 100,000 bushels. It is 40 feet in diameter outside measure and 39 feet inside, as the walls are six inches thick. About 560 barrels of cement, 1,120 barrels of sand and 1,680 barrels of gravel were used in the construction. Three-quarter-inch iron rods wind spirally around the centre of the wall for the first 40 feet, ½-inch iron rods in the same way for the next 30 feet and then 7-16-inch iron rods from 70 feet to the top. These spiral iron rods are secured to upright half-inch straight iron rods, 12 inches apart in the centre of the wall from base to summit. The latest improved rope-driven machinery is installed in a subterranean passage between the mill and elevator and is capable of discharging 2,000 bushels per hour into the mill. The design of the structure and accessories is that of Elsi Heidenrich, Chicago. The work was commenced September 15 and cost about \$18,000.

## BUILDING NOTES.

The cotton mill buildings at Hamilton are to be enlarged.

The Brantford Ice Company are to build a \$5,000 ice house.

D. B. Jack, St. John, N.B., is to erect a large brick store building.

The Sawyer-Massey Company, of Hamilton, are to erect a large warehouse at Saskatoon.

Messrs. Knight & Stitt will erect a new flour mill at Eganville with a capacity of 100 barrels a day.

The National Trust Company, Toronto, will erect an office building at Saskatoon. A site has been secured.

The coal sheds of the International Portland Cement Company at Hull, Que., were destroyed by fire last week. The loss will amount to about \$10,000, fully covered by insurance.

Belleville reports 1905 to have been the best building year in its history. The new buildings included St. Michael's Church, Quinte Laundry premises, Deacon shirt factory, extensive additions to the Lock factory, St. Agnes school, Cooper's grist mill, Linghorn's grist mill, and the Pitchie Company's premises. The Corby Distillery Company will spend upwards of a million dollars next year in extending their plant and the Lehigh Valley Cement Works will be erected.

Traffic on the Cape Breton Division of the C.P.R. has broke all records. Day and night trains have been moving constantly and besides hundreds of cars of coal sent forward, the shipments from the steel mills have been unusually heavy. In one day's shipment was included thirty-six cars of Dominion Iron & Steel products and thirty cars of pig iron and ingots from North Sydney Junction, the latter being the products of the Nova Scotia Steel & Coal Co. During the week over 140 cars of steel and iron goods were shipped from Sydney.





# "DOMINON BRAND"



IF YOU WANT TO CATCH THE TRADE AND HOLD IT,  
HANDLE OUR QUICK-SELLING LINES OF

**Tarred Felt, Roofing Pitch <sup>A</sup><sub>N</sub><sup>D</sup> Coal Tar**  
**LOCKERBY & McCOMB, 65 Shannon St., Montreal**

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Are those who have a purpose, who recognize no such word as "fail," who keep their hands upon the throttle, and their eyes upon the rail. Their switch light always burns brightly, casting its beams along the safety track. The crafty salesman can easily approach them, and will receive courteous treatment. But he finds all switches set and locked against the "Not-in-demand—Not-advertised—No-special-merit" article that has been neither time tried nor time tested.

In no line has this fact been exemplified better than in the sale of wall-coatings.

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# ALABASTINE

is always on sale by the "leaders" in every town. It is the Canadian-made goods, **NOT AN INFRINGEMENT ON ANYONE'S PATENTS**, and can be handled without risk of "dead stock."

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Order early, with spring dating, direct or from jobber.

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## GURNEY CYLINDER LOCKS

and examine them, try them. The sign will be unmistakable—perfect material, perfect execution.

What you will see in **Gurney Cylinder Locks** is what builders **call** quality and what we **know to be** quality.

Quality is often hard to find in some locks, but secure **Gurney Cylinder Locks** and you have found **Quality**.

The "Key" to **Gurney Cylinder Locks** is **Catalogue No. 7** and **Supplements**. No hardware dealer can afford to be without them. And they are obtainable **free**.

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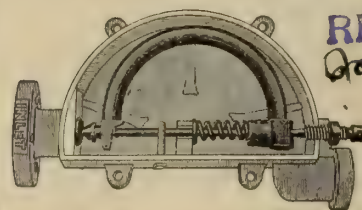


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The Heintz Steam Trap is a steam saver. A Thermostatic Trap allowing only the condensation to drain off. Proper installation insures saving of 10 per cent. to 25 per cent. in fuel.

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# PLUMBING AND STEAMFITTING

## PLAIN TALKS ON PLUMBING, HEATING AND VENTILATION

*A Series of Practical Articles Written in Plain Terms, Devoid of Technical Phrases, Algebraical Signs, etc., so as to be Easily Understood by all Interested in these Subjects.*

By M. J. QUINN, Mechanical Superintendent for the Ontario Government.  
[Registered in accordance with the Copyright Act]

### ARTICLE XXIV.

It is becoming more and more evident to the great mass of the people, as time goes by, that the better ventilated the building, the better is the health of its inmates likely to be, and for that reason greater and more intelligent attempts are being made to provide in some way for the loss of oxygen and excess of carbonic gas in the atmosphere breathed by either human beings or beasts, and, of course, the only way to keep the air in a room pure is to change it often enough to prevent its pollution below a given point.

Air is rendered unfit for usage by a great variety of causes, but, in the majority of cases, respiration is by far the most conspicuous.

Each adult person breaths about 20 times every minute, and inhales about 30 cubic inches of air at each breath. The air on entering the lungs, contains about 79 per cent., by volume, of nitrogen, and 20.8 per cent. of oxygen, with a very small fraction of carbonic acid. The latter, however, when it is expired, has increased to about 4.3 per cent. of the total volume, while the oxygen, which is the life sustaining fluid, has been reduced to 15.4 per cent., or a loss of nearly 26 per cent. It will at once, then, become evident that unless some provision is made for renewing the atmosphere, or supplying fresh oxygen and removing the carbonic acid, that, far from supplying new energy to those living in and breathing the air, it will soon become positively injurious.

Science has been able to demonstrate to us to a fairly positive degree, what the requirements of the human race are in the matter of ventilation, and it has been shown that under varying conditions, more or less oxygen is required and consumed. For instance, a child does not consume as much as an adult, and either child or adult consumes less while asleep than awake, and more while sick than well; so that, in arranging ventilation of any apartment or building, regard for the use for which that particular apartment or building is intended must be had, but roughly speaking it will be found safe to provide 2,500 to 3,000 cubic feet of fresh air per hour for each child, and 3,000 to 3,500 cubic feet per hour for each adult.

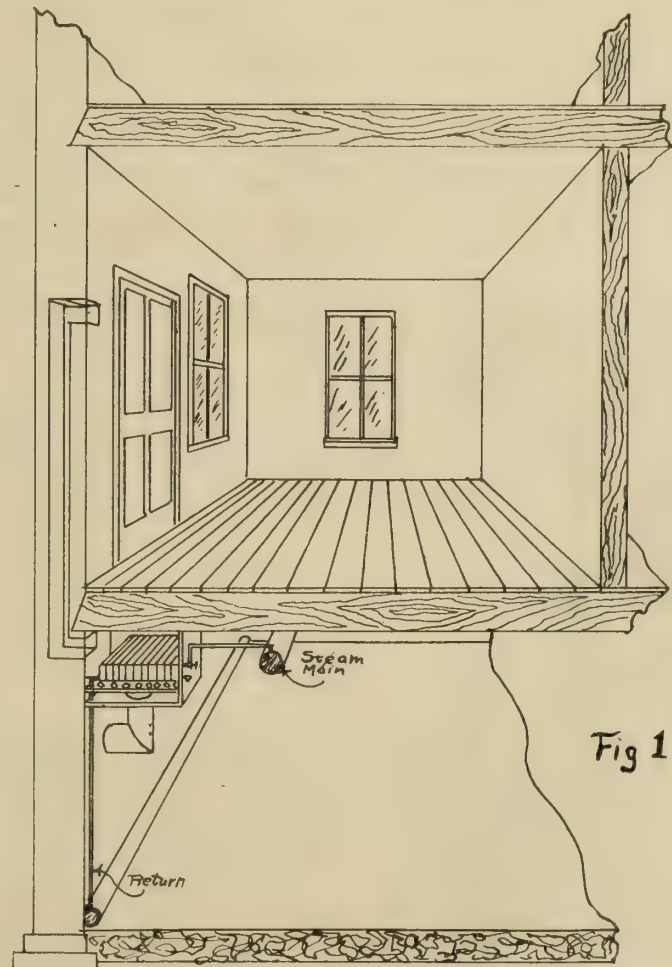
Where it is intended to ventilate a school or other public building where a definite amount of air should be supplied

at all times, regardless of weather conditions, the only plant that can be depended upon to do the work is what is known as the mechanical, or blast system, which will be discussed in a later article, and which, because of the certainty with which it works, and the good results that are obtained from it, is

ed the "indirect" and "direct indirect" systems, respectively.

In Fig. 1 is shown a sketch of the indirect system of heating and ventilating as it is applied to one room, and of course the same principle would apply to any number of rooms.

It will be noticed that just under the floor of the upper room, which represents the first floor of the house—the lower apartment being the basement—is placed a radiator, containing the proper number of loops of what is known as "indirect" radiation, and that this radiator is enclosed in a case, which may be of wood, lined with bright tinned iron or



rapidly coming into very general use.

It is the purpose of the writer to deal in this and the succeeding article, only with the methods used to ventilate private houses, or small buildings, where comparatively little ventilation is required, or where there is no motive power for a mechanical system, and these methods are two in number, and are called

of a double jacket of galvanized iron, having, say, a one-inch space between the inner and outer case, but in either case a lining of bright tin is advisable because, as is well known, the bright surface prevents to a very great extent the radiation of the heat in the basement, and the sides and bottom of this case are so arranged as to permit of



their being easily taken apart to make repairs, or for any other purpose.

It is usual to hang the heater so that there will be a space of at least eight or ten inches between it and the ceiling, and from this space is run a duct of suitable size which terminates in an opening into the room to be ventilated at a point seven or eight feet above the floor.

In Fig. 2 is shown a more detailed drawing of the "indirect" heater, showing the various connections, etc., which go to make it complete.

It will be noted that it is hung from the timbers overhead by ordinary pipe hangers, usually made of 3-8 inch pipe, and hanger plates, and that the vertical pieces of the hangers are placed close to the sides of the heater, and that the sides and ends of the casing are also close to the heater.

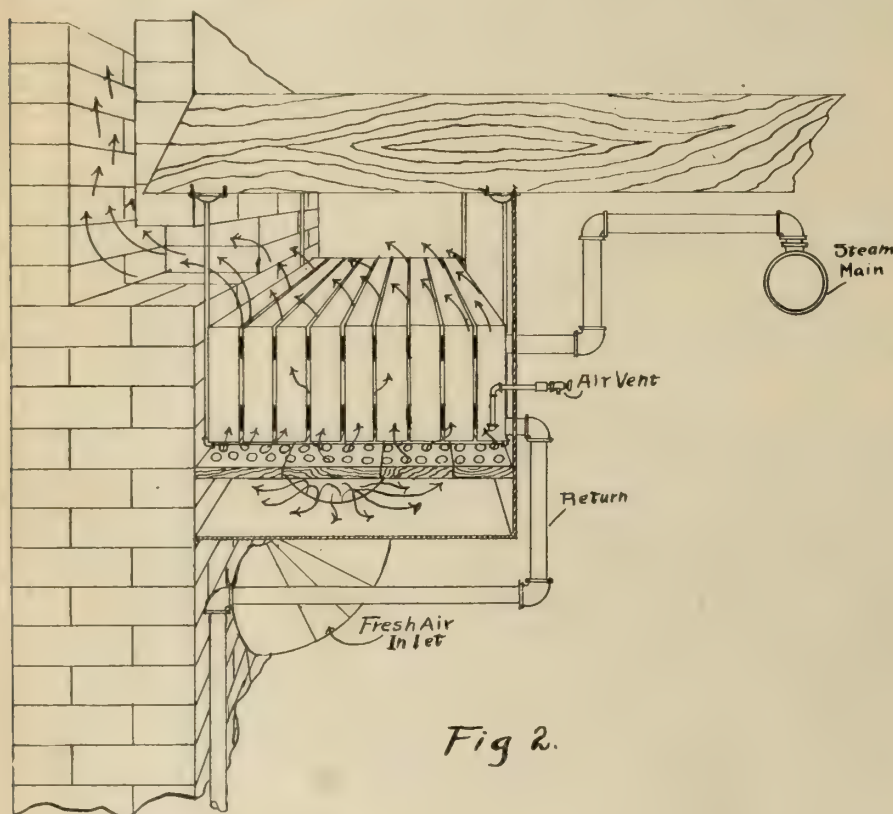


Fig 2.

Under the radiator, and between it and the bottom of the casing, is a space equal to that left above the heater, viz., eight or ten inches, and in the centre of this space, and extending from side to side, and from end to end, is a diaphragm of either wood or galvanized iron, preferably the latter, well perforated with 3-4 inch or 1 inch holes.

From the bottom of the space below the diaphragm is taken a sheet iron pipe connection, which opens through the outer wall of the building directly into the fresh air. This duct should be fitted with a close fitting slide damper, and, unless it is of considerable length, need not have a capacity greater than 80 per cent. of that of the duct from the top of the heater.

As will be obvious, the office of the

diaphragm is to properly distribute over the under surface of the heater the large volume of incoming fresh air from the duct entering the bottom of the casing and so prevent the undue chilling of one portion of the radiator, and at the same time compel every part of it to do its share of the work.

Note.—This phase of the subject, ventilation, cannot properly be concluded in one article and will be continued in our next.

### ANCIENT SEWERAGE SYSTEMS.

It is generally supposed that it is only modern man who has perfected a system of drainage and sewerage to carry from his house and city the overflowing rain water and the filth and garbage which accumulate. In the excavation of Bismya, the ancient Sumerian or pre-Baby-

Drainage in such a country, without sloping hills or streams of running water, might tax the ingenuity of the modern builder. In constructing a house the ancient Sumerian of more than 6,000 years ago first dug a hole into the sand to a considerable depth. At Bismya several instances were found where the shaft had reached the depth of fourteen meters beneath the foundation of the house.

From the bottom he built up a vertical drain of large, cylindrical terra cotta sections, each of which is provided with grooved flanges to receive the one above. The sections of one drain were forty-eight centimeters in diameter and sixty in height; others were larger and much shorter; the thickness of the wall was 2.7 centimeters. The tiles were punctured at intervals with small holes about two centimeters in diameter. The section at the top of the drain was semi-spherical, fitting over it like a cap, and provided with an opening to receive the water from above. Sand and potsherds were then filled in about the drain, and it was ready for use. The water, pouring into it, was rapidly absorbed by the sand at the bottom, and if there it became clogged, the water escaped through the holes in the sides of the tiles.

The temple of Bismya was provided with several such drains. One palace was discovered with four: a large bath, resembling a modern Turkish bath, and provided with a bitumen floor, sloping to one corner, emptied its waste water into one.

In clearing out the drains, a few of them, whose openings had been exposed, were filled with the drifting sand; others were half full of the filth of long past ages; in one at the temple we removed dozens of shallow terra cotta drinking cups, not unlike a large saucer in shape and size. Evidently it received the waste water of a drinking fountain, and the cups had accidentally dropped within.

In the Bismya temple platform, constructed about 2,750 B.C., we uncovered a horizontal drain of tiles, each of which was about a meter long and fifteen centimeters in diameter, and not unlike in shape those at present employed. It conducted the rain water from the platform to one of the vertical drains. One tile was so well constructed that for a long time it served as a chimney for our house, until my Turkish overseer suggested that its dark smoked end project from the battlements of the house to convince the Arabs that we were well fortified; thus it served as a gun until the close of the excavations.

In other parts of the temple more elementary drains were employed to carry off the surface water from the slightly inclined platform. It consisted simply of a groove constructed of bricks or arranged by omitting the bricks in the floor; frequently the groove was continued down over the vertical edge of the platform.

The Babylonians of a later period, who buried, instead of cremating their dead, carefully provided their cemeteries with drains. The graves were small

lonian city which flourished 4,500 years ago, writes Edgar J. Banks in the Scientific American, a remarkable system of drainage, perfectly adapted to the alluvial plain of the Mesopotamian desert, has been discovered.

Babylonia is perfectly level. From Bagdad to the Persian Gulf there is not the slightest elevation, save for the artificial mounds or an occasional changing sand drift. In most places there is a crust of hard clay upon the surface, baked by the hot sun of Summer time, so hard that it resembles stone. Parts of the desert are perfect for bicycle riding. Beneath the crust, which at Bismya is seldom more than four feet in thickness and in places entirely lacking, is loose, caving sand, reaching to an unknown depth.



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house-shaped structures entirely or partly above ground, and whenever they were found upon the sloping side of a mound, they were protected above by a breakwater, while along the sides were square, open brick drains. The result was that some of the graves, although thousands of years old, and constructed of unbaked clay, are still in a perfect state of preservation.

To the student of architecture it may be surprising to learn that the arch, until recently supposed to have been unknown to the ancients, was frequently employed by the pre-Babylonians of more than 6,000 years ago. Such an arch, in a poor state of preservation, was a few years ago discovered in the lowest stratum, beneath the Babylonian city of Nippur. More recently an arched drain was found beneath the old city of Fara, which the Germans have excavated in Central Babylonia. The city, although one of the earliest known, was built upon an earlier ruin, and provided with an arched drain constructed of small, plano-convex bricks. It measures about one meter in height and has an equal width.

While delving among the ruins of the oldest cities of the world, we are thus finding that at the time when we supposed that man was primitive and savage, he provided his home and city with "improvements" which we are inclined to call modern, but which we are only reinventing.

### FRAUD CASES CONCLUDED.

The three fraud cases against members of the Toronto and Guelph Master Plumbers Associations were concluded during the week, the result being 25 more committals for trial for receiving "I.O.U.'s" on the three contracts named below. Little evidence was taken, Secretary Meredith being put into the box to identify certain exhibits, and J. E. Gray, a former member of the association, turning King's evidence and securing his own release by telling of how the bonuses were distributed on the jobs he was interested in. Those committed were as follows:

George F. McGuire, William J. McGuire, Alex. Purdy, William Mansell, James B. Fitzsimons, K. J. Allison, Watson Mashinter, Henry B. Hogarth, Robt. W. Harrison, Charles Robertson, Francis R. Maxwell, Herbert Johnson, James H. Wilson, George Wallis, Jas. Fiddes, J. E. Gray, George Clapperton and Joseph Wright, charged with conspiring to defraud Messrs. Warwick Bros. & Rutter of \$1,200.

W. J. McGuire, George F. McGuire, George Clapperton, Joseph Wright, Henry Hogarth, Alexander Purdy, William Mansell, Watson Mashinter, Fred Armstrong, David Menzies, Patrick J. Hayes and James H. Wilson, charged with conspiring to defraud the Toronto Bedding Company, Limited, of \$400.

M. Stevenson, of Guelph, A. Malcolm, of Guelph, George Clapperton, Joseph Wright, Alexander Purdy, William Mansell, of Toronto, H. Mahoney and R. Mahoney, of Guelph, charged with con-

spiring to defraud the Homewood Sanitarium of \$800.

This disposes of all the cases until the Assize Court sits later on this month.

Nothing of importance has transpired at the trial proceeding in Hamilton, an adjournment having been made for a week on account of the New Year's holiday.

### PLUMBING GOSSIP.

Fiddes & Hogarth, Toronto, have secured the contract for plumbing and heating the new nurses' home on College street. Three No. 9 Daisy boilers and 75,000 feet of radiation will be used in connection with the heating contract.

\* \* \*

A picture post card received by a plumbing supply man in Toronto this week announced that the sender was "detained from business," and pictured a man wearing a striped suit behind strong stone walls. "Bob" Cluff says the picture resembles his double, Fred Somerville.

\* \* \*

The MacLaren Company, of Glasgow, will shortly begin the shipment on the contract for four thousand tons of iron pipe for a high pressure fire service in Toronto.

\* \* \*

The hockey team of the James Morrison Brass Manufacturing Company, Toronto, which won the Manufacturers' League championship in 1904 and 1905, will not re-organize for 1906 owing to several of the members of the team being absent or unable to participate in the game this Winter.

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# PLUMBING MARKETS

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, Jan. 5, 1906.

Solder has advanced, and half-and-half is now quoted at 23c. Some manufacturers have also advanced brass goods, but the change is not universal yet. While there is a feeling that copper will not maintain its present high prices, brass is bound to go upward, according to present market conditions.

Business in plumbing materials is very quiet, although heating supplies continue to sell readily. Jobbers are still engaged in stock-taking.

**Lead Pipe**—The market is strong with a fair trade being done. Our quotations are as follows: Lead, 7c.; lead waste pipe, 8c.; discount, 20 per cent.

**Soil Pipe and Fittings**—Prices continue firm with not much business doing. We quote as follows: Medium and extra heavy pine and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—The market is strong and a fair trade is reported. We quote as follows: Black, 1-4 inch, \$2.09; 3-8, \$2.09; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch, \$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

**Iron Pipe Fittings**—Demand continues satisfactory, with prices unchanged. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent.; American list.

**Galvanized Iron Range Boilers**—Prices continue unchanged with trade quite active. Our quotations are as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra

heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—An advance has been made in half-and-half, and prices are firm. We now quote: Bar solder, half-and-half, guaranteed, 23c., and wiping at 20c.

**Enameled Ware**—Demand for Canadian ware has been enormous during the past season and there is still a heavy call for supplies to complete jobs in hand. We quote as follows: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

## QUEBEC.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Jan. 5, 1906.

Plumbing circles are showing little activity, owing to the many holidays of late. There are still a number of contracts of fair size, unfinished, and, as Montreal building operations will be on a large scale during 1906, the prospects are for a fine year's business.

No changes have occurred in prices current, though the tone throughout remains very firm.

**Range Boilers**—The turnover is all that can be expected at this time of year. Our prices remain as follows: Iron clad, 30 gallon, \$6.00, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—The advance which we noted last week has been well held, the strength of the primary market practically insuring a high tone in this article, for some time to come. Discounts are 20 per cent. f.o.b. Montreal, Toronto St. John, N.B., and Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Orders received during the week have been well looked after. Our prices are: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—Trade continues to be of satisfactory volume. We quote: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on

black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—Supply houses are well pleased with the trade that is being done. We still quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—We continue to quote the following prices: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder), 18c.

## \$5,000 FINE NOT YET PAID.

A perplexing question has presented itself in relation to the \$5,000 fine imposed by Justice Clute on the Central Supply Association. The association has no assets and the members of the corporation decline to come to its support. They have, however, decided to take the case to the highest courts if necessary to escape paying the fine and notice of appeal has been served. The appeal will be threshed out at the next sitting of the Court of Appeal, which commences in April.

In the meantime, however, an interesting point arises. It is claimed by the counsel for the association that it is not necessary for them to pay the fine before the appeal is started. "In fact," said the counsel, "paying the fine would be an acceptance of the verdict." The master plumbers virtually intimated that they intended to allow the verdict to stand when they paid their fine.

Deputy Attorney-General Cartwright said that in criminal proceedings it was customary to pay the fine and then appeal. In civil cases the amount of the judgment is not levied until the appeal is disposed of.

"How can you levy a fine on an association which has no assets?" asked Crown Attorney Drayton in reply to a question asking how the fine was to be collected.

## "TALKING OF ANTS."

The American truth-teller was in form. "Talking of ants," he said, "we've got 'em as big as crabs out west. I guess I've seen 'em fight with long thorns, which they used as lances, charging each other like savages." "They don't compare to the ants I saw in the east," said an inoffensive individual near by. "The natives have trained them as beasts of burden. One of 'em could trail a ton load for miles with ease. They worked willingly, but occasionally they turned on their attendants and killed them." But this was drawing the long-bow a little too far. "I say, old chap," said a shocked voice from the corner, "what sort of ants were they?" "Eleph-ants," said the quiet man.





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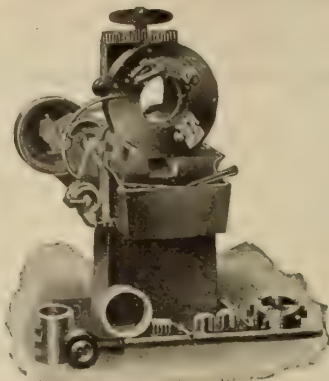
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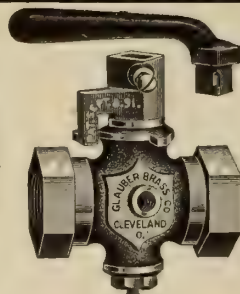
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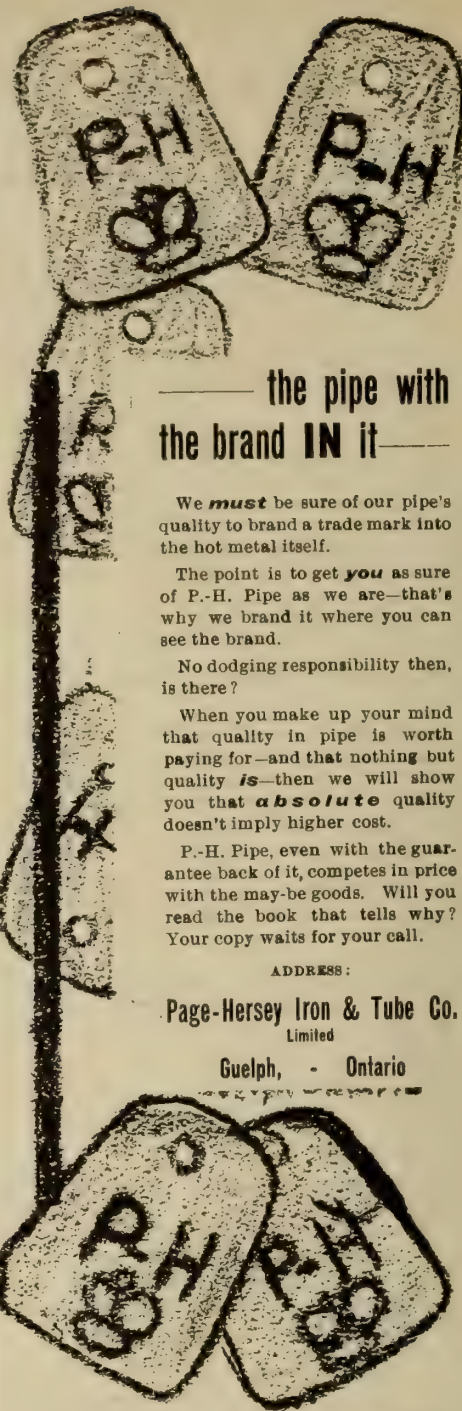
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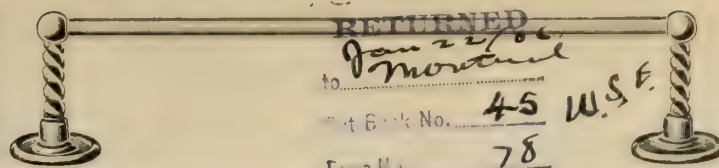


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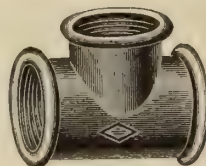
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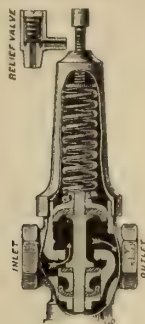
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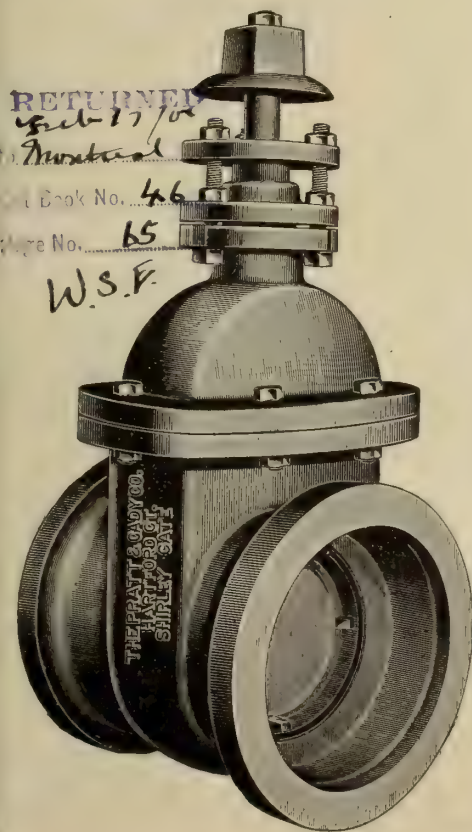
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**The WALLACE BARNES CO., BRISTOL, Conn.**

**NEW CATALOG JUST ISSUED.**

**The most light for the least money**

## C. G. E. INCANDESCENT LAMPS

**LONG LIFE**

**EFFICIENCY**

**RELIABILITY**

Write for prices and quantity discounts.

**CANADIAN GENERAL ELECTRIC CO., LIMITED**

**HEAD OFFICE: TORONTO, ONT.**

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

### A GREATER NUMBER OF SALES

will be yours if you carry

### METALLIC ASH-SIFTERS

instead of wooden sifters.

**METALLIC ASH SIFTERS** sell themselves. Any reasonable man can see that wood will not last as long as sheet iron, nor wire as long as metal lath.

So you see, no person would have hesitation about buying a **METALLIC ASH-SIFTER**. But a wooden sifter!—**MANY PERSONS WOULDN'T CONSIDER IT.**

If you would like to know more about the **METALLIC ASH-SIFTER** write for our Illustrated Circular.

**C. M. CUTTS & CO., Sole Makers, Toronto Junction, Ont.**

### Sort Up Your Stove and Heating Stock.

TRY OUR UNEQUALLED

### STANDARD OAK

FOR A HEATER.

### SOVEREIGN

AS A COOKING RANGE.

Finest Fuel Saving Furnaces in Canada. Save your coal and wood. Building stoves is a science we have mastered. All our lines are money makers.

Send direct or ask your nearest jobber.

**OTTAWA FURNACE AND FOUNDRY CO.**

Limited

OTTAWA, ONTARIO

### A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**

HESPELER - - - ONTARIO



### Kerr's "Copper-Alloy" Disc GLOBE VALVES

are superior to any other disc valves on the market for high steam.

This is a very superior valve, at a moderate price.

**The KERR ENGINE CO.,**

Manufacturers

Limited

WALKERVILLE, ONT., CANADA



# SHEET BRASS <sup>AND</sup> COLD ROLLED COPPER

We are now fully equipped and can fill all orders for these metals.  
Send us specifications of your requirements. Write for our Discount Sheet.

## CANADA BRASS ROLLING MILLS, LIMITED

Mills: NEW TORONTO, CAN.

Head Office: 98 King St. W., TORONTO

### ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American  
Manufacturers. Correspondence invited from  
firms wishing to be represented.

### BRONZE POWDER AND LIQUID

used by every steam-fitter. Ask your supply houses  
for our goods for best results. Or, if they have not  
got them, write direct to

#### R. E. THORNE

768 Craig Street  
MONTREAL

29 Melinda Street  
TORONTO

Subscribe to the

### OIL AND COLOURMAN'S JOURNAL

for news of the British Oil, Paint, Soap, Varnish  
Chemical and Drysaltery Trades.

Subscription for Canada, \$2.00 per year from date,  
post free. Sample for 10 cents.

#### SCOTT, GREENWOOD & CO.

19 LUDGATE HILL LONDON, ENG.

Are you interested in any of the  
lines that are advertised?

A Post Card will bring you price  
list and full information.

Don't forget to mention Hard-  
ware and Metal.



Mantels,  
Grates,  
Tile, etc.

A Nice Mantel  
is a fine piece  
of Furniture.

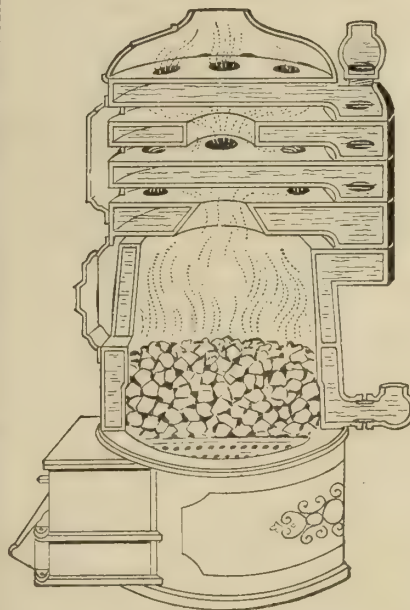
### Batty Stove and Hardware Co.

182 Adelaide Street West

## MAKE FRIENDS AS WELL AS MONEY

It is good business to make your customers your friends. Every time  
you instal the

## OXFORD HEATING SYSTEM



you make friends as well as money.  
The Oxford System is economically and  
scientifically perfect. When you're  
finished with the job, you are finished.  
You have the satisfaction of knowing  
that every detail is perfect, that the  
system will give the highest degree of  
comfort with the lowest possible ex-  
penditure, and that your customer  
must say many good words for you.

As a practical man you know that  
the Oxford ("B" series) Boiler is im-  
mensely superior to all others. When  
you are recommending the Oxford  
System explain the improved fire-pot  
construction of this boiler, the over-  
hanging upper walls, the bell-shaped  
flues, the permanent metal-to-metal  
connections by which our Oxford Steel  
Push Nipples do away with the use of  
all gaskets and washers and the many  
other special features which go to make  
this Boiler the best and most powerful  
heating apparatus in existence. Ex-  
plain these features and you are bound  
to get your share of business.

## Oxford Hot Water and Steam Radiators

used with Oxford Boilers mean no trouble, no leaks, plenty of comfort,  
satisfaction and economy with beauty.

Write for the Gurney Book of Steam and Hot Water Heating Apparatus.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate  
Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges,  
Warm Air Furnaces and all kinds of Cooking and Heating Appar-  
atus, Plumbers' Supplies.

## The Gurney Foundry Co., Limited

TORONTO WINNIPEG VANCOUVER

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.



# It's Amazing

what you can do if you will but make a start. Hardware dealers in great number are selling "Cyclone" and "Joliette" Brands of Sheathing and profiting thereby. Why not you?

There is scarcely a dealer now who doesn't carry a stock of

"BLACK DIAMOND"

WRAPPING PAPER  
BUILDING PAPER



TARRED FELTS  
READY ROOFING

WHEN WILL YOU SEND IN YOUR FIRST ORDER?

## ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

82 MCGILL STREET

## CURRENT MARKET QUOTATIONS.

Jan. 5, 1906.  
These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$39 00 \$40 00

#### TINPLATES.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley—  
I.C. 14 x 20 base ..... \$6 50  
IX 14 x 20 ..... 8 00  
IXX, 14 x 20 base ..... 9 50  
Famous, equal to Bradley—  
I.C. 14 x 20 base ..... 6 50  
IX 14 x 20 ..... 8 00  
IXX, 14 x 20 base ..... 9 50  
Raven and Vulture Grades—  
I.C. 14 x 20 base ..... 4 25  
IX ..... 5 00  
IXX ..... 5 75  
IXXX ..... 6 50

#### "Dominion Crown Best"—Double

Coated, Tinsued. Per box.  
I.C. 14 x 20 ..... 5 50  
IX 14 x 20 ..... 6 50  
IXX, 14 x 20 ..... 7 50  
Allaway's Best—Standard Quality.  
I.C. 14 x 20 base ..... 4 75  
IX 14 x 20 ..... 5 75  
IXX, 14 x 20 ..... 6 75

#### Bright Cokes.

Beesemer Steel—  
I.C. 14 x 20 base ..... 3 75  
I.C., special sizes, base ..... 4 00  
20x28 ..... 8 00

Charcoal Plates—Terne  
Dean or J. G. Grade—  
I.C. 20x28, 112 sheets ..... 7 00  
IX., Terme Tin ..... 8 50

Cookley Grade—  
X X, 14x56, 50 sheet bxa. }  
14x60, " }  
14x65, " } ..... 7 00

#### Tinned Sheets.

2x30 up to 24 gauge. 7 50  
26 ..... 7 50 8 00

#### IRON AND STEEL.

Common bar, per 100 lb. .... 2 00  
Forged iron ..... 2 24 2 43  
Refined " ..... 2 37 2 40  
Horseshoe iron ..... 2 37 2 40  
Hoop steel, 1 1/2 to 3 in. base. .... 2 75  
Sleigh shoe steel ..... 2 17 2 20  
Tire steel ..... 2 27 2 30  
Best sheet steel ..... 0 12  
B. K. Morton & Co.—  
"Alpha" high speed ..... 0 65  
"annealed" ..... 0 70  
"C" Self-hardening ..... 0 50  
"J" quality, best warranted ..... 0 18  
" " warranted ..... 0 14  
" "C" ..... 0 09  
Jonas & Colver's tool steel ..... 0 10  
" "Novo" ..... 0 65  
" "annealed ..... 0 65  
Chas. Leonard ..... 0 08  
Crucible Steel Co.—  
" Rex high speed steel ..... 0 65  
" Self-hardening ..... 0 45  
Crucible Special ..... 0 16  
" Silver steel ..... 0 12  
" Black Diamond ..... 0 09  
Thos. Jowett & Sons B.P.L. tool steel annealed ..... 10 1/2  
Self-hardening ..... 45  
Rapid self hardening ..... 75

Sanderson's Crucible steel ..... 0 08 0 09  
Superior " ..... 0 12 0 13

### BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine ..... 0 40  
Metallic ..... 0 30  
Hercules ..... 0 20  
Star ..... 0 15  
No. 1 ..... 0 12  
No. 2 ..... 0 10  
No. 3 ..... 0 06  
No. 4 ..... 0 05

Canada Smelting Co., Limited.

Hard Genuine Babbit ..... 0 40  
Standard Anti-Friction Babbit ..... 0 30  
" Special Babbit ..... 0 25  
Car Box Babbit ..... 0 20  
Extra " ..... 0 15  
No. 1 ..... 0 12  
No. 2 ..... 0 07  
No. 3 ..... 0 05 1/2  
Standard Phosphor Tin ..... 0 40  
On large orders special discounts given.

### BLACK SHEETS.

14 gauge ..... 2 55  
16 gauge ..... 2 40 2 30  
18 ..... 2 35 2 25  
20 to 24 gauge ..... 2 30 2 20  
26 ..... 2 40 2 30  
28 ..... 2 40 2 30

### COPPER WIRE.

Discount, 50 per cent.

### CANADA PLATES.

Ordinary, 52 sheets ..... 2 60  
All bright " ..... 3 85  
Galvanized Canada Plates, 52 sheets ..... 4 10  
Ordinary. Dom. Crown.  
18x24x52 ..... 4 25 4 35  
" 60 ..... 4 50 4 60  
20x28x80 ..... 8 50 8 70  
" 94 ..... 9 00 9 20

### GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Crown.  
16 to 20 gauge ..... 3 25  
22 to 24 gauge ..... 3 50 3 75  
26 ..... 3 75 4 00  
28 ..... 4 00 4 25  
Apollo.  
10 1/2 oz. (American gauge) ..... 4 15  
28 gauge ..... 4 00  
26 ..... 3 85  
24 ..... 3 75  
Comet Bell. Queen's Head.  
16 to 20 gauge ..... 3 25  
22 to 24 gauge ..... 3 50 3 75  
26 ..... 3 75 4 00  
28 ..... 4 00 4 25  
Less than case lots 10 to 15c. extra.

### CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00  
" 1/2 ..... 5 60  
" 5-16 ..... 4 45  
" 7-16 ..... 3 85  
" 9-16 ..... 3 70  
" 11-16 ..... 3 55  
" 13-16 ..... 3 45  
" 15-16 ..... 3 35  
" 17-16 ..... 3 25  
Halter, kennel and post chains, 40 to 40 and 5 per cent.  
Cow ties ..... 40 p.c.  
Tie out chains ..... 65 p.c.  
Stall fixtures ..... 35 p.c.

Trace chain ..... 45 p.c.  
Jack chain, iron, single and double, discount 35 p.c. (count 40 p.c.)  
Jack chain, brass, single and double, discount 40 p.c.

### COPPER.

Ingot. Per 100 lb.  
Casting, car lots ..... 20 50  
Bars.  
Cut lengths, round, 1/4 to 1/2 in. .... 26 00  
" round and square, 1 to 2 inches ..... 25 00 26 00  
Sheet.  
Plain, 16 oz., 14x48 and 14x60 ..... 25 00  
Plain, 14 oz. .... 26 00  
Tinned copper sheet ..... 27 00  
Planished ..... 34 00

Braziers' (in sheets).  
4x6 ft., 25 to 30 lb. each, per lb. .... 0 25  
" 35 to 45 " ..... 0 24  
" 50-lb. and above " ..... 0 23

### BOILER AND T.K. PITTS.

Plain tinned ..... 35 per cent. off list.  
Spun ..... 35 per cent. off list.

### BRASS.

Rod and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4 ..... 0 23  
Tubing, base, per lb. .... 0 23 1/2

### ZINC SPELTER.

Foreign, per 100 lb ..... 7 25 7 50  
Domestic " " ..... 7 00 7 25

### ZINC SHEET.

5-cwt. casks ..... 8 00 8 00  
Part casks ..... 8 25 8 25

### LEAD.

Imported Pig, per 100 lb. .... 4 65  
Bar, ..... 4 80  
Sheets, 2 1/2 lb. sq. ft., by roll ..... 0 05 1/2  
Sheets, 3 to 6 lb. " ..... 0 05 1/2  
NOTE.—Cut sheets 3c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. l.f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

### ANTIMONY.

Cookson's ..... per lb. .... 15 00

### SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Net list. Prices are f. o. b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

### PLUMBING GOODS

BATH TUBS.  
Zinc ..... 6 00  
Copper, discount 20 per cent. off revised list.  
BATHS.  
Standard Ideal Enameled.  
Plate E I, Fittings extra 1st quality Special  
4 and 4 1/2 ft. 3 in. rolled rim. \$19 15 17 15  
5 feet " " 20 15 18 15  
5 1/2 " " 21 65 19 65  
6 " " 24 40 22 40  
Plate E II  
5 feet " 2 1/2 in. " 18 65 16 65  
5 1/2 " 2 1/2 " " 20 15 18 15  
LAVATORIES.  
1st quality. Special.  
Plate E 100 to E 103 ..... 30 p.c. 30 & 10 p.c.  
" E 104 to E 132 ..... 30 & 5 p.c. 40 p.c.  
Sinks 18 x 30 in flat rim, A quality... 2 55  
" B " " " 2 40  
IRON PIPE.  
Black pipe—  
1 inch ..... 2 75  
" " " 2 09  
" " " 2 09  
" " " 2 43  
" " " 3 05

Black pipe—  
1 inch ..... Per 100 feet.  
1 1/2 " ..... 4 37  
2 " ..... 5 96  
2 1/2 " ..... 7 15  
3 " ..... 9 54

### Galvanized pipe—

1 inch ..... 2 91  
1 1/2 " ..... 3 27  
2 " ..... 4 20  
2 1/2 " ..... 6 22  
3 " ..... 9 86  
4 " ..... 13 14

Lead Pipe discount 20 per cent.  
Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent; headers, 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

PLUMBERS' BRASS GOODS.  
Standard Compression work, dis. 60 p.c.  
Cushion work, discount 50 and 10 p.c.  
Fuller work, discount 70 p.c.  
12 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent. Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 65 per cent.

Kerr's special standard globes and angles, discount 65 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass checks, discount 55 p.c.  
Kerr's standard brass disc steam radiator valves, discount 65 per cent.

Kerr's Jenkin disc, copper-alloy disc radiator valves, discount 65 per cent.

Kerr's quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 50 per cent.

Weber's (Kerr) patent straightway gate valves, I. B. M., discount 60 and 10 per cent.

J. M. T. Radiator Valves, discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 per cent.

No. 1 compression bath cock ..... net 1 90  
No. 4 " " " " 1 75  
No. 7 Fuller's " " " " 2 10  
No. 4 1/2 " " " " 2 35

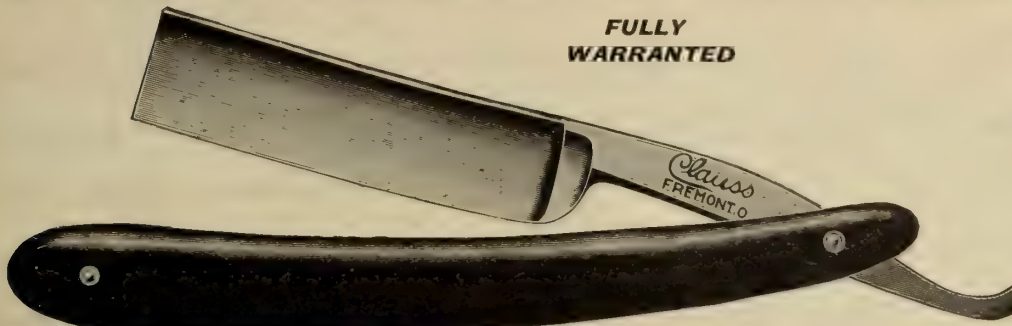
Patent Compression Cushion, basin cock, hot and cold, per doz., \$15.  
Patent Compression Cushion, bath cock, No. 2208 ..... 2 25  
Square head brass cocks, discount 65 per cent iron ..... 60  
Thompson Smoke-test Machine \$25.00

RANGE BOILERS  
Copper, 30 gallon ..... 22 00  
" 35 " " " 24 00  
" 40 " " " 28 00  
Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS  
Capacity. Standard. Extra heavy  
Gals.  
12 ..... 4.50 ..... 6.50  
18 ..... 4.75 ..... 6.75  
24 ..... 4.75 ..... 6.75  
30 ..... 5.00 ..... 7.50  
35 ..... 6.00 ..... 8.50  
40 ..... 7.00 ..... 9.50  
52 ..... 11.00 ..... 14.00  
66 ..... 18.00 ..... 20.00  
82 ..... 21.00 ..... 24.00  
100 ..... 29.00 ..... 34.00  
120 ..... 34.00 ..... 40.00  
144 ..... 55.00



# CLAUSS BRAND EBONY HANDLED RAZORS



FULLY  
WARRANTED

Manufactured from finest Clauss  
hammered steel.

Hardened by our secret process,  
Honed and set ready for use.

Crocus-finished back, tang  
and shoulder.

High blue-polished blades.

## CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SOIL PIPE AND FITTINGS.		
Med. and Extra heavy pipe and fittings, dis. 60 per cent.		
7 and 8-in. pipe, discount 40 and 5 per cent.		
SOLDER.		
	Per lb.	
Bar, half-and-half, guaranteed	0 22	0 23
Wiping.....	0 18	0 20
	Montreal	Toronto

PAINTS AND OILS.		
COLORS IN OIL.		
1-lb. tins, pure.		
Venetian red, per lb.	0 08	
Chrome yellow	0 15	
Golden ochre	0 08	
French	0 06	
Marine black	0 04	
Chrome green	0 10	
French permanent green	0 13	
Signwriters' black	0 15	
WHITE LEAD.		
	Per 100 lbs.	
Pure.....	5 50	5 89
No. 1	5 10	5 25
No. 2	5 05	5 15
No. 3	4 12	4 22
No. 4	4 05	4 15
Munro's Select Flake White	5 65	5 75
Elephant and Decorators' Pure	5 50	5 60
Tiger brand, pure	5 75	5 85
Decorators' Special for exterior use	5 00	5 10
Monarch	5 75	5 85
Decorators' Pure	5 50	5 60
Essex Genuine	5 75	5 85
Sterling Pure	5 75	5 85
Island City Pure	5 75	5 85
Ramsay's Pure Lead	5 50	5 60
Ramsay's Exterior	5 25	5 35
RED LEAD.		
Genuine, 560 lb. casks, per cwt	\$5 25	
Genuine, 100 lb. kegs, "	5 50	
No. 1, 560 lb. casks, per cwt	5 00	
No. 1, 100 lb. kegs, per cwt	5 50	

WHITE ZINC.		
Extra Red Seal	0 06	0 08
French V. M.	0 06	0 07
Lehigh	0 06	0 06
Pure	0 07	0 07
No. 1	0 07	0 06
No. 2	0 05	0 05
DRY WHITE LEAD.		
Pure, casks	5 25	
Pure, kegs	5 50	
No. 1, casks	4 25	
No. 1, kegs	5 00	

PREPARED PAINTS.		
In 1/2 and 1-gallon tins.		
Pure, per gallon	1 20	
Second quality, per gallon	1 00	
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	1 40	
" " 1/2 gal.	1 35	
" " 1/4 gal.	1 30	
Canada Paint Co.'s pure	1 25	
Toronto Lead & Color Co.'s pure	1 25	
Sanderson Peary's pure	1 20	
Standard Co.'s "New Era"	1 30	
Francis-Frost Co.'s "Ark" B'd	1 25	
" " British Navy deck	1 50	
Henderson & Potts's "Anchor"	1 35	
Ramsay's paints, Pure, per gal.	1 20	
" " Thistle	1 00	
" " Outside, bbls	0 55	0 65
Island City House Paint	1 25	
" " Floor	1 25	
Sterling House Paint	1 20	
" " Floor	1 10	
National	1 05	

PARIS GREEN.		
	Per lb.	
Petroleum, barrels	0 15	0 15
Arsenic, kegs	0 15	0 16
50 and 100 lb. drums	0 16	0 16
25 lb. drums	0 16	0 17
1 lb. paper boxes	0 17	0 17
1 lb. tins	0 18	0 18
1/2 lb. paper boxes	0 19	0 19
1/2 lb. tins	0 20	0 20

CANADIAN ENGLISH		
Petroleum, barrels	0 15	0 15
Arsenic, kegs	0 15	0 16
50 and 100 lb. drums	0 16	0 16
25 lb. drums	0 16	0 17
1 lb. paper boxes	0 17	0 17
1 lb. tins	0 18	0 18
1/2 lb. paper boxes	0 19	0 19
1/2 lb. tins	0 20	0 20

TERMS		
Terms 2 per cent. off 30 days or 90 days.		

PUTTY.		
Bulk in bbls	1 50	
Bulk in less quantity	1 80	
Bladders in bbls	1 65	1 75
Bladders in kegs, boxes or loose	1 90	
25-lb. tins	1 80	
12 1/2 lb. tins	2 05	
Bladders in bulk or tins less than 100 lb.	1 85	

VARNISHES.		
In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" " rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	1 50	1 50
Furniture, extra	1 10	1 25
No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Surpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each	2 00	
Granite floor finish, per gal	2 75	
Maple Leaf coach enamels; size 1, size 2, 70c; size 3, 40c, each	\$1.20	
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., \$2.50		
Canada Paint Co.'s sun varnish	2 00	

GLUE.		
Common	0 08	0 08
French medal	0 10	0 14
White, extra	0 18	0 22
Gelatine	0 18	0 20
Strip	0 19	0 20
Coopers	0 19	0 20
Huttner	0 12	0 16
Ground	0 12	0 16
Cologne, genuine		

HARDWARE.		
AMMUNITION.		
Cartridges.		
B. B. Caps Dominion, 50 and 5 and 25 per cent.		
American \$2.00 per 1000.		
C. B. Caps American, \$2.60 per 1000.		
Rim Fire Pistol, discount 30 p.c., American.		
Rim Fire Cartridges, Dominion, 50 and 5 p.c.		
Central Fire, Military and Sporting, American, vld 20 per cent. to list. B.B. Caps, discount 40 per cent. American.		
Central Fire Pistol and Rifle, list net Amer.		
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.		
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American		
10 per cent. advance on list.		
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.		
American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.		
Brass Shot Shells, 55 per cent.		
Primers, Dom., 30 per cent.; American \$1.75		

WADS.		
	per lb.	
Best thick brown or grey felt wads, in 3-lb. bags	\$0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29	
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.	
11 and smaller gauge	0 60	
9 and 10 gauges	0 70	
7 and 8 "	0 90	
5 and 6 "	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge	1 15	
9 and 10 gauges	1 40	
7 and 8 "	1 65	
5 and 6 "	1 90	

ADZES.		
Discount 22 1/2 per cent.		
ANVILS.		
Wright's, 80-lb. and over	0 10	0 11
Hay Budden, 80-lb. and over	0 09	0 10
Brook's, 80-lb. and over	0 11	0 12

APPLE PARERS.		
Woodyatt Hudson, per doz., net	\$ 50	
AUGERS.		
Gilmour's, discount 60 per cent. off list.		
AXES.		
Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, " "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes		10 00
Red Ridge, boys', handled	\$ 75	
" hunters'	5 25	
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.		
Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00
BELLS.		
Hand.		
Brass, 60 per cent.		
Nickel, 55 per cent.		
Cow.		
American make, discount 63 1/2 per cent.		
Canadian, discount 45 and 50 per cent.		
Door.		
Gongs, Sargent's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		
Farm.		
American, each	1 35	3 00
House.		
American, per lb.	0 35	0 40

BELTING.		
Extra, 60 per cent.		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		
BITS.		
Auger.		
Gilmour's, discount 60 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings' Gen., net list.		
Car.		
Gilmour's, 47 1/2 per cent.		
Expansive.		
Clark's, 40 per cent.		
Gimlet.		
Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20
BLIND AND BED STAPLES.		
All sizes, per lb.	0 07	0 12

BOLTS AND NUTS		
Carriage Bolts, common (\$1 list	Per cent.	
" " 1/2 and smaller	60 and 10	
" " 7-16 and up	55 and 5	
" " full size (\$2.40 list)	60	
" " Norway Iron (\$3 list)	60	
Machine Bolts, all sizes, 1/2 and less	55	
Machine Bolts, 7-16 and up	55 and 5	
Plough Bolts	55 and 5	
Blank Bolts	55 and 5	
Bolt Ends	55 and 5	
Sleigh Shoe Bolts	70	
Coach Screws, cone point	70 and 5	
Nuts, square, all sizes, 40 per lb. off.		
Nuts, hexagon, all sizes, 40c per lb. off.		
Stove Rods per lb., 5 1/2 to 60.		

BOOT CALKS.		
Small and medium, ball	per M.	4 25
Small heel	"	4 50
BRIGHT WIRE GOODS.		
Discount 62 1/2 per cent.		
BUTCHERS' CLEAVERS.		
German	per doz.	6 00 9 00
American	"	12 00 18 00

BUILDING PAPER, ETC		
Tarred Felt, per 100 lb.		1 85
Ready roofing, 2-ply, not under 45 lb. per roll		0 90
Ready roofing, 3-ply, not under 65 lb. per roll		1 15
Carpet Felt	per ton	45 00
Heavy Straw Sheathing	per ton	35 00
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	" 400 "	0 50
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 400 "	1 00
Oiled	" 400 "	0 70
Root Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80 0 80
Slater's felt	per roll	0 60

BULL RINGS.		
Copper, \$1.30 for 2 1/2-inch, and \$1.70		
BUTTS.		
Wrought Brass, net revised list.		
Cast Iron.		
Loose Pin, discount 60 per cent.		
Wrought Steel.		
Fast Joint, discount 70 to 70 and 5 per cent.		
Loose Pin, discount 70 to 70 and 5 per cent.		

CARPET STRETCHERS.		
American	per doz.	1 00 1 50
Bullard's	"	6 50

CASTORS.		
Bed, new list, discount 55 to 57 1/2 per cent.		
Plate, discount 52 1/2 to 57 1/2 per cent.		

CATTLE LEADERS.		
Nos. 32 and 33	per gross	50 \$ 50

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65
Red	"	0 05 0 06
Crayon	per gross	0 14 0 18

CHISELS.		
Socket, Framing and Firmer.		
Broad's, discount 70 per cent.		
Warnock's, discount 70 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

CLOTHES REELS.		
Davis Clothes Reels, dia. 40 per cent.		
PLANE IRONS.		
English	per doz.	2 00 5 00
PLIERS AND NIPPERS.		
Button's genuine, per doz. pairs, discount 37 1/2 to 40 per cent.		
Button's imitation	per doz.	5 00 9 00
" man	"	0 60 0 66

PRESSED SPIKES.		
Discount 20 per cent.		
PULLEYS.		
Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33



# A Profitable Investment

is made when you lay in a stock of Paterson's Building Papers and Wire Edged Ready Roofing. These goods have the Quality and Reputation that make them popular with your customers.

**The Paterson Mfg. Co., Limited**  
Toronto and Montreal.

<b>CONDUCTOR PIPE.</b>		<b>GAUGES.</b>		<b>HOES.</b>		<b>Padlocks.</b>	
Plain or Corrugated.		Marking, Mortise, Etc.		Garden, Mortar, etc., discount 60 per cent.		English and Am. .... per doz. 0 50 6 00	
2-inch .....	per 100 feet 3 00	Stanley's discount 50 to 55 per cent.		Planter..... per doz. 4 00 4 50		Eagle, discount 20 to 25 per cent.	
3 " .....	" " 4 00	Wire Gauges.		<b>HOLLOW WARE</b>		<b>MACHINE SCREWS.</b>	
4 " .....	" " 5 25	Winn's, Nos. 26 to 33 .... each 1 65 2 40		Tinned cast, 35 per cent		Iron and Brass.	
5 " .....	" " 6 75	<b>GILLET'S POWDERED LYE.</b>		<b>HOOKS.</b>		Flat head, discount 25 per cent.	
<b>COPPER AND NICKEL WARE.</b>		1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.		Cast Iron.		Round head, discount 20 per cent.	
Copper boiler, kettles, teapots, etc., 45 per cent.		<b>HALTERS.</b>		Bird cage..... per doz. 0 50 1 10		<b>MALLETS.</b>	
Copper pitta, 35 per cent		Rope, 1-inch ..... per gross ..... 9 00		Clothes line, No. 61.. " 0 00 0 70		Tin Smiths'..... per doz. 1 25 1 50	
<b>CRADLES, GRAIN.</b>		Rope, 1 to 1 1/2-inch " ..... 12 00		Harness..... " 0 60 12 00		Carpenters', hickory, " 1 25 3 75	
Canadian, discount 20 to 25 per cent.		Rope, 1 to 1 1/2-inch " ..... 14 00		Hat and coat ..... per gro. 1 10 10 00		Lignum Vitae, " 3 85 5 00	
<b>CROSSCUT SAW HANDLES.</b>		Leather, 1-inch..... per doz. 4 00		Chandelier ..... per doz. 0 50 1 00		Caulking, each ..... 0 60 2 00	
S. & D., No. 3..... per pair 0 15		<b>HAMMERS.</b>		<b>Wrought Iron.</b>		<b>MATTOCKS.</b>	
S. & D., " 5..... " 0 22 1/2		Nail		Wrought hooks and staples Canadian discount 60 per cent.		Canadian..... per doz. 5 50 6 00	
S. & D., " 6..... " 0 15		Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.		<b>Wire.</b>		<b>MEAT CUTTERS.</b>	
Boynton pattern..... " 0 20		Tack.		Hat and coat, discount 60 per cent.		American, discount 3 1/2 per cent.	
<b>DOOR SPRINGS.</b>		Magnetic ..... per doz. 1 10 1 20		Belt ..... per 1,000 ..... 0 60		German, 15 per cen	
Forrey's Rod..... per doz. .... 1 75		Sledge.		Screw, bright, discount 62 1/2 per cent.		Gem ..... each .... 1 15	
Coil, 9 to 11 in. .... " 0 95 1 65		Ball Pean.		<b>HORSE NAILS.</b>		<b>MILK CAN TRIMMINGS.</b>	
English ..... " 2 06 4 00		canadian..... per lb. 0 07 0 08 1/2		'O' brand, 40, 10 and 7 1/2 per cent. off list (Oval head)		Discount 25 per cent.	
<b>DRAW KNIVES.</b>		English and Canadian, per lb. 0 22 0 25		M.R.M.'Co. brand, 55 per cent.		<b>NAILS.</b>	
Coach and Wagon, discount 70 per cent. new list.		<b>HANDLES.</b>		'Monarch,' 50 and 7 1/2 per cent.		Cut.	
Carpenters' discount 70 per cent.		Axe, 2nd growth, per doz. net 3 00 4 00		'Peerless' 50 per cent. dis.		Wire	
<b>DRILLS.</b>		Store door..... per doz. 1 00 1 50		<b>HORSESHOES.</b>		2d..... 3 40 3 25	
Hand and Breast.		<b>Fork.</b>		M.R.M.'Co. brand, base..... 3 65		3d..... 3 05 2 80	
Millar's Falls, per doz., net list.		C. & B., discount 40 per cent., revised list.		Add 15c. Toronto, Hamilton, Guelph.		4 and 5d..... 2 80 2 65	
<b>DRILL BITS.</b>		Hoe.		<b>JAPANNED WARE.</b>		6 and 7d..... 2 70 2 55	
Morse, discount 37 1/2 to 40 per cent.		U. & B., discount 40 per cent., revised list.		Discount 50 per cent.		8 and 9d..... 2 55 2 40	
Standard, discount 50 and 5 to 55 per cent.		Saw.		<b>PICKS.</b>		10 and 12d..... 2 50 2 35	
<b>FAUCETS.</b>		Plane.		Star..... per doz. 3 00 3 25		16 and 20d..... 2 45 2 30	
Common, cork-lined, discount 35 per cent.		American..... per gross 3 15 3 75		Lock, Canadian dis. 40 to 40 and 10 per cent.		30, 40, 50 and 60d (base)..... 2 40 2 35	
<b>ELBOWS (stovepipe.)</b>		Hammer and Hatchet.		Cabinet trunk and padlock		F.O.B. Toronto.	
5 and 6-inch, common..... per doz. 1 32		Canadian, discount 40 per cent.		American..... per gross ..... 0 60		Steel cut nails 10c. extra.	
7-inch..... " 1 48		<b>HANGERS.</b>		<b>KEYS.</b>		Miscellaneous wire nails, discount 75 per cent	
Polished, 15c. per dozen extra.		doz. pairs.		Lock, Canadian dis. 40 to 40 and 10 per cent.		Coopers' nails, discount 30 per cent.	
<b>ESCUTCHEONS.</b>		Steel barn door..... 8 00 10 00		Cabinet trunk and padlock		<b>NAIL PULLERS.</b>	
Discount 50 and 10 per cent., new list		Stearns, 4-inch ..... 4 50		American..... per gross ..... 0 60		German and American ..... 85 50	
<b>ESCUTCHEON PINS.</b>		Zenith..... 9 00		<b>KNOBES.</b>		No. 1..... 85	
Iron, discount 40 per cent.		Lape's covered		Door, japanned and N.P., per doz. .... 1 50 2 50		No. 1573..... 75	
<b>FACTORY MILK CANS.</b>		No. 11, 5-foot run ..... 8 40		Bronze, Berlin..... per doz. 2 75 3 25		<b>NAIL SETS.</b>	
Discount off revised list, 40 per cent.		No. 11 1/2, 10-foot run ..... 10 80		Bronze, Genuine " ..... 6 00 9 00		Square, round and octagon, per gross..... 3 38	
<b>FILES AND RASPS.</b>		No. 12, 10-foot run ..... 12 60		Shutter, porcelain, F. & L. screw ..... 1 30 2 00		Diamond ..... 1 00	
Great Western..... 70 and 10 per cent.		No. 14, 15-foot run ..... 21 00		White door knobs..... per doz. .... 2 00		<b>POULTRY NETTING.</b>	
Arade..... 70 " 10 "		Steel, covered..... 4 00 11 00		<b>HAY KNIVES.</b>		2-in. Mesh, 19 w.g., dis. 60 per cent.	
Kearney & Foot..... 70 " 10 "		" track, 1 x 3-16 in(100 ft) ..... 3 75		Net prices.		2-in. Mesh 16 w.g. 60 per cent.	
Diaston &..... 70 " 10 "		" 1 1/2 x 3-16 in(100 ft) ..... 4 75		Discount, 60 per cent.		Smaller than 2 in. dis. 55 per cent.	
American..... 70 " 10 "		<b>HARVEST TOOLS.</b>		<b>LAMP WICKS.</b>		<b>OAKUM.</b>	
J. Barton Smith..... 70 " 10 "		Discount 60 per cent.		Cold Blast..... per doz. 4 50		U. S. Navy ..... per 100 lb. .... 6 75	
McClellan..... 70 " 10 "		S. & D. lawn rakes, Dunn's, 40 off.		No. 3, "Wright's"..... " 8 50		Plumbers ..... " 3 00	
Eagle..... 70 " 10 "		" sidewalk and stable scrapers, 40 off.		Ordinary, with O burner. .... 4 00		<b>OILERS.</b>	
Nicholson, 60 and 10 to 60, 10 and 5		" Maple Leaf and Premiums saw sets, 40 off.		Dashboard, cold blast..... " 9 00		McClary's Model galvanized oil can, with pump, 5 gallon, per dozen ..... 10 00	
Royal..... 80		" saw swages, 40 off.		No. 0 ..... " 5 75		Davidson oilers, discount 40 per cent.	
Globe..... 70 to 75 "		<b>HATCHETS.</b>		Japanning, 50c. per doz. extra.		Zinc and tin, discount 50, 50 and 10 per cent.	
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		Canadian, discount 40 to 42 1/2 per cent.		<b>LAWN MOWERS FOR 1906.</b>		Copper ..... per doz. 1 25 3 50	
Jowitt's, English list, 25 to 27 1/2 per cent.		Shingle, Red Ridge 1, per doz..... 4 40		Woodyatt 12 to 20-in. cut..... \$ 3 95 to \$ 5 00		Brass..... " 1 50 3 50	
Nicholson File Co.'s "Simphony" file handle, per gross 85c. to \$1.50.		2, " ..... 4 85		Star, 12 to 16-in cut ..... 2 75 to 3 05		Malleable, discount 25 per cent	
<b>GLASS.</b>		Barrel, Underhill..... 5 00		Daisy, all sizes..... " 2 50		<b>GALVANIZED PAIRS.</b>	
Window. Box Price.		<b>HAT ENAMEL.</b>		Woodvatt ball bearing, 12 to 20-in 5 60 to 7 45		Duferin pattern pairs, discount 45 per cent	
Size United	Star	Henderson & Potts' "Anchor Brand"		Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.		Flaring pattern, discount 45 per cent.	
Inches.	Per	<b>HINGES.</b>		<b>Horae Lawn Mowers, "Special.</b>		Galvanized washtubs, discount 45 per cent.	
Under 26..... 100 ft. 100 ft.	Per	Blind, Parker's, discount 60 per cent.		Discount, 40 per cent., with freight concessions in quantity shipments.		<b>PIECED WARE.</b>	
26 to 40..... \$4 25	86 25	Heavy T and strap, 4-in., per lb..... 0 06 1/2		<b>LEMON SQUEEZERS.</b>		Discount 40 per cent off list, June, 1899.	
41 to 50..... 5 10	7 50	" 5-in., " ..... 0 06 1/2		Porcelain lined..... per doz. 2 20 5 60		10-qt. flaring sap buckets, discount 40 per cent	
51 to 60..... 5 35	8 50	" 6-in., " ..... 0 06		Galvanized..... " 1 87 3 85		6, 10 and 14-qt. flaring pails dis. 40 per cent.	
61 to 70..... 5 75	9 75	" 8-in., " ..... 0 06 1/2		King, glass..... " 2 75 2 90		Creamer cans, discount 40 per cent.	
71 to 80..... 6 25	11 00	" 10-in., " ..... 0 06 1/2		King, wood..... " 4 00 4 50		<b>PICKS.</b>	
81 to 85..... 7 00	12 50	Light T and strap, discount 65 and 5 per cent.		All glass..... " 0 50 90		Per dozen ..... 6 00 9 00	
86 to 90..... 15 00		Screw hook and hinge—		<b>LOCKS.</b>		<b>PICTURE NAILS.</b>	
91 to 95..... 20 50		6 to 10 in..... per 100 lb. .... 4 50		Canadian, 0 to 50 and 10 per cent.		Porcelain head ..... per gross 1 35 1 50	
96 to 100..... 20 50		12 in. up..... " 3 25		Russell & Erwin, steel rim ..... per doz.		Brass head..... " 0 40 1 00	
101 to 105..... 24 00		Spring, Woodyatt pattern, per gro. No. 5, \$17.50; No. 10, \$18; No. 20, \$10.80; No. 30, \$12.20; No. 51, \$19; No. 59, \$27.50.		Eagle, discount 30 per cent.		<b>PICTURE WIRE.</b>	
106 to 110..... 27 50		<b>HAT ENAMEL.</b>				Tin and gilt, discount 75 per cent.	
For less than 100 feet of one size, pane list less 33 1/2. Terms 90 days net 24 30 days.		<b>HINGES.</b>				1 pint in tins ..... per gross ... 7 80	



# METALS

**TINPLATES—Cokes and Charcoal**
**LYDBROOK, ELYN, GRAFTON, ETC.**
**CANADA PLATES—Black and Galvanized**
**GALVANIZED SHEETS—"Sword and Torch"**
**TERNE PLATES—"Dean," Etc.**
**BLACK SHEETS**
**POLISHED SHEETS**
**MACHINERY STEEL**
**SINGLE REELED, DOUBLE REELED AND SMOOTH FINISH**
**SUMMERLEE PIG IRON**
**FOR IMPORT**
**WHOLESALE BUYERS**
**J. A. HENDERSON,**
**MONTREAL**

<b>PUNCHES.</b>			<b>SASH WEIGHTS.</b>			<b>STAPLES.</b>			<b>Columbia Hardware Co.</b>		
Saddlers .....	per doz.	1 00	1 85	Sectional.....	per 100 lb.	2 00	2 25	Galvanized .....	3 00	Blacksmiths' (discount) 60 per cent.	
Conductors.....	3 00	15 00		Solid .....	1 50	1 75		Plain .....	2 80	parallel (discount) 45 per cent.	
Fanners, solid.....	perset	0 72		<b>SASH CORD.</b>				Coopers, discount 45 per cent.		<b>ENAMELLED WARE.</b>	
" hollow.....	per inch	1 00		Per lb.....	0 31			Poultry netting staples, discount 40 per cent.		White, Princess, Turquoise, Blue and White	
<b>RAKES.</b>				<b>SAW SETS.</b>				<b>STOCKS AND DIES.</b>			
Wood.....	per doz. net	1 20	up	Lincoln and Whiting .....	4 75			American discount 25 per cent.		Diamond, Famous, Premier, discount 50 and	
<b>RAZORS.</b>				Hand Sets, Perfect .....	4 00			<b>STONE.</b>			
Elliot's .....	4 00	18 00		X-Cut Sets, .....	7 50			Washita .....	per lb.	0 28	0 60
Geo. Butler's & Co.'s.....	4 00	18 00		<b>SCALES.</b>				Hindostan .....	"	0 06	0 07
Boker's .....	7 50	11 00		Gurney Standard, 40 per cent.				slip .....	"	0 09	0 09
" King Cutter .....	13 50	18 50		Gurney Champion, 50 per cent.				Labrador .....	"	0 13	0 13
Wade & Butcher's.....	3 60	10 00		Burrow, Stewart & Milne--				Axe .....	"	0 15	0 15
Wilkinson's.....	12 50	15 00		Imperial Standard, discount 40 per cent.				Turkey .....	"	0 50	0 50
Carbo Magnetic.....	10 75			Weight Beams, discount 35 per cent.				Arkansas .....	"	1 50	1 50
Griffon Barber's Favorite .....	13 00			Champion Scales, discount 50 per cent.				Water-of-Ayr .....	"	0 10	0 10
Griffon Safety Razors.....	13 50			Fairbanks standard, discount 35 per cent.				Scythe .....	per gross	3 50	5 00
Griffon Stropping Machines.....	13 50			" Dominion, discount 55 per cent.				Grind, 40 to 200 lb., per ton .....		25 00	25 00
Lewis Bros "Klean Cutter" .....	8 50	10 50		" Richelieu, discount 55 per cent.				" under 40 lb., .....		28 00	28 00
Hindoo .....	10 50	14 00		Warren's new Standard, discount 40 per cent.				" 200 lb. and over .....		31 00	31 00
Orgateom's Swedish.....	3 50	10 00		" Champion, discount 50 per cent.				<b>STOVEPIPES.</b>			
Henckel's .....	7 50	20 00		" Weighbeams, discount 35 per cent.				5 and 6 inch, per 100 lengths .....		7 00	7 00
Clauss, 50 and 10 per cent.				<b>SCREW DRIVERS.</b>				7 inch.....		7 50	7 50
Clauss Strops, 50 and 10 per cent.				Sargent's .....	per doz.	0 65	1 00	<b>TACKS, BRADS, ETC.</b>			
<b>REGISTERS.</b>				<b>SCREEN DOORS.</b>				Carpet tacks, blue .....	80 and 15		
<b>RIVETS AND BURNS.</b>				Common doors, 2 or 3 panel, walnut				" "tinned.....	80 and 20		
<b>New List.</b>				stained, 4-in. style.....	6 50			" (in kegs).....	40		
Iron Rivets, black and tinned, 60 and 10 and				Common doors, 2 or 3 panel, yellow and				Cut tacks, blue, in dozens only	80		
10 per cent.				green stained, 4-in. style.....	6 75			" 2 weights .....	60		
Iron Burns, discount 60 and 10 and 10 p.c.				Common doors, 2 or 3 panel, in natural				Swedes cut tacks, blue and tinned--	80 and 10		
Copper Rivets, with usual proportion burns, 40				colors, oil finish .....	8 75			In bulk .....	80 and 10		
per cent.				3-in. style 20c. per dozen less.				In dozens .....	85		
Copper Burns only, discount 30 per cent.				<b>SCREWS.</b>				Swedes, upholsterers', bulk.....	12½ and 12		
Extras on Tinned or Coppered Rivets, ½-lb.				Wood, F. H., bright and steel, discount 87½				brush, blue and tinned	70		
packages 1c. per lb.; ½-lb. packages 2c. lb.				per cent.				bulk .....	75 and 12½		
<b>RIVET SETS.</b>				Wood, E. H., bright, dis. 82½ per cent.				Swedes, gimp, blue, tinned and	75 and 12½		
Canadian, discount 35 to 37½ per cent.				" F. H., brass, dis. 80 per cent.				apanned.....	75 and 12½		
<b>ROPE, ETC.</b>				" E. H., " dis. 75 per cent.				Zinc tacks .....	35		
Sisal.....	0 10½			" F. H., bronze, dis. 75 per cent.				Leather carpet tacks.....	55		
Pure Manila .....	0 15			" R. H., " dis. 70 per cent.				Copper tacks.....	50		
"British" Manila.....	0 11½			Drive Screws, dis. 87½ per cent.				Copper nails .....	52½		
Cotton, 3-16 inch and larger .....	0 21	0 23		Bench, wood .....	per doz.	3 25	4 00	Trunk nails, black .....	65 and 5		
" 5-32 inch .....	0 25	0 27		" iron .....	4 25	5 00		Trunk nails, tinned.....	65 and 10		
" ¼ inch .....	0 25	0 16		Set, case hardened, dis. 60 per cent.				Clout nails, blue .....	65 and 5		
Russia Deep Sea .....	0 09			Square Cap, dis. 50 and 5 per cent.				Chair nails.....	35		
Jute.....	0 10			Hexagon Cap, dis. 45 per cent.				Patent brads.....	40		
Lath Varn, single .....	0 10½			<b>SCYTHES.</b>				Fine finishing.....	40		
" double .....	0 10½			Per doz. net.....	6 00	9 00		Lining tacks, in papers.....	10		
Sisal bed cord, 48 feet.....	per doz.	0 65		<b>SCYTHE SNATHS.</b>				" "in bulk.....	15		
" 60 feet.....	"	0 80		Canadian, discount 40 per cent.				" "solid heads, in bulk	75		
" 72 feet.....	"	0 95		<b>SHEARS.</b>				Tufting buttons, 22 line, in doz-	60		
<b>RULES.</b>				Clauss, nickel, discount 80 per cent.				ens only .....	5		
Boxwood, discount 70 per cent.				Clauss, Japan, discount 67½ per cent.				Zinc glaziers' points .....	90 and 10		
Ivory, discount 20 to 25 per cent.				Clauss, tailors, discount 40 per cent.				Double pointed tacks, papers.....	90 and 10		
<b>SAD IRONS.</b>				Seymour's, discount 50 and 10 per cent.				" "bulk.....	40		
Mrs. Potts, No. 55, polished.....	per set	0 75		<b>SHOVELS AND SPADES.</b>				Clinch and duck rivets.....	45		
" No. 50, nickle-plated.....	"	0 80		Canadian, discount 45 per cent.				<b>TAPE LINES.</b>			
Common, plain.....	4 50			<b>SINKS.</b>				English, ass skin.....	per doz.	2 75	5 00
" plated .....	5 50			Cast iron, 16 x 24.....	0 85			English, Patent Leather.....	5 50	9 75	9 75
<b>SAND AND EMERY PAPER.</b>				" 18 x 30.....	1 00			Chesterman's.....	each	0 90	2 85
B. & A. sand, discount, 40 and 5 per cent.				" 18 x 36.....	1 40			" steel.....	each	0 80	8 00
Emery, discount 40 per cent.				<b>SNAPS.</b>				<b>TINNERS' SNIPS.</b>			
Garnet (Burton's), 5 to 10 per cent. advance				Harness, German, discount 25 per cent.				Per doz.....	3 00	15 00	
on list.				Lock, Andrews' .....	4 50	11 50		Clauss, discount 35 per cent.			
<b>SAP SPOUTS.</b>				<b>SOLDERING IRONS.</b>				<b>THERMOMETERS.</b>			
Bronzed iron with hooks .....	per 1,000	7 50		1, 1½-lb.....	per lb.	0 37		Tin case and dairy, 75 to 75 and 10 per cent.			
"Eureka" tinned steel, hooks .....	"	8 00		2-lb. or over .....	0 34			Traps (steel.) .....			
<b>SAWS.</b>				<b>SQUARES.</b>				Game, Newhouse, discount 25 per cent.			
Hand, Disston's, discount 12½ per cent				Iron, No. 492 .....	per doz.	1 90	2 25	Game, H. & N. P. S. & W., 45 and 5 per cent.			
S. & D., discount 40 per cent.				" No. 493 .....	2 40	2 55		Game, steel, 60 and 5 per cent.			
Crosscut, Disston's.....	per foot	0 35	0 55	" No. 494 .....	3 25	3 40		<b>TROWELS.</b>			
S. & D., discount 35 per cent. on Nos. 2 and 3.				Steel, discount 50 and 5 to 65 per cent.				Liaston's, discount 10 per cent.			
Hack, complete .....	each	0 75	2 75	Try and Bevel.....	discount 50 to 52½ per cent.			German .....	per doz.	4 75	00
" frame only.....	each	0 50	1 25	<b>STAMPED WARE.</b>				S. & D., discount 35 per cent.			
S. & D. solid tooth circular shingle, concave				Plain, discount 75 and 12½ per cent. off re-				<b>TWINES.</b>			
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cross-cut, discount 35 per cent.				<b>WIRE FENCING.</b>				Mattress .....	per lb	0 33	0 45
" hand saws, butcher, disc't 40 per cent				Galvanized barb.....	2 75			Staging.....	"	0 27	0 35
compass, pruning and back, discount				Galvanized, plain twine.....	2 75			<b>WIRE CLOTH.</b>			
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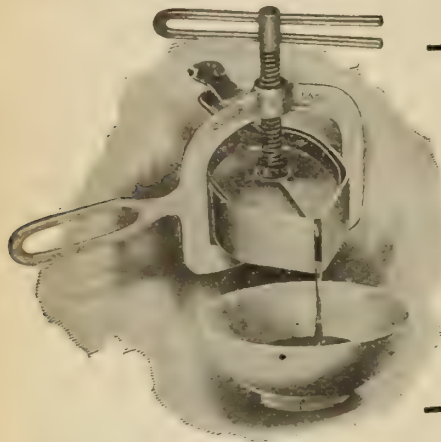
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• • •

## American Sanitary Plumbing.

By J. J. Lawler.

For plumbers, steam fitters, architects, builders, apprentices, etc. Containing practical information of all the principles involved in the mechanics and science of modern plumbing, illustrating with original sketches the fundamental principles of everything the plumber should know. Everything explained in the most simple language, so that it will be impossible to misunderstand anything.

Large 12mo, cloth, post paid, - - \$2

## Steam and Hot Water Fitters' Text Book.

A book prepared for the Steam and Hot Water Heating Course at the New York Trade School, with supplementary chapters on house heating, specifications and surface estimating; by Thos. E. McNeill.

This book will be appreciated by those who wish to master the principles of steam and hot water heating. The definitions in the beginning deal with the appliances, and little by little the reader is led on until at the close he is informed how to figure surfaces, lay out plans and install heating apparatus with the necessary piping.

140 pages; numerous illustrations and diagrams; 5 x 7 inches.

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## Plumbing and House Draining Problems

A selection of articles for practical plumbers.

This volume provides reliable and practical information for ready reference and assistance to plumbers who are confronted by problems with which they have had no previous experience. One-half of the edition is devoted to new problems and special articles. This book will prove a valuable reference in any plumber's library.

297 pages; 6 x 9 inches; 146 illustrations.

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## Practical Gas Fittings.

Describing how to run mains, lay pipes and put up gas fixtures. 116 pages; 54 illustrations; 5½ x 8 inches.

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## Practical Hints on Joint Wiping.

A book containing articles on practical joint wiping for beginners in plumbing, with an appendix giving a selection of practical letters and articles.

66 pages; 5½ x 8; 41 illustrations.

Paper, post paid, - - 25c.

Send for Full List of Books.

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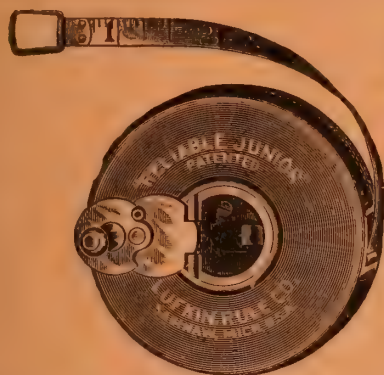


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Bars in Flats, Rounds, Squares,  
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GOOD QUALITY. PROMPT SHIPMENT.

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Steel, Metallic, Linen, Pocket, Ass Skin,  
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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

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Don't allow your catch to escape because caught in a poor trap. GENUINE NEWHOUSE trap will hold the game and earn its extra cost several times in a season.



### Newhouse Steel Traps

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Made Since 1848 by

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Hooks, Flies,  
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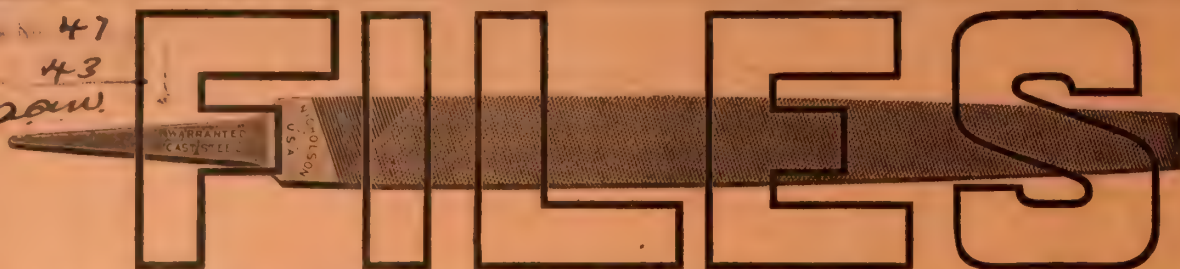


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HARDWARE AND METAL

January 6, 1906

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Motto  
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1906



Standard of Excellence ∴ Unsurpassed Value ∴ Prompt Shipments

Thirty-Five Years  
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A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

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Send us your specifications  
and we will quote you lowest  
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**SADLER & HAWORTH**  
"Extra" "Standard"  
**HIGH - CLASS**  
It wears long and  
never breaks.  
Perfect Belting.  
**LEATHER - BELTING**  
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WAREHOUSES & FACTORIES  
AT  
**MONTREAL and TORONTO.**



CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain, United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Heating and  
Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 13, 1906

NO. 2.

ANVILS  
**HENRY BOKER** BITS  
MANUFACTURER  
OF  
**ARROW BRAND**  
REGISTERED TRADE MARK  
**HARDWARE** VICES  
SPECIALITIES OF ALL DESCRIPTIONS  
FOR SALE BY LEADING WHOLESALE HOUSES.

## A GOOD START

This year begins with a larger tonnage booked for Canada than ever before at this season of "Queen's Head" and "Fleur de Lis," the popular brands.

JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.

## LAWN MOWERS THAT SELL

The selling quality of Lawn Mowers is so important to you that the salable points of different machines should be well considered before you order. Our

# Lawn Mowers

strikingly illustrate the principle that to produce the best mowers you must have the best methods and the best material—two factors, more than any others, that influence sales.

The **Cylinders** in our machines are manufactured from the most expensive steel procurable. All the **castings** are machine made; therefore of one size and uniform. Every part of our mowers is interchangeable and easily duplicated from stock, and only skilled workmen are employed by us.

We guarantee all our Lawn Mowers and the styles are varied enough to suit every demand.

ASK YOUR JOBBER ABOUT OUR MACHINES

# Taylor-Forbes Company, Limited

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

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21 Richmond St. W., Toronto, Ont.

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Guelph, Ont.

Branch :  
9 De Bresoles St., Montreal, Que.

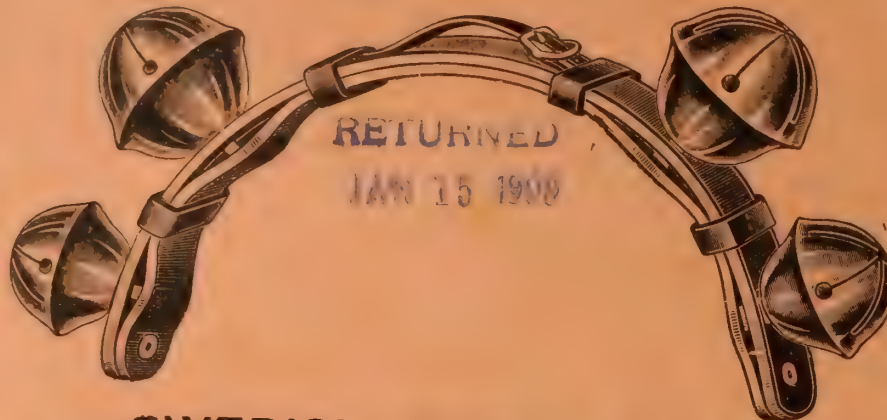
See Classified List of Advertisements on Page 79.



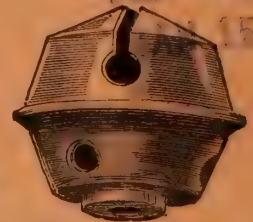
# SLEIGH BELLS



DOMED BELLS



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NEW BEVEL BELLS

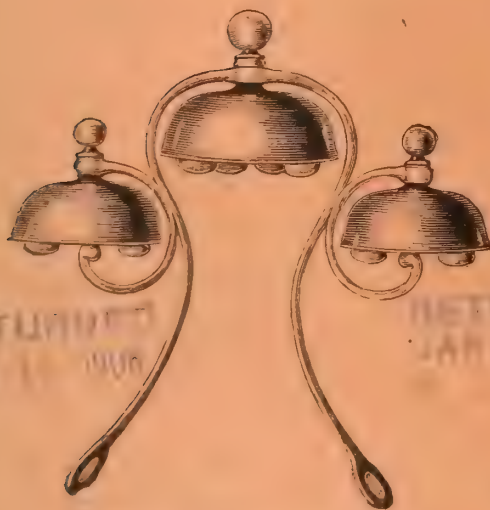
BACK STRAPS  
BODY  
TEAM  
COLLAR

BELLS

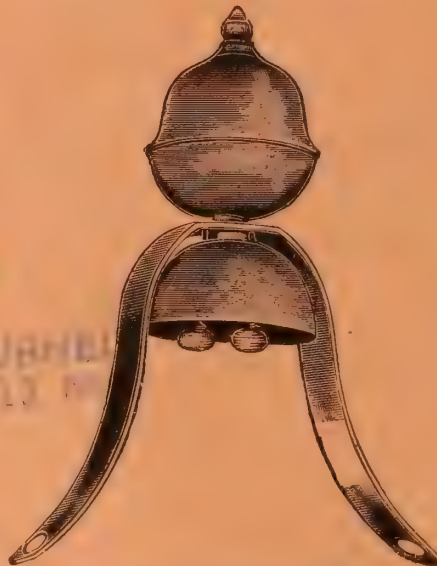


SHAFT GONGS

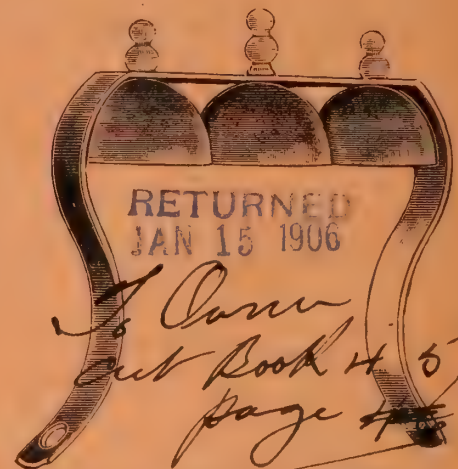
HORSE  
BLANKETS  
SURCINGLES  
SWEAT PADS



No. 80—SADDLE CHIMES



No. 78—SADDLE CHIMES



No. 76—SADDLE CHIMES

WRITE FOR PRICES

**RICE LEWIS & SON**  
LIMITED  
**TORONTO.**



This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

**PRICES:**

Hollow Ground \$2.00  
Double Concave for Extra Heavy Beards \$2.50  
Pair in Leather Case \$4.50  
Carbo-Magnetic Strop \$1.00



**NO NEW BLADES NO ANNUAL TAX  
FIRST PURCHASE PRICE THE ONLY EXPENSE**

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving," Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk or obligation** on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

## Browning Automatic Shot Gun

Also

**Full line of Single and Double-Barrel Breech Loading Guns, Winchester, Savage and Marlin Sporting Rifles**  
in all models.

**Shot and Ball Cartridges**  
in  
**Smokeless and Black Powder.**

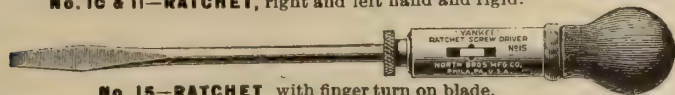
**THOS. BIRKETT & SON CO.,**  
LIMITED  
IMPORTERS AND JOBBERS OF HARDWARE  
OTTAWA, ONT.

Other Tools are very  
Good Tools, but

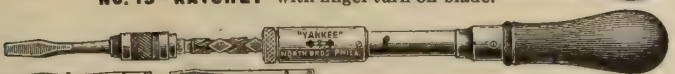
### SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.  
No. 31— " " (heavy pattern)  
No. 20— " " right hand only.



No. 12—RATCHET, with stub blade.

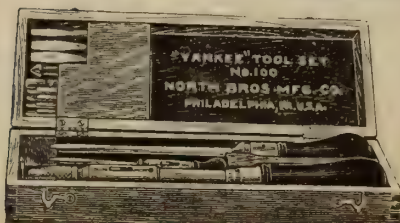
Chuck and 3 Drill Points,  
for spiral ratchet  
screw driver.



Countersink,  
for spiral ratchet  
screw driver.



No. 60—POCKET  
SCREW DRIVER.

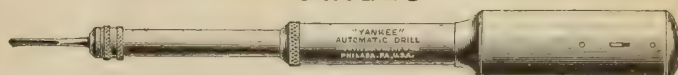


## "YANKEE TOOLS"

ARE  
BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS  
of the KIND.

### DRILLS



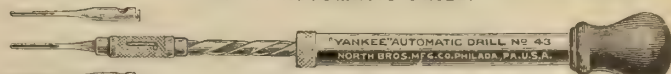
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, Pa.



# Davidson's Milk Can Trimmings



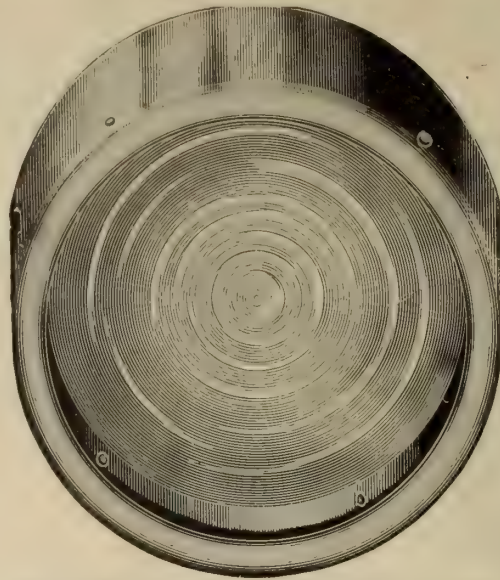
## IN COMPLETE SETS

Broad Hoop Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

## and Milk Cans with Broad Hoop Patent Roll Rim Bottoms

are in great demand and their general popularity is increasing yearly.

They give satisfaction to users and dealers alike.



Heavy Rolled Edges make our PATENT BOTTOMS doubly durable and waggon and factory floor protectors.

## IMPORTANT

The best mechanical skill obtainable is utilized to make Davidson's Milk Can Trimmings perfect in even the smallest details.

**Write for Price List.**

*Some customers do not like to send us small orders. That's a mistake. We take them, large or small. We are waiting for your order now.*

**THE THOS. DAVIDSON MANUFACTURING CO., Limited**

*Montreal and Winnipeg*

# M. & L. Samuel, Benjamin & Co.

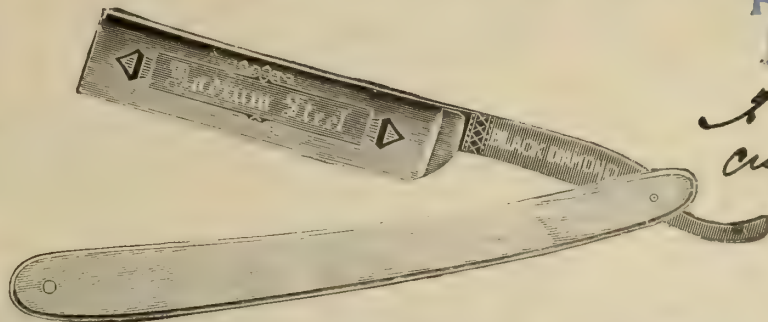
have removed their offices and warehouse to 54-56-58 Front West.

# M. & L. Samuel, Benjamin & Co.

## TORONTO



# A MONEY RAISER



RETURNED

JAN 13 1906

*A Montreal  
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page 46  
DA*

**"BLACK DIAMOND" RAZOR**

NO. 65.—5-8 INCH BLADE, SQUARE POINT, HOLLOW  
GROUND, ETCHED, WHITE CELLULOID HANDLE.

## NO HONING REQUIRED

For a first-class all-round, up-to-date razor the **"BLACK DIAMOND"** is equal to anything on the market and during the past year has had the largest sale of any line sold by a Jobbing House.

The steel used in its manufacture is the very best and is tempered by a special process. The finish, forging and grinding, produced by skilled mechanics, insuring the purchaser durability and quality.

It is set ready for use and fully warranted to shave for years without requiring honing, not to be too hard or too soft, and to be free from any imperfection.

It should be stropped on a good clean strop. A poor strop and razor paste are injurious to a good razor.

CANADIAN DISTRIBUTORS

# LEWIS BROS., LTD.

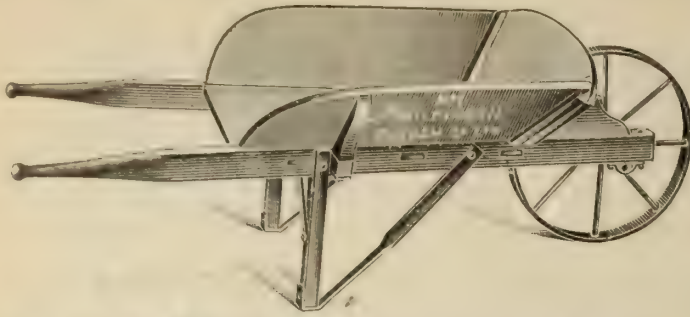
## MONTREAL

OTTAWA  
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## **WHEELBARROWS**

### **LAWN ROLLERS, SCRAPERS**

**WELL AND STRONGLY BUILT, ATTRACTIVELY PAINTED**

Garden, Stable and Contractors' Barrows of every description. Also "odd" styles for all kinds of work.

Drag and Wheel Scrapers for excavating and railway work, Lawn Rollers, large, small, balanced handle.

Full weighted and nicely finished.

We are glad to send you our catalogue and quote you prices.

**The WILKINSON PLOUGH CO., LIMITED, TORONTO, CANADA**

# **American Steel & Wire Co.**

**New York**

21 State Street.

**Montreal**

Bank of Ottawa Building.

**Chicago**

The Rookery.

**BARBED WIRE      GALVANIZED PLAIN WIRE  
PLAIN TWIST      CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

# **JOHN ROUND & SON, Limited**

Manufacturing

**GOLDSMITHS and SILVERSMITHS**

Contractors to

**H. M. ADMIRALTY & WAR OFFICE**



Tudor Works :

**SHEFFIELD, England**

and

**112 HATTON GARDEN, LONDON**

*Manufacturers of all Kinds of*

**GOLD, SILVER, ELECTRO PLATE ON  
NICKEL and BRITANNIA METAL GOODS,  
SILVER and PLATED CUTLERY, STEEL  
CUTLERY, OAK and INLAID GOODS**

WITH SILVER AND PLATED MOUNTS

Our Manufactures have a world-wide reputation of over 50 years' standing. We are the largest makers of spoons in the world.

We want to mail our Catalogues to all Canadian Dealers, will YOU send us YOUR name?

**HOTEL and SHIP'S OUTFITS**, special goods for hard wear. Special designs for all purposes supplied free.

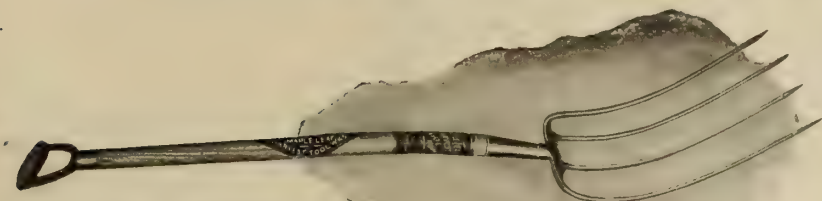
WHATEVER YOUR REQUIREMENTS ARE DROP US A LINE

**Showrooms and Warehouses : - Coristine Building, MONTREAL**

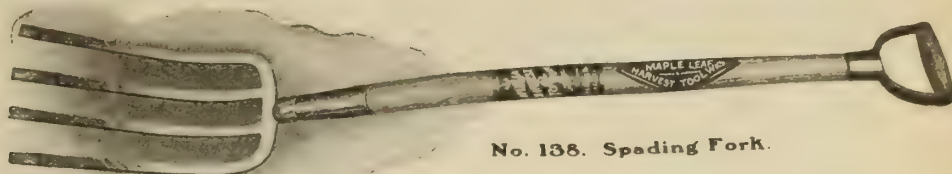


# Have You Seen Them ?

For Beauty, Finish and Quality, the  
"Maple Leaf" Harvest Tools are unexcelled.



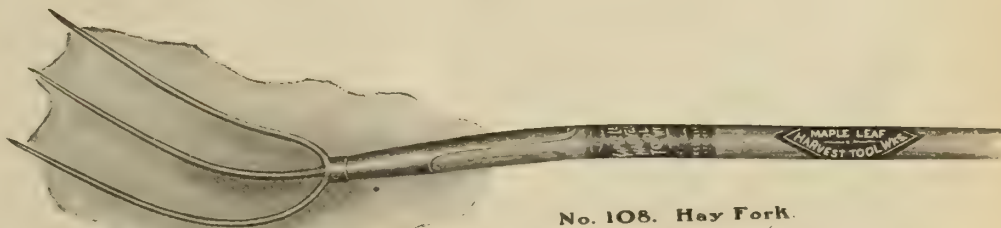
No. 122. Manure Fork



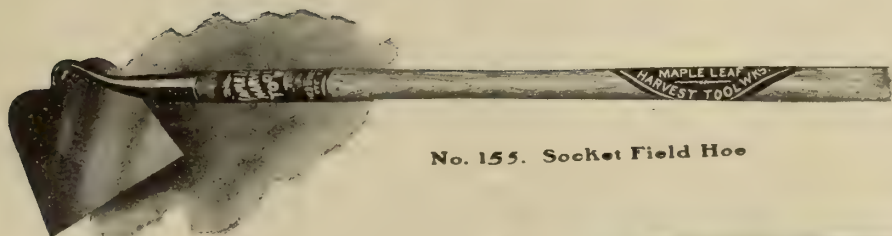
No. 138. Spading Fork.



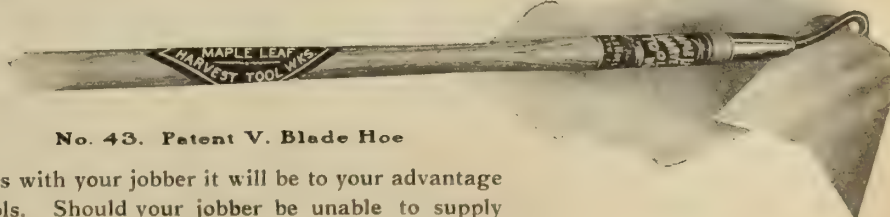
No. 243. Beet Fork



No. 108. Hay Fork.



No. 155. Socket Field Hoe



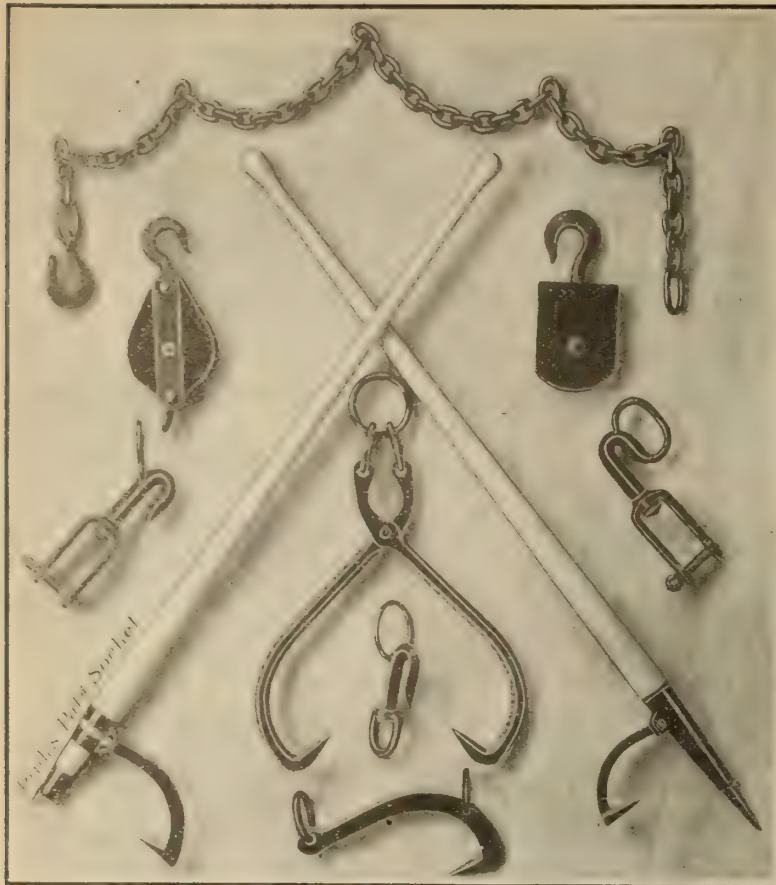
No. 43. Patent V. Blade Hoe

## TO THE HARDWARE TRADE:—

When placing your order for harvest tools with your jobber it will be to your advantage to specify for the "Maple Leaf" Harvest Tools. Should your jobber be unable to supply them, send your order to us and it will receive prompt and careful attention.

**The Maple Leaf Harvest Tool Co., Limited, Tillsonburg, Ont.**





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**  
**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**  
also **The DesJardin Patent Log Sleighs**

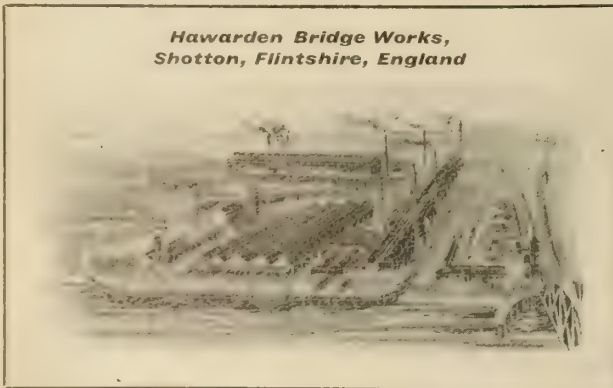
Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

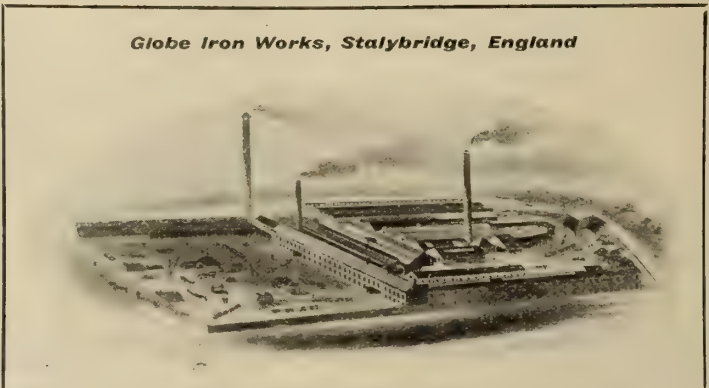
Long Distance  
Phone No. 87

# John Summers & Sons, Limited

Hawarden Bridge Works,  
Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



LARGEST  
MAKERS  
OF

## GALVANIZED SHEETS — IN ENGLAND

*One year's production from these works  
would put a girdle of Galvanized Sheets  
right around the earth.*

**Agent: F. Hankin, Montreal**



## KEEP UP THE VARIETY

of your stock.

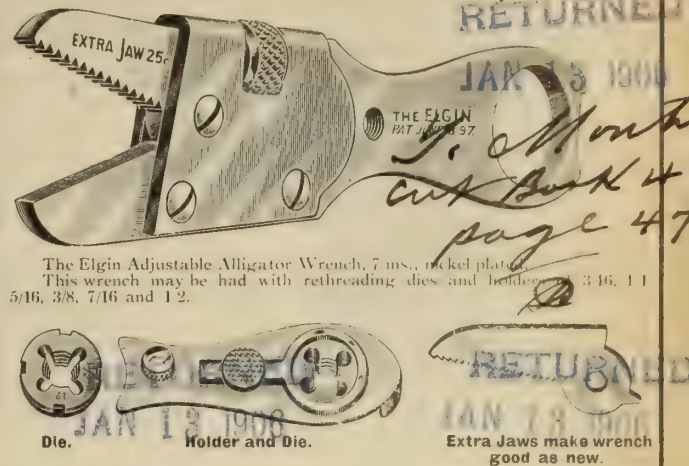
The tendency of customers to trade with you is your most valuable asset. You are making the most of this asset only when you are coming the nearest to supplying all the wants of your customers.

So long as you continue to force customers to go elsewhere for an article they reasonably expect to find in your store, you are failing to improve your opportunities to the utmost. Besides, every time you tell a customer that you do not handle an item he has called for, by thus forcing him to go elsewhere, you are helping your own customer to form the habit of trading at another store.

Sort up your stock, get a greater variety, do business the way people want it done, whether that's the way you prefer or not, and begin at once to enjoy some of the larger trade that is yours for the trying.

WE BELIEVE no other jobbing house in Canada has as large a variety of WRENCHES as ourselves.

### THESE ARE SELLERS



## Frothingham & Workman, Limited

Wholesale Hardware and Iron Merchants

FOUNDED 1809

MONTREAL, CANADA



### Here Is A Seller!

You can sell a pair of **S. & S. Cogged Scissors** to every one in your town who works with such materials as **leather, rubber, packing, linoleum and asbestos.**

The lower blade is cogged, thus holding the material in place for the sharp upper blade to cut it.

Canadian Agents

McLEAN & SOPHUS, 301 St. James Street, MONTREAL

100  
CANDLE  
POWER



1/2¢  
PER  
HOUR

### AUER GASOLINE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

### QUALITY COUNTS



That's why there are more "EAGLE MCP WRINGERS AND BUCKETS COMBINED" sold than any other make.

Are made right in every particular. Made to give perfect service and long wear.

ASK YOUR JOBBER OR WRITE US FOR PRICES.

### EAGLE COOPERAGE WORKS

CIRCLEVILLE, OHIO, U.S.A.

Sole Manufacturers.





# **FREE to DEALERS:**

***"Bristol"***

Calendar for 1906 on condition that the coupon below is properly filled out and mailed to us **attached to your business letter-head.**

This fishing scene is beautifully colored and will be admired by all who see it in your office, store or home.

Send in your name at once before our supply is exhausted.

**THE HORTON MANUFACTURING COMPANY, - BRISTOL, CONN., U.S.A.**

Do you sell Fishing Tackle? \_\_\_\_\_

Do you handle ***"Bristol"*** Steel Fishing Rods? \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

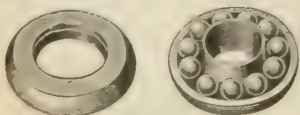
(Cut this out, attach to your letter-head and mail to The Horton Mfg. Co., Bristol, Conn.)

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

# **Stanley's Ball-Bearing Hinges**

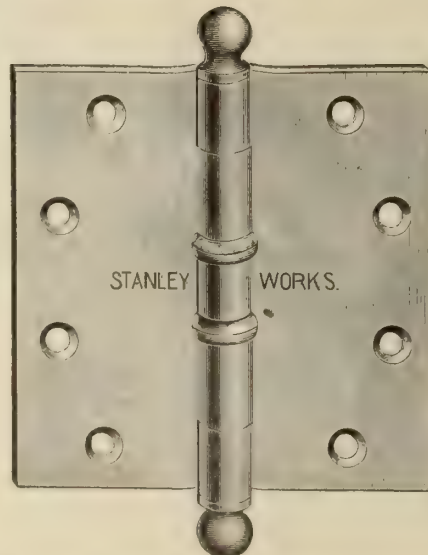
FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



**CUT OF WASHER  
FULL SIZE**

**IT IS SO CONSTRUCTED  
THAT IT WILL NOT  
COME APART  
IN USE**



**MADE IN  
WROUGHT  
BREEZE  
AND  
STEEL**

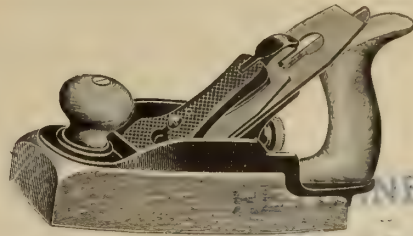
ARTISTIC BOOKLET ON APPLICATION.

**THE STANLEY WORKS, New Britain, Conn.**

FOR SALE BY LEADING JOBBERS.



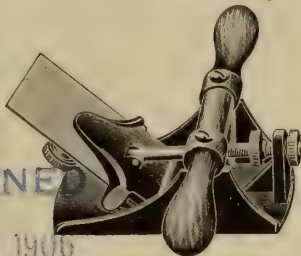
40  
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No. 12

**"STANLEY"**

stamped on a plane iron means it is the product of The Stanley Rule & Level Co., which is a guarantee that it is the **BEST PLANE IRON** made, and you can so recommend it to your customers.

Made from the best English steel, it is of equal thickness and temper throughout—conditions highly satisfactory to the man behind the plane, whose endorsement is the best advertisement.

**BAILEY'S  
Adjustable Planes**

are fitted with these irons, and during the forty years they have been on the market they have been the best sellers—evidence of their excellent qualities.

They are made for every purpose and amply fill all requirements under all conditions.

**We have 124 varieties and sizes** in stock to select from, and all orders will receive immediate and careful attention.

Write for Tool Catalogue No. 34—Free to Dealers

**Caverhill Searmont & Co.**  
MONTREAL AND WINNIPEG

ON  
STANLEY  
PLANES



No. 110

RETURNED  
JAN 13 1906



IRON SMOOTH PLANE  
Style of Nos. 1, 2, 3, 4, 4½

RETURNED  
JAN 13 1906

40  
YEARS  
BEST



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.	.
Red Cap,	600	"		"	
Tiger,	550	"		"	
Standard,	500	"		"	
Golden Crown,	500	"		"	

# Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

## BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.



Style "F"

## The Very Newest

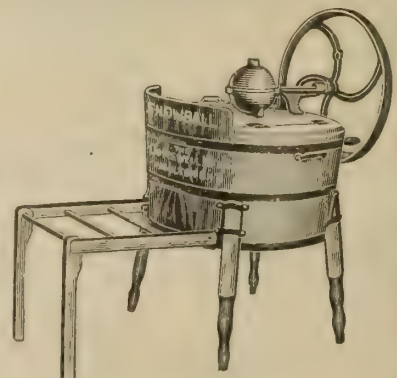
Combination, Bow Lever and Side Pedal drive; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

W. L. HALDIMAND & SON,  
MONTREAL,  
Eastern Agents

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - - ONTARIO



# **WIRE ROPE**

ALL KINDS AND SIZES AND  
FOR ALL PURPOSES

**STANDARD AND LANG'S PATENT LAY**

PRICE RIGHT

PROMPT SHIPMENTS

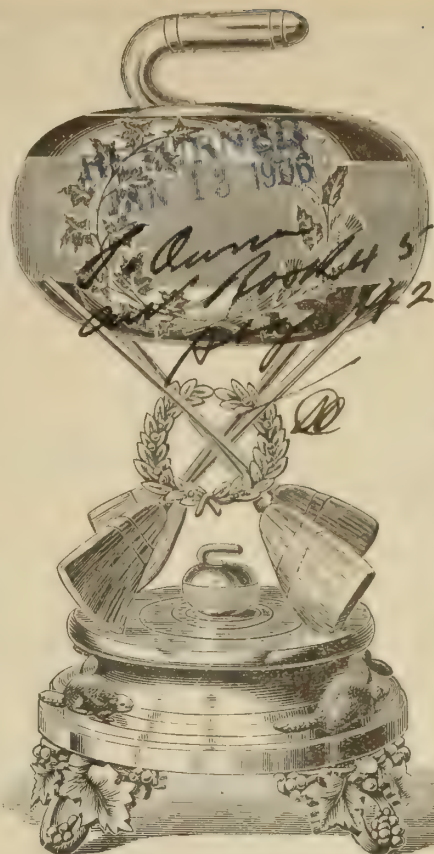
**ROPE FITTINGS**

**ROPE GREASE**

**THE B. GREENING WIRE CO.  
LIMITED**

HAMILTON, ONT.

MONTREAL, P.Q.



No. 1202—Curling Cup

E. G. GOODERHAM, Managing Director

**Trophies  
Prize Cups  
and Designs**

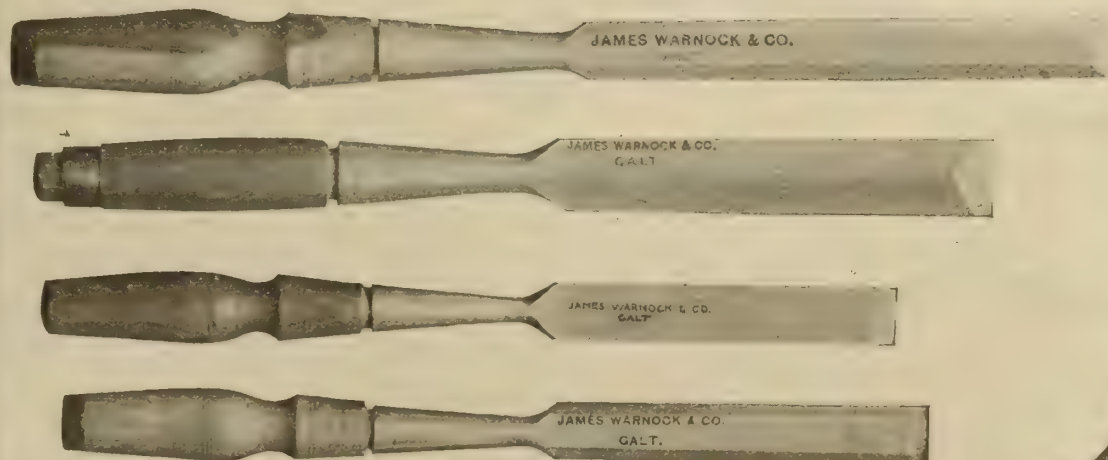
Suitable for  
Prizes for athletic competition,  
in Electro Silver  
Plate and Sterling Silver, are a  
specialty with us  
and **Catalogue  
No. 20** illustrates  
same.

If you have  
not received a  
copy write for it.

**The Toronto  
Silver Plate Co.**  
West King St. Toronto  
Canada

# **Warnock Tools**

**BEST IN THE WORLD**



**The Jas. Warnock Co., Limited. Galt, Ont.**





This design a guarantee of quality.

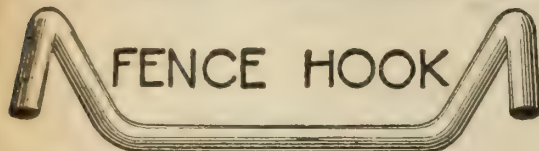
## DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER  
All grades, from the highest "Glossy Finish" to the  
rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN  
SUPPLY IT.

**CANADA PAPER CO.**  
TORONTO LIMITED MONTREAL

## GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc.

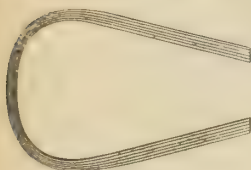
THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT.

ESTABLISHED 1867

## J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of *Hubs, Spokes, Buggy and Waggon Rims, Sleigh Runners, Shafts and Poles, etc.*



We use nothing but the very best Hickory and Oak in our stock, and we are prepared to guarantee all of our goods. We carry an exceedingly large stock on hand and will ship promptly.

Your Order Solicited.

QUEBEC AGENT:—J. A. BERNARD,  
21 St. Peter St., Quebec, P.Q.

## Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!



Sole Manufacturers—

J. P. CLABROUGH & JOHNSTONE

WORKS—

Price Street, BIRMINGHAM, ENG.

...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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### —OFFICES IN CANADA—

HALIFAX, N.S.  
OTTAWA, ONT.  
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LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Mgr. Western Canada, Toronto.

## MEND YOUR OWN BOOTS, HARNESS, ETC.

"ALL-U-WANT."



SOLE AGENTS

AWL-U-WANT CO.

79 East Front St.

TORONTO

## SCISSORS AND POCKET CUTLERY

HERBERT J. RODGERS

of Saracen House, Snow Hill, London, E.C., Eng., visits Canada in March, representing Solingen makers of scissors, razors and pocket cutlery, etc. Newest lines, competitive prices. Appointments from jobbers will be valued.

## SWEAT PADS

SEND FOR SAMPLES AND PRICES

## HORSE BLANKETS

Balance of stock clearing at reduced prices.

H. F. FALKINER

58-60 GEORGE ST.,

TORONTO.

## H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.

Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.

Files, Cast Steel, Hammers, Crucible Steel Wire.

JOS. FENTON & SONS, SHEFFIELD

Cutlery and Plated Ware.

Agent for

Norway Iron, Steel, Galvanized Iron, Chains.

Sheet Iron, Hoop Iron, Machinery

Steel, PEN-DAR Metal Lockers.

\$2 FOR THIS SMALL SUM THE \$2

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may keep posted on new openings for trade.

## The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with \$2 for a year's subscription to

## Canadian Contract Record

Toronto, Montreal, Winnipeg, and  
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Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



# DOMINION WIRE MANUFACTURING CO.

MONTREAL

AND

TORONTO

LIMITED

## BARB WIRE AND PLAIN GALVANIZED WIRE

BRIGHT AND GALVANIZED FENCE STAPLES

## — WIRE NAILS —

FLAT HEAD  
ROUND and OVAL HEAD

## SCREWS

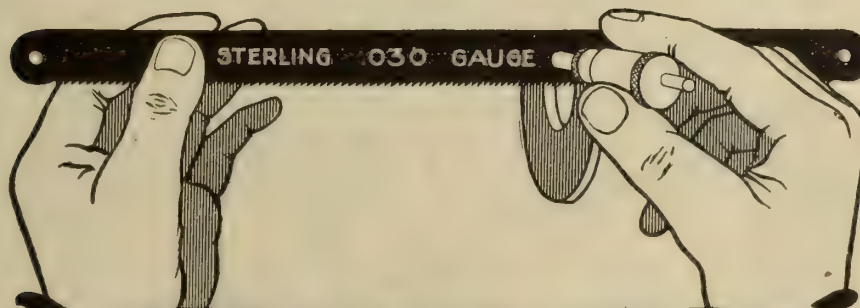
BRIGHT—BRASS  
BRIGHT and BRASS

TINNED WIRE for Mattress, Broom, Bottling and Binding

STEEL WIRE BARREL HOOPS

## COPPER AND BRASS WIRE

ALL MADE IN CANADA



### YOU SAVE MONEY IN BUYING STERLING HACK SAWS

HACK SAWS 10 and 12 INCH LONG ARE 030 GAUGE  
THICK, TOUGHER—MORE SERVICEABLE—LASTS  
LONGER THAN LIGHTER THINNER BLADES.

A LOW PRICE BRITTLE BLADE HAS NOT THE

### STERLING QUALITY

IF IT'S "STERLING"

"IT'S ALL RIGHT"

DIAMOND SAW & STAMPING WORKS, BUFFALO, N.Y. U.S.A.

## CARRIAGE SPRINGS & AXLES

**ANCHOR  
BRAND**



THE GUELPH SPRING & AXLE CO.  
LIMITED  
GUELPH, ONT.

## Side Lines

If you want some man to carry  
your goods as a side line insert a  
condensed advertisement in Hard-  
ware and Metal.

The cost is very small :

2c. per word for first insertion

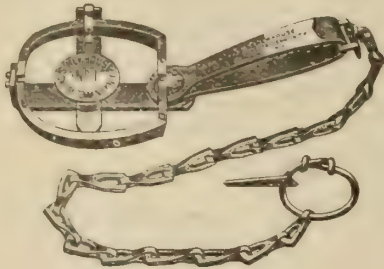
1c. " " " subsequent issues

Hardware and Metal is read by  
all the travellers calling on the  
hardware trade.



## FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



### Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

**ONEIDA COMMUNITY, Limited**

Write for Catalogue

NIAGARA FALLS, Ont.

Established 1795

## JOHN SHAW & SONS

Wolverhampton, Limited

Branches at:

London,  
Calcutta,  
Melbourne,  
Valparaiso, Havana,  
Transvaal Colony, Etc.  
British Columbia.

GENERAL HARDWARE AND  
METAL MERCHANTS

Take pleasure in announcing to the trade that they have appointed

**J. H. ROPER**

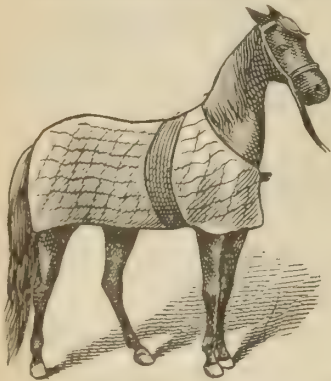
their Canadian representative, and solicit a continuance of their esteemed favors.

Canadian Office and Show Room

**82 St. Francois Xavier Street, - Montreal**

J. H. ROPER, Manager

The Old Style Blanket at Night



The Old Style in the Morning—Ready for the Rag Bag.



REGISTERED TRADE MARK

## "Stay On"

Made in 300 different styles, consisting of

### Summer Sheets

in

*Linens      Ducks  
Cottons      Hessian  
and Jutes*

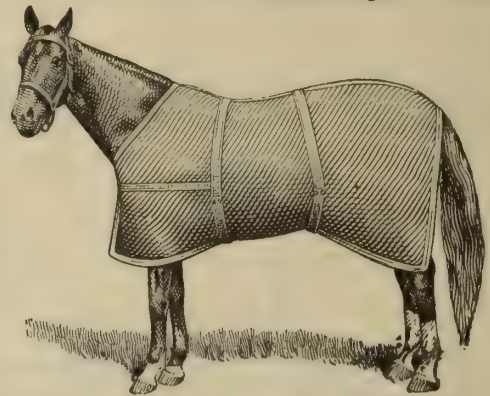
### Winter Blankets

in

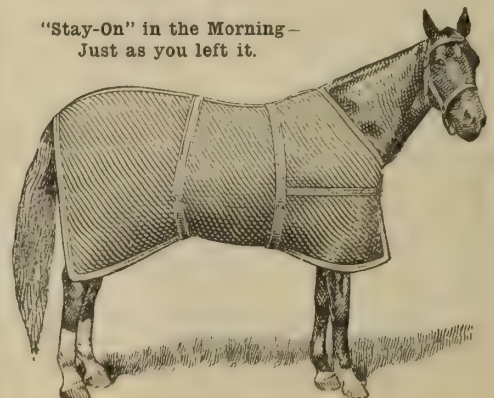
*Kerseys      Wools  
Lined Ducks  
Lined Jutes  
Lined Linens  
Lined Hessians*

Best made, best fitting, best wearing, and largest range of **Horse Blankets** on the Canadian market. See our **Sweat Pad ad.** next month.

The "Stay-On" Blanket at Night.



"Stay-On" in the Morning—Just as you left it.



**The Telford & Chapman Mfg. Co.,**

**Rock Island, Que.**

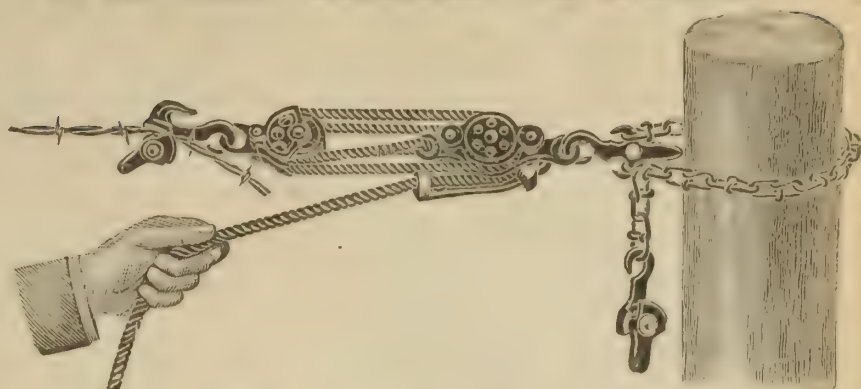


## THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.

NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER

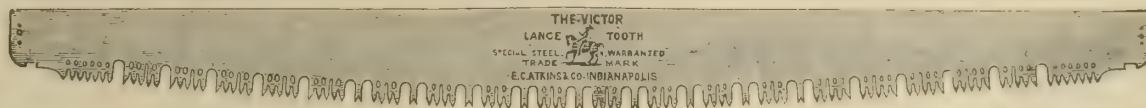


WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

## ATKINS HIGH-GRADE, CROSS-CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



**E. C. ATKINS & CO.,**

INCORPORATED

Factories and Home Office : INDIANAPOLIS, IND., U.S.A.

CANADIAN BRANCH : 56 King St. E., Toronto, Canada.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Write for Catalogue and Prices.

**Still  
Another  
New  
Revolver**

**"H. & R. DOUBLE ACTION MODEL 1905"**

*Small Frame—32 Caliber—5 Shot*

Following the announcement of our Model "1904" we are now ready to supply this new revolver, conforming closely in frame and stock to the lines of our well known "H. & R. Premier."

**Harrington & Richardson Arms Co.,**

**Worcester, Mass., U.S.A.**

Makers of  
H. & R. Single Guns

Catalog on Request

**MODEL  
"1905"**



## The Fisher Tube Skate

HOCKEY



PLEASURE

**STRONG LIGHT NEAT**

**Dealers**

DON'T MISS BUSINESS. You may not have stocked our skates.

We have provided for the rush season.

WE CARRY FULL LINE OF SHOES with our patent hook. We can give mail orders quick despatch.

Skates attached to shoes complete.

When ordering state size of shoe usually worn.

**THE A. D. FISHER CO., Limited**

**34 Richmond Street East  
TORONTO**

## Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

**WHOLESALE ONLY**

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.



**This ad. is worth 50c.**

**5,000 REVOLUTIONS PER MINUTE  
DIVINE'S RED DEVIL  
FAUCET WATER MOTOR**

Will grind an axe on 20 lbs. pressure.

THREE TIMES THE POWER OF  
ANY OTHER FAUCET MOTOR.

Power for sewing machines, lathes,  
scroll saws and other small machines.

For grinding edge tools and polishing  
silverware or other metals.

$\frac{1}{2}$  horse power on 80 lbs. pressure,  
attached to any faucet.

**Price, COMPLETE**, including emery, buf-  
fing and pulley wheels, polishing  
composition, etc., **\$4.00.**

**\$3.50** and this ad. will get the motor  
complete.

DISCOUNT TO THE TRADE.

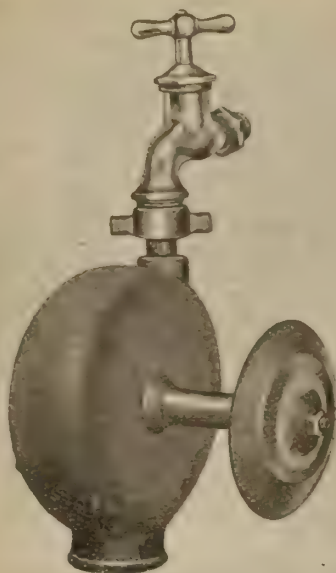
**Divine Water Motor Co.**

296 Broadway, New York

ALLEN C. JENKING & CO.,

Room 215 Coristine Bldg., MONTREAL.

Stock carried in Montreal.

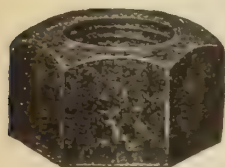


**THE JOHN MORROW MACHINE  
SCREW COMPANY, Limited**

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs  
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.



**HAVE YOU A CLERK**

that is showing special interest in the progress of your business? Don't you  
think it would be a good idea to present him with a copy of

**HARDWARE AND METAL**

this year? It would make him still more valuable. Don't you think so? Extra  
subscriptions only cost \$1.50 a year.

**CELEBRATED**

**HEINISCH SHEARS**

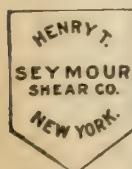
Tailors' Shears,  
Trimmers' Shears,  
Tinnern's Snips, etc.



ACKNOWLEDGED THE BEST.

**R. HEINISCH'S SONS CO.**

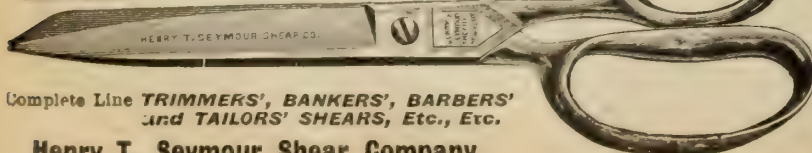
NEW YORK OFFICE, 155 Chambers St  
NEWARK, N.J., U.S.A.



**SEYMOUR SHEARS**

HAVE BEEN THE  
Standard for over Half a Century.  
"QUALITY UNQUESTIONED."  
Each pair of our shears bears the above trade mark.

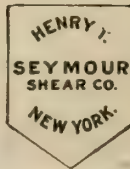
TRADE MARK



Complete Line **TRIMMERS', BANKERS', BARBERS'**  
and **TAILORS' SHEARS, Etc., Etc.**

**Henry T. Seymour Shear Company**

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents



TRADE MARK

Latest Cata-  
logue will be  
sent in  
exchange for  
your business  
card.

GET PRICES FOR

**GILBERTSON'S**

**COMET**

Brand

**GALVANIZED FLAT SHEETS**

for any purpose where the best is needed. Wide awake  
jobbers handle this brand. They are well galvanized,  
true to gauge and especially soft for working up purposes.  
Every sheet bears the name "Gilbertson." That is a  
guarantee.

**MAKERS:**

**W. GILBERTSON & CO., Limited.**

PONTARDAWE, SOUTH WALES.

**Bolton, Fane & Co.**

98 Leadenhall Street, London, E.C., Eng.

**TINPLATES**

In all qualities and sizes

Bessemer Coke - "Lofoden" Brand  
Siemens Coke - "Pelican" Brand  
Charcoal - "Mocha" Brand  
Best Oharcoal - "Cardigan" Crown Brand  
Staffordshire Bar Iron - B.G. Crown Brand  
Galvanized Sheets "Pelican" and "Ostrich" Brand

Boiler Plates, Rails, Fishplates, &c., &c.

**R. SULLIVAN DAVID**

Selling Agent for Canada, 210 St. James St., MONTREAL  
TELEPHONE, MAIN 3389

**WORK AND  
PRICES  
RIGHT  
GALVANIZING** ONT.  
WIND  
ENGINE & PUMP CO.  
TORONTO, ONT. LIMITED.

**GALVANIZING  
AND TINNING**  
THE CANADA METAL CO.  
TORONTO, ONTARIO.

**MAPLE LEAF**  
STITCHED COTTON DUCK  
**BELTING**  
DOMINION BELTING CO. LTD.  
HAMILTON CANADA



**HOTEL DIRECTORY.****WINDSOR HOTEL, HAMILTON, BERMUDA**

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNicol, Prop.

**TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.**

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

**VICTORIA LODGE**

Mrs. J. E. SMITH, Proprietor. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private board \$12 to \$14 per week.

**BOARD AND ROOM****"THE ARGYLE,"**

Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA

Terms moderate. Also furnished cottages.

**THE AMERICAN HOUSE**

A. PASCHAL (Prop.) HAMILTON, BERMUDA

Centrally located. Open all the year round.

**WOODSIDE BOARDING HOUSE**

(CORNER OF MAIN AND LAMARCA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

**WINTER RESORT—QUEEN'S PARK HOTEL**

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

**THE GRAND UNION**

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

**DOMINION HOUSE**

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

**THE TELEPHONE**

Is a companion, friend and servant combined.  
Invaluable for convenience in the household.

**LONG DISTANCE TELEPHONE SERVICE**

Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

**THE BELL TELEPHONE COMPANY OF CANADA**

WE HAVE EVERY FACILITY TO TRANSACT  
**YOUR BANKING BUSINESS**  
AND INVITE YOUR ACCOUNT

**THE METROPOLITAN BANK.**

CAPITAL PAID UP, - - \$1,000,000.  
RESERVE FUND, - - 1,000,000.

**SAVINGS DEPARTMENT** at all branches.

Interest allowed on deposits of  
one dollar and upwards

**WESTERN ASSURANCE COMPANY.**

Incorporated  
1851

**FIRE  
AND  
MARINE**

Head Office	Capital	-	\$ 1,500,000.00
Toronto,	Assets, over	-	3,300,000.00
Ont.	Annual Income	-	3,890,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

**Money**

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

**Confederation Life  
ASSOCIATION**

W. H. BEATTY, President.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

**BRITISH AMERICA  
ASSURANCE COMP'Y**

Incorporated 1833

**FIRE AND MARINE.**

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,043,678.59.

LOSSES PAID SINCE ORGANIZATION, \$25,868,544.80.

HEAD OFFICE, - BRITISH AMERICA BUILDING,  
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President  
P. H. SIMS, Secretary. and Managing Director



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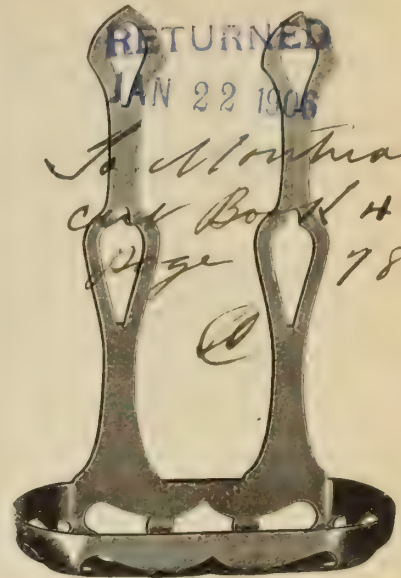
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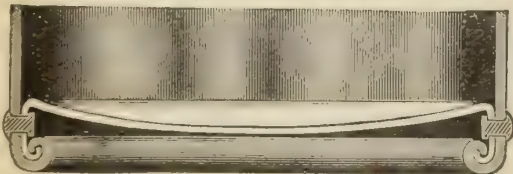
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## INVESTIGATION INTO TACK ASSOCIATION.

The minutes of the Canada Tack Manufacturers' Association were further examined by Mr. Curry in the Police Court in Toronto last Monday.

Mr. Curry inquired from Mr. Frame, the clerk in the employ of Messrs. Jenkins & Hardy, as to the contents of some papers which he produced, and they were identified as the pool percentages from January, 1899, to July, 1905. Mr. Frame also stated that another paper produced was a list of the payments to and from the pool from January, 1899, to May, 1905. Mr. Curry then questioned the witness as to an entry in the minutes referring to a payment made by W. T. Woodall to the association. Mr. Frame said that Mr. Woodall had received more from the pool than he was entitled to and had to refund it. He received two amounts of \$1,000 and \$1,200 which were not due.

Mr. Tilley, counsel for defendants, stated that these sums were allowances made on goods he had bought from another member of the association.

In 1899 it was resolved to raise the pool tax paid by members to 25 per cent. instead of 20 per cent.

On January 4, 1900, it was resolved that in consequence of the death of Mr. Jenkins, Mr. Hardy be appointed treasurer.

On October 6, 1899, the net extra was advanced from 2½ to 5 per cent. Questioned as to the meaning of this Mr. Frame said that for extra work there was an extra price. "What is extra work?" asked Mr. Curry, the reply being, "Galvanizing."

This minute was agreed to by the Pillow-Hersey Company, Ontario Tack Company, Peck-Benny Company, Montreal Rolling Mills and W. T. Woodall.

### How Pool System Worked.

On October 9, 1899, the minute regarding pool tax of 25 per cent. was amended, the words "on all deliveries" being inserted after the words "pool tax."

Mr. Curry again questioned Frame about this 25 per cent.

Mr. Frame said it was 25 per cent. of the amount that any member sold above the amount he was required to sell by the association.

Magistrate Denison: "So that if a man had not sold what he was required to sell he would receive 25 per cent. on what he had not sold?"

At this point Mr. Tilley conferred for a few moments with the magistrate about an item in the papers mentioned earlier of \$3,000,000 which were stated to be sales by the Montreal Rolling Mills. The item was not discussed further.

It was resolved to deprive W. T. Woodall of his pool tax, viz., to cancel the usual allowance made on sales between members. This refers to the pool tax which was deducted from the invoice of any member buying from another member.

This resolution was shortly afterwards cancelled.

In January, 1900, it was resolved to make St. John, N.B., an F.O.B. point in compliance with the request of a firm at that point. F.O.B. was stated in the minutes to mean the delivery in any store or warehouse at the F.O.B. point of delivery.

Mr. Curry: "Is that delivery to manufacturer or purchaser?"

Mr. Frame: "Purchaser."

Mr. Curry here put in as evidence circular 230, "A," "B," "C," "D," "E," "F," "G" and "H," which he did not read aloud.

It was resolved at this time to deprive W. T. Woodall of the pool reduction for his purchases. His resignation, which had apparently been pending, was withdrawn.

Mr. Curry: "The effect of the above resolution is that Woodall is not allowed 25 per cent. on his purchases from other members. That 25 per cent. is paid into the pool by the others."

Mr. Frame: "The effect is the same as if he did receive the 25 per cent. off his invoice."

"When members of the association sent in a declaration to the secretary that they had not bought from those not in the association or imported goods on their own account, a cheque was sent them for 4.37 per cent. of the total amount of the sales."

### Shoe Manufacturers Favored.

It was resolved that shoe manufacturers or shoe finders buying goods to the value of \$1,000 from the association be entitled to an extra 2½ per cent. discount.

On January 16, 1900, it was resolved that the special price of \$1.75 to Asher & Leeson and other firms be no longer in force. The reason for this, Mr. Tilley said, was that prices had so frequently been changed since that price was first instituted.

Mr. Curry questioned Mr. Frame as to the exact standing of W. T. Woodall with regard to the association.

Mr. Frame: "He received trade discount only and also 12½ per cent. which was allowed to shoe finders."

It appears that Mr. Woodall did not manufacture very largely and so had to buy extensively from other members of the association. Hence disputes seem to have frequently arisen.

### Arrangements With Jobbers.

At this meeting a letter was read from Thorne & Smith, members of the Maritime Hardware Association, saying that the members of the Maritime Hardware Association would be loyal to the association.

Mr. Curry: "What arrangement has the Canada Hardware Association with the combine?"

Mr. Frame: "None that I know of."

Mr. Curry: "I think its members are on the association's hardware list, are they not?"

Mr. Frame: "They can buy irrespective of list."

Mr. Woodall agreed to pay pool tax to

the association and to refund to Montreal Rolling Mills and the Pillow-Hersey Company what was allowed him in November and December, 1900, by them.

Col. Denison: "He had to pay it back."

Mr. Curry: "So he did not get benefit of it?"

Mr. Frame: "Not according to that."

It was moved that pool be adjusted, leaving out Woodall. The percentage of Woodall was to be divided between the members. The secretary was to send notice to all the members how pool had been adjusted.

It was resolved that a loyalty premium be paid to purchasers of \$100 in the Maritime Provinces, and that no member was to place special shoe tacks on the market unless listed by the association.

### Meeting Outside Competition.

At a meeting on April 11, 1900, it was resolved that the secretary write to the Ontario Tack Company, Hamilton, that the price must be to meet the competition of one, Kerrigan, who was selling the Atlas tack.

Mr. Curry: "Who was Kerrigan?"

Mr. Frame: "He was a dealer at London."

Mr. Curry: "What is the Atlas tack?"

Mr. Frame: "A tack made in the United States."

Mr. Curry: "There appears to have been some communication passing between the Montreal Rolling Mills and Ontario Tack Company about this."

Mr. Frame: "There is nothing to show that there was."

Circular 262, "A," "B," "C," "D," "E," were put in as evidence.

Mr. Curry stated that in July 1900, three members of the association could not depute one of their members to buy for all three and receive the discount on his purchases, which he would then divide between himself and the other two.

A letter was read from Pender & Co., who had resigned from the association.

Mr. Curry: "They were out of the association, according to their own statement, in 1895."

Mr. Tilley: "They remained in for shoe tacks only."

The secretary was instructed to return Pender & Company their \$50 deposit.

It was resolved that copper truck tacks be sold same as tin truck tacks, same not to be stated on lists.

At this time the pool tax was reduced to 17½ per cent.

### Special Trade Discounts.

The I.C.R. received 12½, 2½ and 5 per cent. off face of their invoices and the special trade discount.

Mr. Tilley: "This was a contract."

The Grand Trunk, Canada Pacific, Canada Atlantic, and Michigan Central also received 12½, 2½ and 5 per cent. discount irrespective of whether they bought from those outside the association or not.

The Pillow-Hersey Company were au-



thorized to sell special Hungarian nails at same price as hob nails, viz., 58c.

It was resolved that shoe tacks made lighter than standard weight (weighing 2 oz. instead of 3 oz.) should be labelled 2 oz. and sold accordingly.

Mr. Curry: "Do you know that members of the association made special goods to be sold at special prices?"

Mr. Frame: "No."

#### New Shoe Machinery.

A new lasting machine came into use about this time, so the association (according to the minutes) arranged a special price for lasting tacks and placed the Amherst Boot & Shoe Company on a special footing with regard to the association in this article.

In October, 1900, it was resolved that the discount off upholstery tacks be 85, 12½, 12½, 2½ and 5 per cent. off face of invoice.

Col. Denison: "They must have made a mistake."

It was resolved that no shipment could be stopped in transit by customer or shipper under the penalty of a fine, unless freight was paid from nearest F.O. B. point, and that the resolution referring to purchasers of \$100 shoe finder goods be cancelled.

Ames, Holden & Co. and several other firms in Fredericton, Amherst, Montreal and Quebec were mentioned who received a special price on account of their use of a particular kind of United States machine.

#### Fines Not Enforced.

It was admitted by Mr. Curry that according to the minutes up to the present no member had been compelled to pay a fine. Resolutions were usually passed relieving the secretary of the necessity of imposing the fine.

Mr. Curry: "We shall see what the books say."

Col. Denison: "Why were fines not paid?"

Mr. Tilley: "All members agreed that penalties should not be enforced."

#### The Quantity Rebate.

The quantity rebate was settled for purchasers as follows: \$200 at 7½, \$400 at 12½, \$100 at 12½ and 2½ for Ontario, Quebec, Manitoba, British Columbia and Northwest Territories.

When jobbers showed that they had fulfilled agreement, they received cheque from secretary of 5 per cent. everywhere except in the Maritime Provinces, where they received 7½ per cent.

Mr. Curry: "Why do the Maritime Provinces get more?"

Mr. Frame: "I don't know."

Mr. Curry: "I suppose there are more opportunities there for buying outside the combine?"

Mr. Frame: "I didn't know of any."

A special price was arranged on January 14, 1901, for the sale of shoe nails to the firms using the Mayo Lightning Heeler.

In February, 1901, it was resolved that the discount of 65 per cent. was to apply to everything except bulk goods.

On March 28, 1901, Hees & Son applied to be placed on the special 12½ per cent. discount list.

Mr. Curry: "Do you remember if they were placed on the list?"

Mr. Frame: "No."

The Portland Rolling Mills applied at this time to be admitted into the association.

#### Special Arrangements Made.

It was resolved that the Ontario Tack Company, in competition with Gwynn & Company, of Hamilton, even though they sold below association prices to meet this competition, must pay the pool tax at the same rate as if they had been selling at the higher association price.

Mr. Near, representing the Pillow-Hersey Company, and Mr. Kinghorne, on behalf of the Montreal Rolling Mills Co., agreed to pay Mr. Woodall the loyalty premium on the sales of rivets made in 1900.

Mr. Curry: "Why was this?"

Mr. Frame: "I don't remember."

It was resolved at this time that sales on the part of members to Mr. Woodall should be subject to the trade discount plus 12½ per cent., plus 7½ per cent., and no other allowance was to be made him.

#### Declaration Required.

In June, 1900, the Montreal Rolling Mills and other members of the association allowed to Mr. Ashdown, a Winnipeg jobber, the special loyalty discount of 12½ per cent.

The secretary was instructed to write to those who had allowed him this discount.

Questioned as to the reason of this, Mr. Frame said that Ashdown had not filed the declaration that he had not bought from firms outside the combine which was required by the association before the loyalty discount was allowed.

Mr. Curry: "They allowed it incorrectly?"

Mr. Frame: "That is all I know."

The following are the prices of machine lasting tacks mentioned in the minutes of the association at this date: ½, 19c; ¾, 18c; 1, 12¾c; 1¼, 12c; 1½, 11¾c; 2, 11c. All these prices show a reduction except that of the ¾ tack.

It was resolved that no action be taken in reference to regulating the present facilities of members for making tacks.

Mr. Curry: "This was subsequently done."

Mr. Tilley: "No."

#### Preferred Buyers.

In July, 1901, the Intercolonial Railway Co. was quoted 12½, 2½ and 7½ per cent. over and above the usual retail discount, subject to the Intercolonial Railway Co.'s terms of payment. This ruling was made by Mr. Hardy.

Mr. Tilley: "This was a contract for the year, the price being fixed at a certain rate."

In connection with this it was ruled that the above special prices must not be quoted through any jobber, but to the I.C.R. direct.

Mr. Curry: "This was no honest tender."

Mr. Tilley contended that it was an honest tender, saying that all the manufacturers tendered, no one tendering high.

Mr. Curry: "In that case there was no competition."

Mr. Tilley: "Mr. Curry is endeavoring to mix this up with other cases."

Col. Denison: "There is a difference."

At this time Hees & Co., who applied before to be placed on the preference list, were placed on.

Reference was again made to the competition of the Atlas Tack Co.

The base discount of shoe points was arranged at 50 per cent. and of trunk cap nails at 25 per cent.

It was resolved that members should not make any allowance for goods returned after three months unless they were shipped in error. Also that the secretary be the only one to advise members of resolution about certificates of loyalty.

#### Firms Added to List.

The L. McBrayne Company, Berlin, who were put off the special hardware list, were again placed on that list and entitled to 12½ per cent. discount. This took place on January 16, 1902.

Mr. Frame said that he did not remember the reason of this.

In April, 1902, it was resolved that there should be no special price for the Yukon Territory, and also that there should be no loyalty discount to purchasers of zinc glaziers' points. In May, 1902, J. Fennell & Son, Berlin, were added to the list.

The discount for zinc glaziers' points was fixed at 15 per cent. In July, 1902, it was agreed that the resolution abolishing the loyalty premium on glaziers' points be cancelled. At this time the association were requested by Mr. Woodall to list shoe tacks in bulk.

In 1903 the Peck Rolling Mills Co. filed their agreement with the association and the Peck-Benny Co. assigned all right to the deposit in the funds of the association.

It was again noticed that the loyalty discount in the Maritime Provinces was 7½ per cent. as against that of 5 per cent. in all other provinces.

#### Buying from Other Members.

In March, 1903, it was resolved that if one member sold to another the purchaser was to be allowed the maximum discount, the loyalty premium, the pool tax and 5 per cent. profit in addition for doing business. The explanation of this resolution was stated to be that if anyone bought from a brother manufacturer he had to pay the percentage on the sale into the pool.

Mr. Tilley held that this was no indication whatever of what the profit on the sale might be.

It was agreed at this time that G. H. Hees might be sold window tacks at a special price.

With reference to the Massey-Harris Co., prices were left to the Ontario Tack Co. and the Montreal Rolling Mills Co. with power to act.

Mr. Curry: "Why was this?"

Mr. Frame: "I don't remember."

Mr. Curry: "Was it because they refused to buy from Jenkins & Hardy's quotations?"

Mr. Frame: "No."

Mr. Curry: "Were they permitted to quote because the Massey-Harris Co. refused to buy from the association?"

Mr. Frame: "I do not remember the nature of the matter."

#### Discounts on Any Quantity.

In September, 1903, it was resolved that a dealer named Nowell be placed on the 12½ per cent. hardware list irrespective of the quantity he might buy, thus giving him special treatment, and it was also resolved that others may be treated in the same way if the secretary is satisfied that they have to meet the competition of those not in the association. In October, 1903, Young, of Quebec, and Doyle, of the same city, were also placed on the preferred hardware list.



It was decided at this time that no pool tax was to be paid on tacks sold to the Massey-Harris Co.

The extra discount of  $7\frac{1}{2}$  per cent. to the Maritime Provinces being again mentioned in the minutes, Mr. Curry remarked that apparently it cost more to make them loyal to the association.

He also questioned Mr. Frame as to whether the United Shoe Machinery Co. ever became members of the association.

Mr. Frame: "There is a dispute about it."

Mr. Woodall's name again appeared in the minutes in connection with discounts and Mr. Curry inquired the reason of the constant disputes that there appear to have been with this member of the association.

Mr. Tilley said that Woodall more than any other member of the association found it necessary to buy from other members of the association as he was a small manufacturer.

At the time of the Toronto fire it was resolved that those affected by this fire should be allowed two months extra time in the settlement of their accounts. H. S. Howland & Sons were accounted to be the only firm affected by the fire.

The investigation was adjourned until Tuesday.

#### Tuesday's Session.

It was resolved that the fine imposed on the Peck Rolling Mills be reduced to \$1.

Mr. Curry: "What was the original fine?"

This question was not answered.

Magistrate Denison: "Where are the records of the fines imposed?"

Mr. Frame: "In the letter book."

It was resolved that purchases by shoe finders of Swede nails shall count for quantity discount but not for loyalty.

The price of iron shoe nails was fixed at 13c per lb. less 60 and  $12\frac{1}{2}$  per cent., and this price was to be subject to the loyalty premium.

In November, 1904, the United Shoe Machinery Company wrote a letter to the association requesting that St. Hyacinthe be made an F.O.B. point of delivery.

The United Shoe Machinery Company were informed that if they wished goods to be delivered to St. Hyacinthe F.O.B. they must bill them separately.

Mr. Curry: "Why was this? Was it to prevent the purchaser from having the advantage of the freight being paid?"

Mr. Tilley: "The shipper had to pay."

The members of the association agreed to inform the secretary of any breach of any association rules as regards price instead of attempting to combat it themselves. This agreement was signed by the representatives of all the companies.

The secretary was authorized to interview the Portland Rolling Mills and get them to sign the association agreement and make the deposit. On January 9, 1905, the Portland Rolling Mills were once more admitted into the combine.

#### Favors to Shoe Men Cancelled.

It was resolved at this meeting to cancel the quantity and loyalty discount to shoe manufacturers and shoe finders. It was also resolved that shoe finders' prices be printed in the hardware lists of the association.

The United Shoe Machinery Co. at this time agreed to maintain the price of shoe tacks, shoe nails, and Swede

tacks; that they would make no allowances to purchasers affecting the price of tacks, and that in case of their violation of this agreement they would allow Messrs. Jenkins & Hardy to make the terms of settlement and fix the penalty.

Mr. Curry: "What did they agree Jenkins & Hardy could do?"

Mr. Frame: "I don't know."

Mr. Curry: "Is something left out here?"

Mr. Frame: "Yes."

Mr. Curry left the court to try and find the information which had been left out of the minutes. Mr. Frame said that the missing paper was most likely attached to the copy of the minutes.

Mr. Curry: "How many companies does the United Shoe Manufacturers' Co. represent?"

Mr. Frame: "I do not know."

A ruling was made altering the minutes and fixing the rebate for some items on the shoe finders' lists at 5 and  $12\frac{1}{2}$  per cent. Other items were to be quoted net. At this time in order to meet competition from England special arrangements were made.

Mr. Curry asked Mr. Frame to see if he could find the price of shoe rivets.

The secretary reported that he had interviewed the Portland Rolling Mills and that they had refused to make the required deposit in the fund of the association, but had agreed to maintain the price. Upon this the Portland Rolling Mills were admitted. They promised to give thirty days' notice of retirement.

#### New F. O. B. Points.

A special arrangement was made for the benefit of Messrs. Underhill & Sisman, Aurora, making Aurora an F.O.B. point for goods supplied to them. This was asserted to be a special arrangement.

At this time Quebec was made an F. O. B. point of delivery but not an equalization point. This was explained earlier in the case. It was also decided to carry stocks at Quebec.

#### Maritime Premium Reduced.

The premium to the Maritime Provinces was reduced to 5 per cent. from  $7\frac{1}{2}$  per cent.

The association decided to allow Messrs. McLennan, McFeely & Co., of Vancouver, the loyalty premium even though they bought some of their goods in San Francisco. This was done with the object of inducing them not to buy altogether in the United States.

In July, 1905, the pool percentages were as follows: Montreal Rolling Mills, 36.25; Pillow-Hersey Co., 25.25; Peck Rolling Mills, 14; Ontario Tack Company, 16.50; W. T. Woodall, 8.

A letter was read at this July meeting from the United Shoe Machinery Co. with reference to the Bazin Manufacturing Co.

Special prices were arranged in British Columbia for Hungarian nails.

The price of shoe finders' nails at this time was \$14 per 100 lbs., less 40 per cent. and 10 per cent.

The price of shade tacks was fixed at  $7\frac{1}{2}$  c F.O.B. Toronto, less 2 per cent. in 30 days. In November, 1905, soft steel shoe nails were advanced in price 25c per cwt.

The minutes of the association concluded at this point, and Mr. Curry be-

gan his examination of the letter books of the association.

#### Letter Books Examined.

A letter was read under date September 11, 1892, to the effect that Mr. Robert Jenkins and Thos. Jenkins were secretaries and would both sign "R. & T. Jenkins."

In March, 1903, a letter was written to the Pillow-Hersey Co. by the secretaries saying that they had violated the association agreement in their dealings with the Grand Trunk Railway and were liable to a penalty of \$300. The secretary inquired if they desired to appeal from his decision, and said that there seemed to him to be extenuating circumstances in connection with this particular case, so that it should be left over to the next general meeting to decide.

The secretary also wrote to Peck, Benny & Co. about this matter and informed them that he had investigated the charge against the Pillow-Hersey Company of allowing the Grand Trunk 60,  $12\frac{1}{2}$  and 5 per cent. and that he had informed them that they were liable to a penalty of \$300. He stated that he thought the sale was made under a misapprehension, the price being the same as that charged to those on the preferred list.

A letter was written to the Ontario Tack Company, Hamilton, dated April 19, 1892, saying that a letter had been received from Messrs. Foster & Son, St. John, N.B., joining the association, and also that Dixon, of Toronto, had declined to be placed on the list.

It was stated that the original letters received by the association had been burned down to 1897.

The letters which were read were a recapitulation of what was contained in the minutes, with a few exceptions, particulars of which we give.

#### Charges of Price-Cutting.

Rice Lewis & Son were charged with violating the association agreement, and wrote in May, 1892, denying the charge and asking that their invoice on which wrong prices were alleged to have been charged be produced.

Letters were read referring to the case of the Hobbs' Hardware Company, the charge against whom was dealt with in the minutes.

The letter to the Massey-Harris Co. declining to leave them out of the scope of the association was also read.

In October, 1892, Messrs. McPherson & Son applied to be placed on the Montreal list.

A letter was read written to S. R. Foster & Son saying that they were informed that they were selling a line of tacks at a price 10 per cent. better than the association price. Unless this was discontinued, the letter said, it may mean that the association will have to invade their territory.

In March 1893, the secretary wrote to the Ontario Tack Company saying cooper nails were to be listed at best flour barrel prices.

If a member finds that any particular kind of tacks are not on the association lists the secretary is to be informed so that they may at once be placed on the lists.

(Continued on page 38)



## PROGRESSIVE RETAILING

### BUYING A BUSINESS.

**N**EARLY if not quite 50 per cent. of the men who buy the small retail stores offered for sale are men who have worked at some trade or other occupation and who have saved enough out of their wages to start them in business.

The kinds of business that are sold to inexperienced business men are mainly retail stores, and the amount of capital invested by each man runs from \$200 or \$300 for the small store to \$3,000 or \$4,000 for the larger establishments, but \$1,000 is an average for investments of this class of buyers.

For \$600 can be obtained sometimes a well stocked store in a good location, and the man who has this amount of money will not lack for a variety in the

there is keener competition. In the new location he has the chance to get new trade—trade that he obtains through the merits of his goods and the treatment that he gives to his customers, and this is the best custom obtainable.

In buying a store he should first of all look to the location. A stock that is old and unattractive can be renewed and renovated, but poor location can only be remedied by moving, and this entails additional expense and loss of time in getting started, and to the man who is going to begin to do business on limited capital and experience it is extremely essential that he begin to get trade as soon as possible.

In determining the choice of a location he should thoroughly inspect the neighborhood and ascertain as far as possible the kind of people that reside in it, for



Hardware Department of the Regina Trading Co's Store, Regina.

opportunities offered to him for investment. In fact, the choice is so great that if he has not already decided upon the particular line he wishes to enter he will probably be puzzled to make a selection. Even if he has fixed upon one kind of business that he wishes to buy, he will find the variety of locations, stocks and clientele open for his selection is of so many kinds that it will take him some time to make his decision.

If he is going to buy a store of any kind, it is the consensus of opinion among the business brokers that the best place for him is not, as might be supposed, in an old-established place, but in a new neighborhood.

For the man who first enters a new locality and sets up a store with a clean, bright stock of goods, there is a better chance for success than for him who goes into an old location where

the retail store, outside of the downtown district, is almost entirely dependent upon the trade of the neighborhood.

### BRANCHING OUT.

**I**T is notorious that departmental stores make more profit in proportion to investment than one-line merchants.

The reason is simple, in spite of the fact that many very good merchants fail to see it, or at least to make application to their own business.

The department store has many lines under one roof, which multiply sales faster than expense.

And some one or more of its lines are always in season, hence it has no dull seasons.

These two facts explain all there is of "mystery" about the profits shown by retail department stores.

You have a certain fixed expense which cannot be cut under a certain minimum, no matter how low sales sink. This includes rent, heat, light, advertising, a certain number of salaries, etc.

In your store, could you not, for example, do a little more business with no increase in expense, or a third more with only a moderate increase? If so, nearly all the gross profit on that excess business would be net profit.

In your store, again, does not much of the profit of busy December trickle away in the expense of dull January and February? And do you not spend in July and August much of the profit of the busy Spring?

Imagine how your profits would jump if every week and day in the year you had some line in which the people were interested, whose sales would make good the temporary shortcomings of other lines.

Not every store can be a department store, but the retailer who does not "branch out" to the limit of his ability is missing his best chance for profit.

Ask fifty one-line merchants why they do not branch out, and forty-odd of them will probably tell you they have no capital and no room. Yet most of those forty-odd could find both capital and the room, simply by turning a portion of their over-stocks into cash, and then ordering a thirty days' supply of an article instead of a three months' supply.

Incidentally, this weeding out of the over-stocks would infuse health into every part of the business.

### GOOD INTERIOR DISPLAY.

One of the nicest store interiors we have seen for some time is that of the hardware department of the Regina Trading Company's store shown in the accompanying illustration. It will be seen that the department is about 20 by 75 in size, one side being used for a display of stoves, ranges, lanterns, tinware, etc., and the other for counters and shelf goods. At the back is a neatly arranged display of heaters, tools, whips, etc. The silver and cutlery showcases, Bennett boxes and pyramid of paint tins gives the department a very cleanly and business-like appearance.

The company moved into their new building about three years ago and have a large warehouse in the rear. Mr. J. F. Bole, recently elected to the Saskatchewan Legislature, is manager of the company, and Mr. Dickie, formerly of Morton & Ewan, Campbellford, Ont., is in charge of the hardware department. The hardware department shown is a part of the large store on Main street, their whole stock being exceptionally neat and well kept.

Down in Texas a prominent merchant has just completed what he calls his grand key and tag sale. Every purchaser who buys goods to the amount of \$1 or more is given a key with a tag attached. One of these keys will unlock a box containing \$25 in cash. On a certain date all of the keys that have been distributed to customers are sent back and the holder of the key that will unlock the box is given the contents. These keys cost the merchant a little over \$1 a hundred. The scheme is said to have been a great success and the merchant says he will repeat the venture.



## ADVERTISING BY RETAILERS.

## A FAULTY CIRCULAR.

From McGregor & Co., hardware merchants, Caledonia, Ont., there comes for review a large 12x18 circular, but I am afraid that circulars of this size really cease to be circulars. They are more suited for street display than for sending to the homes of the people or for having on the counter.

The larger the circular the greater its liability to be torn, the poorer its chances to make a lasting impression. Someone has said that weight is not strength. Neither is size the be-all and end-all of advertising.

Judging from the introductory sentences, McGregor & Co. evidently intended this circular to be the messenger bearing greetings and a "little talk" on business. How much better the result if the circular had been in keeping with the mission! One naturally looks for something dainty in the Yuletide season. If ever a merchant should spread himself it is then. If ever he should forsake the conventionalities of retail publicity it is at Christmas time.

The circular is the most common form of publicity to be found amongst retailers. It does good work. But when one has more to say than can be said on the circular proper, the booklet or folder should be chosen. This applies to any season of the year.

As regards the make-up of the McGregor circular, there is less to be said pro than con. It is an unpropitious beginning, in any form of advertising printing, to commence with a cheap stock cut that illustrates nothing relevant. It only serves to disfigure the whole. The circular, unfortunately, was designed without an eye to balance. All the large cuts are on one side, also the solid matter. The opening sentences are poorly worded and there is a confusion of persons—a grammatical error common enough in advertising matter.

The item on cooking and heating stoves is to the point and apparently covers the ground. The word "Imperial" below the illustration was, I am informed, incorrectly placed there. McGregor & Co. noticed the mistake after it was printed, so the word was marked out in each case.

The item with the axe-head is, of course, a medley—just so strong, just so weak. The one on leather mitts, etc., is a little better. "Sursingles" is usually spelled "surcingles." The skates item is good as far as it goes. The cutlery illustration is too large. The saw in the item beginning "Stove boards" should have been up with the axe-head. The elephant is a trade-mark, but whose

is not told. The "Columbia Stock Preparations" is the best item on the circular. "Step-ladders" is fair.

The closing sentences of the circular are snappy and forceful, though there are one or two ellipses. "If we please you," etc., is a time-worn phrase that has lost every vestige of originality, yet it is surprising what a large number of retailers continue to call it into service.

Viewed from a typographical standpoint, there is very little to be said in laudation of McGregor's circular. Some of the fonts seem to have been selected



**We take this opportunity of thanking our**  
many Customers for their patronage and solicit their continuance;  
and to those who are not already customers, we would be glad  
to have them, give us a trial. We are sure we  
can please you.

## OUR COOKING AND Heating Stoves

any of the latest improvements in heating and cooking, and will furnish you with the most perfect and economical cooking and heating apparatus.

**Improved Open-Top Oil-Fired Cookstoves**  
**Cast-iron Range**—Has drawers, Ovens & Telephone Heaters, & Gas Stoves.  
 We are also prepared to supply on payment or cash, all other stoves.

## Food Choppers in 8 Sizes

Corn Crushers in Five Sizes  
 Corners cut down in Nine different sizes—very easy to guarantee.

**Black Saws and Axe Handles**

**A Guaranteed Axe \$1.00**

**Wire Fencing**

## Leather Mitts and Gloves for Service, Comfort and Appearance, either for the Soldier or the Farmer.

We always have a large assortment to choose from.

## Horse Blankets

**Surgingsles Ropes Ties**  
**Halters Sleigh Belts**



Shades, Blankets, Sacks, Bunks, Brake Straps, Axle Guards, Ice Creams, Rubber Hells.



**Our Catalogue contains:** Scythes, Axes, 2 Poles, Spoons, Pickers, Axes, Ropes & Rope Straps, Banners, &c.

**Also:** Blinds, Windows, Sash, Square Pipes, Iron and Steel, Elk-horn, 12-14, 16-18, 20-22, 24-26, 28-30, 32-34, 36-38, 40-42, 44-46, 48-50, 52-54, 56-58, 60-62, 64-66, 68-70, 72-74, 76-78, 80-82, 84-86, 88-90, 92-94, 96-98, 100-102, 104-106, 108-110, 112-114, 116-118, 120-122, 124-126, 128-130, 132-134, 136-138, 140-142, 144-146, 148-150, 152-154, 156-158, 160-162, 164-166, 168-170, 172-174, 176-178, 180-182, 184-186, 188-190, 192-194, 196-198, 200-202, 204-206, 208-210, 212-214, 216-218, 220-222, 224-226, 228-230, 232-234, 236-238, 240-242, 244-246, 248-250, 252-254, 256-258, 260-262, 264-266, 268-270, 272-274, 276-278, 280-282, 284-286, 288-290, 292-294, 296-298, 300-302, 304-306, 308-310, 312-314, 316-318, 320-322, 324-326, 328-330, 332-334, 336-338, 340-342, 344-346, 348-350, 352-354, 356-358, 360-362, 364-366, 368-370, 372-374, 376-378, 380-382, 384-386, 388-390, 392-394, 396-398, 400-402, 404-406, 408-410, 412-414, 416-418, 420-422, 424-426, 428-430, 432-434, 436-438, 440-442, 444-446, 448-450, 452-454, 456-458, 460-462, 464-466, 468-470, 472-474, 476-478, 480-482, 484-486, 488-490, 492-494, 496-498, 500-502, 504-506, 508-510, 512-514, 516-518, 520-522, 524-526, 528-530, 532-534, 536-538, 540-542, 544-546, 548-550, 552-554, 556-558, 560-562, 564-566, 568-570, 572-574, 576-578, 580-582, 584-586, 588-590, 592-594, 596-598, 600-602, 604-606, 608-610, 612-614, 616-618, 620-622, 624-626, 628-630, 632-634, 636-638, 640-642, 644-646, 648-650, 652-654, 656-658, 660-662, 664-666, 668-670, 672-674, 676-678, 680-682, 684-686, 688-690, 692-694, 696-698, 700-702, 704-706, 708-710, 712-714, 716-718, 720-722, 724-726, 728-730, 732-734, 736-738, 740-742, 744-746, 748-750, 752-754, 756-758, 760-762, 764-766, 768-770, 772-774, 776-778, 780-782, 784-786, 788-790, 792-794, 796-798, 800-802, 804-806, 808-810, 812-814, 816-818, 820-822, 824-826, 828-830, 832-834, 836-838, 840-842, 844-846, 848-850, 852-854, 856-858, 860-862, 864-866, 868-870, 872-874, 876-878, 880-882, 884-886, 888-890, 892-894, 896-898, 900-902, 904-906, 908-910, 912-914, 916-918, 920-922, 924-926, 928-930, 932-934, 936-938, 940-942, 944-946, 948-950, 952-954, 956-958, 960-962, 964-966, 968-970, 972-974, 976-978, 980-982, 984-986, 988-990, 992-994, 996-998, 1000-1002, 1004-1006, 1008-1010, 1012-1014, 1016-1018, 1020-1022, 1024-1026, 1028-1030, 1032-1034, 1036-1038, 1040-1042, 1044-1046, 1048-1050, 1052-1054, 1056-1058, 1060-1062, 1064-1066, 1068-1070, 1072-1074, 1076-1078, 1080-1082, 1084-1086, 1088-1090, 1092-1094, 1096-1098, 1100-1102, 1104-1106, 1108-1110, 1112-1114, 1116-1118, 1120-1122, 1124-1126, 1128-1130, 1132-1134, 1136-1138, 1140-1142, 1144-1146, 1148-1150, 1152-1154, 1156-1158, 1160-1162, 1164-1166, 1168-1170, 1172-1174, 1176-1178, 1180-1182, 1184-1186, 1188-1190, 1192-1194, 1196-1198, 1200-1202, 1204-1206, 1208-1210, 1212-1214, 1216-1218, 1220-1222, 1224-1226, 1228-1230, 1232-1234, 1236-1238, 1240-1242, 1244-1246, 1248-1250, 1252-1254, 1256-1258, 1260-1262, 1264-1266, 1268-1270, 1272-1274, 1276-1278, 1280-1282, 1284-1286, 1288-1290, 1292-1294, 1296-1298, 1300-1302, 1304-1306, 1308-1310, 1312-1314, 1316-1318, 1320-1322, 1324-1326, 1328-1330, 1332-1334, 1336-1338, 1340-1342, 1344-1346, 1348-1350, 1352-1354, 1356-1358, 1360-1362, 1364-1366, 1368-1370, 1372-1374, 1376-1378, 1380-1382, 1384-1386, 1388-1390, 1392-1394, 1396-1398, 1400-1402, 1404-1406, 1408-1410, 1412-1414, 1416-1418, 1420-1422, 1424-1426, 1428-1430, 1432-1434, 1436-1438, 1440-1442, 1444-1446, 1448-1450, 1452-1454, 1456-1458, 146

ting. This would account for much of the "spreading" and "drawing in." But the compositor should have preserved more uniformity of display fonts and distinguished between main headings and subsidiary headings. The compositor, too, should have suggested a re-arrangement of the items to overcome the one-sided effect I spoke of above. He should have called for more wording on items like "Horse blankets" and set the rest of the small items after the style of "Stove boards."

Summing up McGregor & Co.'s work I would say that their chief error was in choosing the wrong model. In a booklet there would have been more individuality to their advertising because the matter being grouped off into pages would-ostensibly have more order to it. However, an improvement could be made on the present circular. Folded twice, the same amount of paper would give approximately eight octavo pages, or in other words, double the amount of matter. True, there would be more setting and presswork, but I think the improvement would be worth the expense.

With the present arrangement the back of the circular or sheet is entirely wasted. The idea of folding the sheet twice and setting the details page by page, would be to utilize this space and at the same time facilitate handling. If McGregor & Co. had insufficient data to make eight pages, the first page could be given over to the word "Greetings," the second page be a blank, and the third page have the greetings proper. On the fourth or fifth pages the details could commence. This arrangement would be in keeping with good standards.

Of course it is understood that such an arrangement as the above would not be a booklet in the proper sense of the word. It would simply be a matter of modelling the present sheet after the booklet style to give more strength, appealing force and symmetry to the details. The make-up would not be cut, consequently not stitched, and there would be no cover.

Advertisers sending booklets or advertising matter for criticism should send in duplicate.

A. A. B.

## STOVE ADVERTISING.

It is none too early to be figuring on the Spring stove business. It will come soon.

Plan your advertising for 1906 now. Determine how much you can spend on stove advertising and arrange a campaign for its expenditure. You must have some sort of a plan before you can do successful advertising.



# HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN

The MacLean Publishing Co.  
Limited

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Cable Address { Adscript, London  
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## DIFFICULTIES IN BUYING.

A hardwareman has to deal in a number of articles, the quality of which is very difficult to gauge correctly. It is in buying, even more than in selling, that his shrewdness and good judgment can be shown, and upon the interpretation which a man puts upon the word "shrewdness" depends to a large extent the reputation which his business will acquire. It may mean the business foresight which will enable him to give his customers the greatest possible value for their money, while still consulting his own profits. Or, on the other hand, it may mean (as it too often does) the ability to "beat down" a salesman, buy at the lowest possible figures and sell at the very highest market prices. To a man of this latter calibre the question of quality will very soon become subordinate to that of price, with disastrous results to his business.

But no matter to which of these classes the merchant may belong, he will surely be interested in the problem of scientific buying, and it is well for everyone to understand very clearly that buying is scientific. To an ordinary individual an article of distinctly inferior quality may show up equally well with one of known value, in which case a mistaken idea of shrewdness may induce him to purchase the inferior grade because it is cheaper. A buyer, however, with a technical knowledge of the article he is buying, and a desire to build a reputation for quality, would not fail to see the advantage of putting

a somewhat larger sum into decidedly superior goods.

Few things in the hardware list are so difficult to buy intelligently as cordage, which we may use to illustrate our point. The market is admittedly flooded with good, bad, and indifferent rope at all kinds of prices. A cheap sisal may actually look as strong to one who is not skilled in its manufacture as the purest manila, and there are many grades between these. Moreover, it may stand as good a test. For all modern mills submit their product to a breaking test before putting it on the market.

But the only real test of quality is the actual wear and tear of everyday use. An inferior rope, one made of short threads, or a poor quality of fibre, may withstand a breaking test in the mill, but when subjected to the hard usage required by contracting firms (who are, after all, the largest consumers) its threads begin to unravel and its capacity is soon lost.

Another important circumstance to be considered is the conditions under which the rope is worked, and this is especially true of transmission rope. A great deal depends upon whether the pulleys are true, or their flanges smooth. A case in point is a piece of transmission rope which has been used for years by a large mill not far from Montreal, with scarcely any noticeable effect upon its strength, while other ropes of the same kind, supplied by the same manufacturers, have succumbed to the strain in far less time, because they were working under imperfect conditions.

It is in the hope that merchants will pay greater attention to their buying that these words are written. If we have been able to show that buying is a difficult matter—that it is in fact a science—our purpose has been accomplished.

## COMMERCIAL TRAVELERS' TAX.

A strong and commendable stand is taken by the Toronto Globe when it says: "There will be general satisfaction over the announcement from Quebec that the tax on commercial travelers will be reduced from \$300 to \$100. But outside of the political circle who are anxious for a means of taxation that will cause little dissatisfaction, the general feeling will be quite as strong as before in favor of abolition. Industrial Canada declares that abolition, not modification, is what the business men of this country desire, and that 'even were the amount reduced from \$300 to \$3 it would still meet with the same persistent opposition.' Similar methods

of taxation have been adopted in British Columbia and Prince Edward Island, and while the revenue secured has been small, the disorganization of business and the ultimate burden on the public, who must in the last analysis contribute, has been heavy, though partly concealed. The measure is a continuation of the protection policy, and raises the unsolved problem of the protection unit. If the people of a nation can make themselves prosperous by making it difficult for themselves to purchase things from abroad, it follows naturally that the people of a province or even of a municipality can do the same. In fact the municipalities of Brandon and Rossland are trying the experiment of a tax on commercial travelers. Similar efforts have been made by many municipalities under the guise of market regulations, inspections, and local taxation. By every obstruction, no matter how absurd, some few are certain to benefit, and these become a concentrated interest organized against reform, while the general public interest has no organization."

## CHANGE IN BONDING SYSTEM.

New regulations of the Customs Department are making quite a change in the working system of bonded warehouses. Heretofore there were in the city of Montreal about ninety such warehouses, each paying a tax of \$40 per year. But, as some of them required the services of an officer during the whole day, while others needed one for only an hour or two, this arrangement was considered unfair, and a new system introduced.

These latest regulations, which went into force last week, provide that warehouses which require the services of an officer during the whole of the day shall pay \$480 per annum. In the smaller warehouses taxes are to be levied in proportion to the length of time daily in which an officer's services are required, based on a charge of \$5 per month for a warehouse needing the attendance of an officer for one hour a day only.

Merchants in Montreal have been quick to see the advantages of this new scheme, and arrangements have been made by which a group of merchants having bonds in a district may have an officer to use as they see fit by paying the maximum tax.

Judging from the large number of applications for first-class bonds at \$480 per annum which have already been received, it is anticipated that the annual revenue from this source will amount to nearly fifteen thousand dollars, as against thirty-five hundred under the old regulations.



## THE TACK COMBINE.

Elsewhere in this issue about six pages are devoted to a stenographic report of the investigation being made this week in the Toronto Police Court into the minutes and letter books of the Canada Tack Association. No other paper is giving a complete report. Hardware and Metal, however, as the newspaper of the Canadian hardware trade, gives the fullest possible report so that its readers can judge for themselves as to the legality of the trade association under investigation, it being conducted upon similar lines to dozens of others doing business in Canada and other countries.

As will be seen by the snatches of conversation occurring during the trial, the magistrate and prosecuting attorney view matters from an entirely different standpoint than business men who recognize the necessity of maintaining prices on a profit-making basis. The system of discounts also seems to confuse the court officials, although its utility has long ago been proven to the business world.

The reading of the evidence is rather wearisome and the only matter we desire to draw attention to is the incident in which the tack manufacturers endeavored to secure the trade of the Massey-Harris Company, who were unwilling to divide their business among a number of manufacturers. The association officers in trying to get the order proposed that one manufacturer secure the contract at a certain figure and then divide his profits with the unsuccessful tenderers. The deal did not go through as the Massey-Harris Company received a closer quotation from the United States, but the court considers the intent as unlawful as if the act had been committed and the incident is remarkably similar to the bonus system used by the Toronto plumbers who have already been convicted or committed for trial. It is apparent, therefore, that the Police Court investigation will result in the accused tack men being committed for trial along with the plumbers and plumbing supply men.

A feature of the investigation is the evident desire on the part of the prosecutors to show that the different manufacturers have not been trying to get business and there has been no competition. The fact is, however, that travelers for jobbing houses meet tack salesmen everywhere throughout the country and the representatives of the manufacturers are very keen after business. When accused of soliciting business from the retail trade the tack men say they are only selling in certain quantities, but there is no doubt that jobbers resent the invasion of their branch of the trade by the manufacturers.

Our report covers the doings in the Police Court up to Thursday noon. On Thursday afternoon the investigation proceeded but there was little of importance touched upon before the court adjourned until Monday, when the trial will be again proceeded with.

## CO-OPERATION INADEQUATE.

Co-operation is at various times suggested by some as a remedy for farmers and working men to use against merchants and manufacturers, but in America the producing sections of the community have never shown that they are able to hold together long enough to build up an enterprise sufficiently large to make its success certain. In Great Britain the co-operative movement is a powerful factor in the commercial world, but it gained its strength before the era of trusts and combines had been ushered in throughout the world.

But has the co-operative movement been of much value to the working class of the Mother Country? Charles E. Russell answers this question in Everybody's Magazine for November in his first instalment of "Soldiers of the Common Good." He clearly shows that co-operation, like trades unionism, is a purely selfish movement organized for the benefit of those "on the inside."

That he sees co-operation as practical under capitalism is inadequate to affect the real cause of poverty is shown in the following extract:

"The slums grow for all of co-operation, the slums and Mayfair, Whitechapel and Park Lane. The enormous estates are no smaller, the great fortunes gather their increment, surplusage and deficiency. Waste and want are exactly as before. Still unchecked in any way, greed accumulates and penury gnaws crusts and remainder old bones.

"In London are 129,000 registered paupers. What is co-operation to them? There are 1,500,000 persons that are practically starving. What is co-operation to them? There is a vast population that crawls about in sub-cellars and filth and misery unutterable. What is co-operation to these?

"In every English city, one-fifth of the inhabitants never know what it is to have enough to eat, never sleep in a decent bed, never know wealth nor decency, nor comfort. What is co-operation to them? Co-operation! They have nothing to buy; they have

nothing to save. While the co-operators increase in numbers, steadily increase also the ranks of the paupers, the starving, the degenerate, the brutish, the prowling, and the slinking creatures of the East End.

"Are these the poor we are to have with us always? Not at all, not at all. They are the awful menace and the awful retribution of a system of civilization that must have in it something radically wrong. Wise men in England are under no hallucination as to the meaning of the gaunt, sickly forms that herd and doze about the greasy arches of Whitechapel.

"Royal commissions, appalled at the statistics of the increasing ratios of pauperism, insanity and disease, are laboriously trying to find a remedy for a monstrous and sinister evil against which co-operation avails nothing.

"For the truth is that, compared with the real disease that drags down England and threatens every other nation, co-operation works to save only those that are already saved."

## QUIT AT LAST.

It would appear that the new trading stamp law has been eminently satisfactory, judging from the latest circular issued by the Trading Advertising Company, of Montreal, which reads as follows:

"Dear Sir:—In regard to the saving coupon, we find it is going to be impossible to continue business profitably on the present plan, and we have therefore decided to discontinue the same. We would advise you not to give saving coupons to your customers unless it is understood that you are to redeem them. We are sorry that matters have turned out this way, but the stand that the Retail Merchants Association has taken against us makes it impossible for us to continue. Thanking you for being willing to assist us as you have done."

When the Trading Stamp Act was passed by the Dominion House last session the Trading Advertising Company announced that they would be able to continue in business under another plan known as saving coupons.

The Trading Stamp Act was passed so that when retail merchants give their customers tickets, coupons, or cash register receipts they must have the merchant's name, address and the mercantile value of each ticket or coupon, and they must be redeemed at any time by any person at the store where they were given out. This gives the customer a chance to get full value for discount which the tickets are supposed to represent, and it prevents the merchant from redeeming them with cheap articles of furniture or other things of very little value.



**BIG MERGER OF SAW INTERESTS.**

A year ago the saw factories of the James Robertson Company at Toronto, Montreal and St. John were taken over by the Canada Saw Company, which also secured control of other concerns at Ottawa and Montreal. The Ottawa plant is being removed to Montreal and the factory in the latter city considerably enlarged. It is announced that the Simonds Manufacturing Company, saw and knife makers, with factories at Fitchburg, Mass., and Chicago, Ill., and steel plants at Chicago, New York, San Francisco and New Orleans, has taken over the business of the Canada Saw Company, and the new company will be known as the Simonds-Canada Saw Company, and operated under the Canada Saw Company's charter in Canada. More than \$250,000 is involved in the merger.

The new company will continue to operate the plants now in operation, but there will undoubtedly be some enlargements shortly as the Simonds people will spend considerable money to increase their Canadian trade. In the past they have left this field to the Disston and Atkins interests in competition with Canadian manufacturers. Saw mill men are conservative buyers so that the move of the Simonds people in taking over an established business rather than 'butting in' on a field well covered already, is a shrewd one.

The leading Canadian producers outside the new merger are Messrs. Shurly & Dietrich, Galt, and the E. C. Smith Company, St. Catharines, although there are several smaller manufacturers. The Disston Company will have their Toronto factory built this Spring and will not have to import after this year. With the Simonds and Disston companies on the ground and the Atkins Company doing a large importing trade Canadian manufacturers will meet with keen competition and will have to adopt enterprising methods in order to hold their own in future.

**SEASONABLE SUGGESTIONS.**

Start to work while the year is young. It's the way to make your business year eclipse any of the past. Now's the time to plan for the trade of the prospective buyer.

Cutting prices leads to bitterness and animosities between competitors, it is a very dangerous plan and generally results in demoralizing local business as competition retaliates. If you decide to lower prices to meet catalogue house competition, talk it over with others in your town who handle the same goods, explain your position and what you are going to do. Work together. If a spirit of protection against foreign houses is maintained, all can surely work in harmony and all will be benefitted.

**SUCCESSFUL JOBBERS AND SALESMEN.**

No. 14.

A familiar figure among building circles is Mr. Geo. W. Baines, who represents the Metal Shingle & Siding Co., of Preston, Ont. Mr. Baines got his early business experience with the grocery firm of Scroggie Bros., Guelph, where he was employed for many years. Coming to Toronto about ten years ago, he secured a position as traveler with the Eby, Blain Co., Limited, wholesale grocers, whom he successfully represented on the Wellington, Grey and Bruce division of the Grand Trunk Railway. On leaving the Eby, Blain Co., Limited,



Geo. W. Baines

Representing Metal Shingle and Siding Company,  
Preston, Ont.

Mr. Baines became special representative of the Metal Shingle & Siding Co., his present firm. He has covered almost the whole of Canada for this company, and he has been very successful in getting business.

Mr. Baines' heart is in his business, and his penchant for figuring on big contracts is phenomenal. Among the jobs recently secured by him may be mentioned goods for the Canada Car Company, Montreal, T. Eaton Co., Winnipeg, and the Lindsay Co., Ottawa.

Mr. Baines visits Montreal frequently to assist the local representative of his firm, Mr. J. B. Dagenais.

**PUSHING TRADE IN JANUARY.**

To keep up interest after the holiday rush merchants have to offer better bargains and advertise much harder. Why not go through the stock and dig out

some slow selling lines for a clean-up sale? That's the way your friend the drvgoodsman does. Why shouldn't you? You may have a dozen mouse traps that people do not seem to want, and a size of dripping pan that is useless—or seems so, and some enameled ware that has chipped somewhat. Bunch all the stuff together and advertise a "Clean-up Sale." Go after it as if you meant business and throw in whatever holiday goods that you have left over. You may surprise your cash register during January this way.

**OUR LETTER BOX**

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

**OVERTIME AND VACATIONS.**

Editor of Hardware and Metal:—The discussion started by Mr. Wiggs is a very interesting one and I believe it a good thing to have an interchange of opinions on such matters in order to secure as great a uniformity as possible in practice.

We do not record our clerks' time, consequently no fines are imposed or rewards given; nor do we pay our clerks for overtime, as it is understood when they engage that any overtime necessary in their department is part of the arrangement.

We make no deduction for time lost through sickness, attendance at funerals, or such matters, excepting where the period might be a very long one; but for ordinary cases no deductions are made.

We give all our clerks a vacation of ten working days with wages paid.

The above of course applies only to our clerical staff. In the manufacturing department we pay only for the time actually worked, no allowance for holidays or sickness; but overtime is paid for at the rate of time and a half from five to nine p.m., and after that we pay double time.

Regarding time clock, I believe this to be a necessity in connection with a manufacturing concern or department where men are paid exactly in accordance with the time worked. In connection with a mercantile establishment it might not be so necessary, but would prove a very wholesome check upon employees who are not punctual and who for that reason set a bad example to others. When an employee persists in keeping bad time and cannot be cured, it seems to me there is only one thing to do and that is to let him seek employment elsewhere.

EMERSON &amp; FISHER, LIMITED.

W. S. FISHER.

St. John, N.B., Jan. 5, 1906.



## HARDWARE TRADE GOSSIP

### Quebec.

Louis Gauthier, dealer in tinware, St. Pie, visited Montreal a few days ago.

T. H. Newman, of Caverhill, Learmont & Co., spent part of this week in Toronto.

Ulric Hervieux, tinsmith, of St. Cuthbert, called on Montreal supply houses recently.

Linier Gregoire, plumber, of St. Javite, paid a short visit to Montreal during the week.

The Colonial Cordage Co., of Toronto, have appointed as their Montreal agents the Commercial Twine Co.

Chas. Dietrich, representing Shurly & Dietrich, Galt, Ont., called on the Montreal wholesale trade this week.

W. F. Whellams, of F. J. C. Cox & Co., Winnipeg, is spending the week in Montreal, his trip being chiefly of a business nature.

Walter Grose, Montreal, has left for New York and various other United States points, where he will spend a couple of weeks.

Joseph Huette, hardware merchant, tinsmith and roofer, of St. Hyacinthe, was in Montreal this week on a general buying expedition.

George H. Duogan, who has been third vice-president of the Dominion Coal Co., has been promoted to be second vice-president.

Mr. Chaplin, of the Welland Vale Mfg. Co., St. Catharines, Ont., was in Montreal during the week, in the interests of his business.

In an interesting game of hockey, played Thursday night of last week, the Starke Hardware Company defeated the Thistles by a score of 3 to 1.

C. P. Tucker, of Alex. McArthur & Co., paper manufacturers, Montreal, is enjoying a trip to England. He will be absent for about a month.

Arthur Magnan, who for several years has been assistant hardware appraiser at the Montreal custom house, has been appointed appraiser, to succeed the late James H. Douglas.

George Ramsden, of Caverhill, Learmont & Co.'s traveling staff, spent a few days this week at the firm's Montreal warerooms, fixing up his samples for the Spring trade.

John R. Baxter, until recently with Robt. Gardner & Son, Montreal, has accepted a position as traveling representative with L. N. Beard, St. James street, of the same city.

New buildings erected in Montreal during the year 1905 numbered almost two thousand, at a total cost of \$4,779,380. Dwelling houses formed the largest feature of these building operations.

C. M. Strange, salesmanager and director of Lewis Bros., Limited, Montreal, returned Wednesday from Kingston, where he was called to attend the funeral of his father, the late Dr. Orlando Strange.

In the first match of the Manufacturers' Hockey League, Montreal, the Canadian Rubber Co.'s team beat the septette representing Allis-Chalmers-Bullock by a score of 2 to 1, in a keenly contested game.

J. Ernest Miller, of John Miller & Sons, Montreal, is this week taking a trip to Toronto, Buffalo, and Pittsburgh. While in the latter city he attended the annual meeting of the Shelby Steel Tube Co.'s distributors. Chas. Bradfield, manager of the firm's Toronto branch, accompanied Mr. Miller.

J. H. Roper has been appointed Canadian representative of John Shaw & Sons, Wolverhampton, England. Mr. Roper is widely known to the trade, having been a successful traveler for years. As a worker he has few equals, and his enterprise and energy won laurels for other firms, and they should not have lost their force when they become active for the sterling house which he now controls.

Ernest Archambault, hardware merchant, 661 Notre Dame street, Montreal, has purchased a bankrupt stock, and will open a branch hardware store at the corner of Fullum and St. Catherine streets, where he will keep a large stock of builders' hardware, stoves, etc. His Notre Dame street store will be enlarged and renovated to accommodate his rapidly increasing business, which is principally with the farmers.

T. J. Best has tendered his resignation as director and superintendent of Warden King & Son, Montreal, with the request that it be allowed to take effect at once. Mr. Best has been with this firm for nearly twenty years, having entered their employ as foreman in June, 1886. For the past ten or twelve years he has been director and superintendent. In a few weeks Mr. Best purposes going to Winnipeg to look into some iron business propositions that have come to his notice. It is quite likely Mr. Best will settle in the west.

### Ontario.

R. J. Cluff, Toronto, spent a few days in Montreal during the past week.

The hardware store of Krauter & Ritchie, Ethel, was burned to the ground last week.

R. Kerr, of the Ketr Engine Company, Walkerville, was a visitor in Toronto this week.

George Millward, Port Hope, was a visitor in Toronto buying goods from plumbing supply men this week.

B. J. Morris, secretary of the Central Supply Association, Toronto, has returned from a trip to New York.

James Molds, of the Star Plumbing & Heating Company, Winnipeg, has been a visitor in Toronto on a buying trip.

J. C. Park, plumber and steamfitter, London, was a caller at the Toronto office of Hardware and Metal this week.

The Toronto office of the Canada Paint Company is being thoroughly renovated and given a good dose of Elephant brand mixed paints.

Bert Ormiston has returned to his duties at the Ontario Lead & Wire Company, Toronto, after a holiday trip to Providence, R.I.

John Fisher, of John Fisher & Son, Dundas, formerly manager for Rice Lewis & Son, Toronto, was a visitor in Toronto this week.

F. L. Hutchins, of the firm of Hutchins Bros., manufacturers' agents, Vancouver, B.C., has been in Toronto and Hamilton on a business trip.

S. E. Waffle, Smith's Falls, representing Alex. McArthur & Co., Montreal, was a caller at the Toronto office of Hardware and Metal a few days ago.

H. F. Falkiner, George street, Toronto, wholesale harness supplies and polishes, is now in his new premises adjoining No. 60, which with the latter gives him double floor space.

The Kennedy Hardware Company are considering the question of moving into larger premises. They report a very satisfactory year's business in 1905 and their expanding business makes a move necessary at an early date.

The agents of the Frost Wire Fence Company, Limited, gathered in Hamilton this week for their annual convention. About 150 agents were on hand. There was a banquet at the Hotel Royal. The convention wound up Thursday by a trip to Niagara Falls.

The Canada Brass Rolling Mills, Limited, and Robert E. Menzie are defendants in a suit for the return of \$5,000 which F. S. Wooster alleges was obtained from him for stock in the company by alleged "fraudulent representations" on the part of Robert Menzie.

The Shovel & Tool Company, Peterboro, has decided to increase its capital stock from \$50,000 to \$100,000, and to authorize the issue of an additional \$25,000 of stock at present. The reason is that the stock of manufactured goods and raw material is a very large item, and it requires a considerable amount to carry the business between seasons.

H. C. Hamilton, of Sault Ste. Marie, who was in the city this week, stated that it was the intention of the Soo Company to pay off the loan of \$2,000,000, which has been guaranteed by the Ontario Government, as soon as it falls due. He added that the town had got back most of its former prosperity. The monthly pay roll of the company runs up to about \$140,000 or \$150,000.

### FOUNDRY OFFICES MOVED.

O. Vickery, Toronto manager of the Guelph Foundry Company, returned from a trip to Boston and the Maritime Provinces a few days ago, visiting Amherst, N.S., on the trip, he being the western representative of the Amherst Foundry Company. This company is now manufacturing a full line of enameled ware and two new furnaces have recently been installed for this work.

Mr. Vickery reports that during the past few months he has disposed of over six carloads of Amherst enamel ware from his Toronto office. At the first of the year the office and warerooms were removed from 176 to 178 Victoria street, the new quarters being in the Massey Hall building. Here a large stock of Perfect Idea ranges, Kelly furnaces, etc., is carried in stock in addition to samples of enamelware.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 74.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

**Building Paper**—New lists have been issued.  
**White Lead and Red Lead** have advanced.  
**Old Materials**—Slight advances have been declared in some lines.  
**Ingot Zinc** is now 7 1/4c. to 7 1/2c.  
**Antimony** is quoted 1/2c. higher.

### TORONTO.

**Brass Goods**—Compression and Fuller work and Valves have been moved up.  
**Enamelware**—Closet combinations and American goods are higher.  
**Lined Oil**—Another 1c. advance has been made.  
**White Lead**—Quotations are now at \$6.05 for pure white.  
**Red Lead**—Prices have advanced in small quantities.  
**Putty**—Quotations on barrel orders are higher.  
**Building Paper**—Advances in some lines are proposed.  
**Brass** has been advanced from 10c. to net list.  
**Old Metals**—Brass and copper are being quoted higher.

**Lanterns**—Turnover is scarcely as lively as had been expected. Our prices remain as follows: Cold blast, \$4.50; No. 0 Safety, \$5.00.

**Rivets and Burrs**—A tendency towards advanced prices is manifest, especially in copper goods. We quote: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 40 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—Our prices remain: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Screws**—Conditions are normal, with prices unchanged. We quote as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Business is opening up well. We quote: 3-8 and smaller, 60 to 10; 7-16 and larger 55 and 5.

**Horse Nails**—The new lists, coming into effect last week, are now ruling the trade. We give the following discounts: C brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—In anticipation of the Spring trade, orders of both sizes are now coming in. We still quote \$2.15 per keg, f.o.b. Montreal.

**Cut Nails**—A sluggish market continues. Our prices are \$2.20 per keg, f.o.b. Montreal.

**Horseshoes**—Our prices remain as follows: P.B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60 Toeweight, all sizes, No. 1 to 4, \$6.85 Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes.

**Sporting Goods**—Guns and ammunition are of course a dead issue just now. Business in snowshoes and skates is heavy, but the turnover of toboggans has been somewhat disappointing this season. We quote: Skates from 25c. to \$2.50, according to quality; snowshoes from \$15 to \$35 per dozen pairs, according to quality.

**Building Papers**—The most important price change made during the week was

in building papers, some of which have been advanced. Inquiries for Spring deliveries are beginning to come in well. The new prices will be found in our "Current Market Quotations."

**Cement and Firebrick**—Cement is very slow as yet, but the Spring trade is expected to open up very soon. Firebrick, on the other hand, is moving very early this year, and large orders are being shipped out daily. We quote: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00 to \$2.05. Firebrick, English and Scotch, \$17.00 to \$21.00; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—Our prices are as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

**Shot**—Prices are still net list.

**Sleigh Bells**—Retailers are now getting rid of their stocks at a good rate, owing to the genuine Winter weather which the province is now experiencing. We quote as follows: Back straps, 30c. to \$2.50; body straps, 70c. to \$3.50; York Eye bells, common, 70c. to \$1.50, pear shape, \$1.15 to \$2.00; shaft gongs, 20c. to \$2.50; Grelots, 35c. to \$2.00; team bells, \$1.80 to \$5.50; saddle gongs, \$1.10 to \$2.60.

**Horse Blankets**—Our prices are: Jute, unlined, \$4.50; 3-4 lined, \$9.50; full lined, \$12; 16-oz. Hessian, unlined, \$6.50; 3-4 lined, \$11.50; full lined, \$14, and up to \$24; Kersey blankets, \$9 to \$21; all wool, \$24, \$30, \$48 and \$60.

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
 10 Front Street East.  
 Toronto, Jan. 12, 1906.

With the exception of building paper, which has been advanced by some houses, there has been no changes in quotations this week. Several lines of building paper are quoted at higher figures, as our revised current market quotations show, but it is uncertain whether the advance will be held to or not. Some definite information on this point is promised next week.

Trade since the opening of the year has been remarkable for the month of January, travelers being surprised at the large orders retailers have been placing for present shipment. These orders include general lines, showing that buying before the holidays was very satisfactory. Booked orders for poultry netting, wire goods, garden tools, fishing tackle, and other seasonable goods, for Spring delivery, are reported

## Quebec Hardware Markets

Office of HARDWARE AND METAL,  
 232 McGill Street,  
 Montreal, Jan. 12, 1906

Although somewhat better than last week, trade is still very quiet. Hardware merchants in many parts of the province are still busy at the task of stock-taking, and they are unwilling to make any large purchases just now.

A few travelers are still at the warehouses, fixing up their samples, but the majority of them are, by this time, back on the road, and are sending in fair orders for the time of year.

Changes in price are not numerous, this week, as many of the firms who have withdrawn quotations have not yet completed their new lists. These are to be expected shortly. A rather important amendment in the price list of different building papers has been announced during the week, all the changes making for higher figures than those current last year.

**Axes**—A fairly brisk trade is reported. Our prices are unchanged, as follows: Chopping axes, unhandled \$6.00 to \$9.50 per dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—Conditions are in no respect different from those of last week. We give prices as follows: Hand-sewing machines, \$11 each, net; complete machines, with stand, \$18.00 and up, according to quality.



large, all indications being that a large season's business is ahead of us.

**Axes and Handles**—A good January trade is being done.

**Cutlery**—Sorting orders are being received, but trade is not heavy at this season.

**Sporting Goods**—Skates are having a steady call, and snowshoes and toboggans are in fair demand. Shooting materials are dead, but fishing tackle is being booked for Spring delivery in good quantities.

**Washing Machines**—The outlook for next season's business is satisfactory.

**Chain**—We are still quoting prices as follows: 1 inch, \$6.50; 5-6 inch, \$4.45; 3-8 inch, \$3.85; 7-16 inch, \$3.70; 1-2 inch, \$3.55; 9-16 inch, \$3.45; 5-8 inch, \$3.35; 3-4 inch, \$3.25.

**Extension and Step Ladders**—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

**Wire Goods**—Orders for Spring delivery are being booked in satisfactory quantity. Poultry netting is in good demand, and barb and coil spring wire is also picking up. On galvanized wire we still quote: \$2.42 1-2 f.o.b. Cleveland.

**Wire Nails**—A good trade is being done for this season. We still quote: \$2.15 per keg, f.o.b. Toronto.

**Cut Nails**—A satisfactory volume of business is being done. We quote: \$2.40 per keg, f.o.b. Toronto.

**Horse Nails**—Trade is quiet. Discounts remain the same.

**Horseshoes**—Trade continues brisk; prices firm. We quote: P.B. base, \$3.65; "M.R.M. Co., latest improved pattern" Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; featherweight, all sizes, 0 to 4, \$5.75; toe weight, all sizes, 1 to 4, \$7.00. If shipped from factory 15c. less.

**Saddlery**—Sleighbells, horse blankets and similar goods are having a seasonable sale.

**Screws**—Advancing prices in metals make the market very firm, but prices are unchanged.

**Rivets and Burrs**—There have been no price changes, and trade is satisfactory for this season.

**Bolts and Nuts**—Stocks are light and a heavy trade is looked for during the Spring.

**Cordage**—Sorting orders are plentiful. We still quote: Manila, 15c.; British manila, 11 1-2c.; sisal, 10 1-2c.; double lath yarn, 10 1-2c.; single lath yarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16 1-2 to 17c.; cotton waste, colored, 6 3-4c.; white, 9c.

**Cement**—A normal business is reported. We quote: For earload orders f.o.b. Toronto, Canadian Portland, \$1.90 to \$2.00; American Portland, \$1.90 to \$2.00. For small orders ex warehouse,

Canadian Portland, \$2.10, American Portland, \$2.10.

**Firebrick**—Prices continue unchanged; English and Scotch firebrick, 27c. to 30c.; American low-grade, 22c. to 25c.; high-grade, 27 1-2c. to 37 1-2c.

**Building Paper**—Manufacturers have been working on 1906 prices, and have advanced several lines. The advance is not yet general, however, and may not be adhered to.

#### Fur Skins.

	No. 1	No. 2	No. 3	No. 4
Badger .....	\$0 50	\$0 10	\$....	\$....
Bear .....	Black 15 00	8 00	3 00	1 00
.....	Yearlings 7 00	5 00	2 00	0 30
Fisher .....	6 00	4 00	2 00	1 00
Fox .....	2 50	1 50	0 50	0 20
.....	Cross 5 00	4 00	2 00	0 50
Lynx .....	4 00	2 75	1 50	0 50
Marten .....	Dark 10 00	5 00	2 00	0 50
.....	Pale 4 00	2 75	1 25	0 50
Mink .....	Dark 5 00	4 00	1 00	0 25
.....	Pale 3 25	2 00	1 00	0 25
Muskrat, Ont. & E. Fall. ....	0 12	0 08	....	0 03
..... N. W. T. & W. ....	0 11	0 07	....	0 03
Rabbit .....	0 01	0 00	....	....
Raccoon .....	1 25	0 75	0 30	0 10
Skunk .....	1 50	1 00	0 50	0 20
Wiesel .....	0 50	0 25	0 20	0 04
Wolf .....	1 50	0 75	0 40	....
.....	Prairie 1 00	0 50	0 10	....
Wolverine .....	4 00	2 50	1 00	0 25

## Canadian Metal Markets.

### QUEBEC.

Office of HARDWARE AND METAL,  
232 McGill Street.

Montreal, Jan. 12, 1906

With stock-taking just about finished, the Montreal metal merchants are now beginning to size up the prospects for 1906 business more definitely than before. At the present time, everything looks very favorable to another good year, especially as many firms which have been considered as well stocked up for the Winter, are already asking for advance shipments on their Spring orders.

All the metals which showed a falling off last week have recovered their strength again, and in some cases, have exceeded their former price. Pig lead is rather an exemption to this rule, as it has seen several fluctuations during the past few days. At the time of writing, the tone is slightly easier, but it is thought that an early recovery will be made.

Ingot tin is very firm at same figures as were quoted last week, and it appears to be going still higher before long. Antimony is another metal which is on the upward move, having been advanced about 1-4c. again this week. Indeed, some dealers are asking higher figures than we are quoting, and are able to get them.

Ingot zinc is also a little higher this week, as the demand, both in this country and in foreign markets, is showing surprising strength. No advance has been declared in sheet zinc as yet, owing to the fact that the source of supply for the Canadian market is different from that of spelter. It is altogether likely, however, that next week will see a withdrawal of prices for sheet zinc as well.

Foreign mills turning out boiler tubes are still behind in their deliveries, but at the present time, the position is rather peculiar. In spite of the strong

condition just now it is likely that an easier market will be reached within the next few weeks, or at any rate, as soon as some of the mills having turned out the full extent of their orders, enter the market again.

The pig iron situation is rather interesting, in spite of the fact that the majority of manufacturers are pretty well protected for the Winter. For inquiries are now coming in quite briskly for late Winter, and early Spring shipments. The tone continues very steady, with a tendency to advance quotations for odd lots. The demand in the United States is keeping up wonderfully well for the time of year, with absolutely no sign of a let-up.

**Canada Plates**—Importers are of the opinion that prices will soon have to be advanced by the jobbing trade, as higher figures are already being asked for future shipments. We are now quoting: 52's, \$2.60; 60's, \$2.65; 75's, \$2.75; full polished, \$3.75; galvanized, 52's, \$4.10; 60's, \$4.35.

**Copper**—This metal continues very firm at the same prices as were quoted last week, and our figures remain as follows: Ingot copper, 20 1-2c. to 21c. sheet copper, base sizes, 25c.

**Ingot Tin**—A decidedly higher tone is manifest this week. Tin is very steady at from 39 1-2c. to 40c.

**Pig Lead**—Several fluctuations which have occurred during the week have left the market somewhat weaker, but the condition is probably only a temporary one. We are still quoting from \$4.75 to \$4.80 per hundred lbs.

**Boiler Tubes** The state of this market has been fully described in our opening remarks. We quote: British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

**Pig Iron**—Inquiries coming to hand are most encouraging. There is a disposition to ask higher prices for odd lots. We still quote:

"Dom." No. 1, \$19.50 to \$20.00 delivered Montreal.

Usual difference in price for lower grades.

Ferrona No. 1, \$19.50 delivered Montreal.

" No. 2, 19.00 " "

" No. 3, 18.50 " "

" No. 4, 18.00 " "

Londonderry, 20.50 " "

Carron No. 1, 23.00 " "

" (special), 22.00 " "

Summerlee No. 1, 23.50 " "

Clarence No. 1, 20.00 " "

" No. 3, 19.50 " "

**Tool Steel**—Our prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

**Merchant Steel**—We are still quoting: Sleigh shoe, \$2.17 1-2; tire, \$2.27 1-2; spring, \$2.75; toecalk, \$2.82 1-2; machinery iron finish, \$2.27 1-2; ruled machinery steel, \$2.75; mild, \$2.17 1-2 and upwards; square harrow tooth, \$2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

**Cold Rolled Shafting**—We give the following prices: 3-16 inch, to 1-4 inch,



\$6.80; 5-16 inch, to 11-32 inch, \$5.78; 3-8 inch, to 1 7-32 inch, \$4.76; 9-16 inch, to 17 64 inch, \$4.08; 3 1-8 inch, to 3 7-16 inch, \$3.60; 3 1-2 inch, to 3 15-16 inch, \$3.75; 1 inch, to 1 7-16 inch, \$4.08; 4 1-2 inch, to 4 11-16 inch, \$4.42.

**Galvanized Iron**—The turn over is very good, especially on the better grades. We quote: Queen's Head, 28 gauge, \$4.25; 26 gauge, \$4.00; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, \$3.50; Fleur-de-Lis, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$3.85; 26 gauge, \$3.60; 22 and 24 gauge, \$3.35; 16 to 20 gauge, \$3.10; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals' "Best Best," 28 gauge, \$4.10, "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots 25c. extra.

**Black Sheets**—Our prices are: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—We are again advancing our prices this week, and prospects are favorable for another ascension in this metal, such as occurred during the past Summer. We quote: 14½c. to 14¾c. for Cooksons.

**Tin Plates**—Prices are still as follows Cokes, base size, 1C, 14 x 20, \$4.00; charcoal, base size, 1C, 14 x 20, \$4.25.

**Terne Plates**—We quote as yet: \$6.85.

**Ingot Zinc**—Considerable strength has been manifest in this market during the week just past, and prices have been advanced accordingly. We quote for the present, 7 1-4c. to 7 1-2c.

**Sheet Zinc**—Prices have not yet been changed, but an advance is expected next week. Our prices still are: 8c. in casks; 8 1-4c. in less than casks.

**Sheet Lead**—We are quoting: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—The advance declared last week is being stiffly maintained, and we are still quoting \$2.00 f.o.b. Montreal.

**Old Material**—Wrought iron scrap continues in the same condition as formerly, but cast iron is in good demand, with prices firm. Reports from the rubber markets indicate that the manufacturers in the United States are either not busy, or are keeping out of the market for some other reason. It is hard to predict how prices may go. No change has occurred in scrap zinc, both this metal and lead being still much inquired for. Stocks are scarce, and there is an upward tendency everywhere. Further advances in copper have boosted the price also in brass scrap. We are quoting the following: Copper wire, 14 3-4c.; light copper, 13 3-4c.; heavy red brass, 13c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 75c. to 90c. per 100 lbs.; old rubbers, 7 1-4c. to 7 1-2c.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 FRONT STREET EAST.

Toronto, Jan. 12, 1906

Brass has been advanced from 10 per cent. discount to net list, the only other advances made since last report being on old materials, dealers offering higher prices for both old copper and brass. Bar iron is still quoted at \$1.95 net, or \$2.00 with 2 per cent. off, but an advance is looked for at any time, jobbers being busy now in stock-taking.

Trade during the week has been dull, January being unusually an inactive month. The feeling for Spring business is, however, very optimistic.

**Pig Iron**—There is little business offering, but the mills are all booked ahead for several months. We still quote:

Middlesboro, f.o.b. Toronto.....	\$22 50
Hamilton, No. 1, at furnace.....	20 00
No. 2, ".....	19 50
Midland, No. 1, ".....	20 00
No. 2, ".....	19 50
Radnor, at furnace.....	31 50
Londonderry, f.o.b. Toronto.....	21 50

**Bar Iron**—The expected advance has not yet been made, and we are still quoting \$2.00 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—Market continues active, and we still quote 40c. per lb.

**Tin Plates**—Jobbers report an active demand. Prices are firm.

**Galvanized Sheets**—Conditions are unchanged, the demand being heavy at the same quotations.

**Brass**—Recent advances in copper have been followed by higher quotations on brass. We, therefore, have to revise our quotations from 10 per cent. discount, to net list.

**Lead**—Lead has fluctuated during the week, but quotations continue as follows: Pig lead, \$4.85 per 100 lbs., and bar lead, \$5.00 per 100 lbs.

**Zinc Spelter**—Prices hold steady, with demand fair. We quote: 7 1-2c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Buying of both sheet and ingot copper is quite brisk, with stocks not very large. We are quoting as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—Conditions are about the same as last week, and we still quote 15 1-2c.

**Old Material**—Advances have been made on old brass and copper, the demand for which is brisk. Dealer's buying prices are: Heavy copper and wire, 15c. per lb.; light copper, 13c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 7c. to 7 1-4c. per lb.; country mixed rags, 75c. per 100 lbs.

**Coal**—Prices keep very firm, and we still quote: Anthracite in cars at bridges, grate, \$5.50 per gross ton; pea, \$3.75 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.70; 3-4 inch,

\$1.60, run of mine, \$1.40; nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.80; 3-1 inch, \$2.70; mine run, \$2.60; slack, \$2.35.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## LONDON METAL MARKETS.

From Metal Market Report, January 11, 1906.

**PIG IRON**—Cleveland warrants are quoted at 54s. 6d., and Glasgow standard warrants at 53s 9d, making prices as compared with last week unchanged for Cleveland warrants and 1d lower for standard warrants.

**TIN**—Spot tin opened firm at £165 5s., futures at £165 17s. 6d., and after sales of 300 tons of spot and 200 tons of futures closed firm at £165 10s. for spot and £165 17s. 6d. for futures, making price as compared with last week £2 10s. higher on spot and £2 10s. higher on futures.

**COPPER**—Spot copper opened easy at £79 15s., futures £79 2s. 6d., and after sales of 200 tons of spot and 250 tons of futures closed easy at £79 12s. 6d. for spot and £79 for futures, making price as compared with last week 10s. lower on spot and 15s. lower on futures.

**LEAD**—The market closed at £17, making price as compared with last week 10s. lower.

**SPELTER**—The market closed at £29 5s., making price as compared with last week 2s. 6d. lower.

## UNITED STATES METAL MARKETS

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, January 11, 1906.

The principal event of the week has been the advance in prices on the greater part of all the lighter finished products. It amounts to \$2 per ton on box annealed sheets, \$1 per ton on blue annealed sheets, \$2 per ton on galvanized sheets, 10c a box on tin plate, 10c a square on galvanized roofing and \$1 per ton on wire products.

There are further indications of a revival of buying of pig iron, although the movement is not yet quite general.

How great the activity during the past year has been is reflected well by the figures of production of the United States Steel Corporation. During 1905 the output of the blast furnaces of the constituent companies aggregated 10,175,505 gross tons, as compared with 7,975,530 gross tons in 1902, the previous record year. The production of steel ingots reached the enormous total of 11,995,205 gross tons, as compared with 9,743,918 tons in the record year of 1902.

It may be interesting to add that there have just been authorized extensions and improvements in plants by the corporation which will add very close to 1,000,000 gross tons of pig iron, about 535,000 tons of steel ingots and over 760,000 tons of finished iron and steel to the annual capacity. This is exclusive of the enormous plant which is planned for the Chicago district.

The output of coke and anthracite pig iron in December is shown by reports of production gathered to have gained only 37,000 gross tons on that of November.



## British Columbia Trade News

Vancouver, Jan. 5, 1906.

Vancouver's building record has shown satisfactory growth for the year just completed. A total of almost \$2,750,000 in building permits was issued by the building inspector, as compared with a total for 1904 of about \$2,000,000. So far as present indications go, the year just commenced will show no abatement of building activity. A number of new blocks and public buildings are now under construction and permits have already been issued for several large blocks in growing portions of the business sections of the city. House-building, too, has continued so far right through the Winter, and numerous short spells of dry weather have greatly favored the work.

In the clearing house returns for the year is given the concrete amount of increase in the financial transactions for the year. The total for the year was \$88,686,740, an increase of over \$14,000,000 above 1904, which in its turn showed an increase of \$8,000,000 over the total of 1903.

Customs collections for 1905 for the port of Vancouver show a big increase, the figures being \$1,654,857.81 in revenue collected. In 1904 the amount was \$1,455,324.16.

An increase of 31 per cent. in exports from this port is shown, the amount exported being valued at \$6,846,122. This is \$2,167,211 more than the previous year.

In the mining industry the biggest expectations have been almost realized. It was confidently hoped that shipments of ore from the mines of the Boundary district alone would this year total a million tons. Had it not been that the last week in the year was a holiday week the ambition would have been realized. As it was the figures reached 928,352 tons, so that the million mark was in reach. The three smelters in the Boundary district, the Granby, the B. C. Copper Co. and the Dominion Copper Co., treated a total of 941,817 tons during the year.

The output of the Rossland mines for the year was 323,000 tons, which is about the same as last year.

The total coal output of the Vancouver Island mines for 1905 was 961,195 tons. This was distributed as follows: From Wellington mines, 372,264; Comox mines, 429,057 tons; Ladysmith mines, 210,081 tons; Western Fuel Co., Nanaimo mines, 169,874 tons. This latter mine was closed down some six months during the best season of the year.

The Wellington Colliery Co. has begun operations to open up a new coal field several miles from Wellington, where a splendid seam has been discovered. The firm of R. Dunsmuir & Sons control the Wellington colliery.

Two districts in Northern British Columbia seem destined to be actively developed in a mining way next Spring. These are in the Windy Arm district near Tagish Lake and Lake Bennett, north of Atlin camp, and the Telkwa Valley, close to Skeena River, in the section which is supposed to be in the line of progress projected by the Grand

Trunk Pacific. The former proposition includes silver values of very high grade and in the Telkwa the copper prospects are equally attractive. To improve the Telkwa district there are large coal areas there, and all in such locations as to be easily developed by railway construction. Many companies have been formed with the view of development work there next Spring.

In the Windy Arm district other finds besides silver in native form are galena, argentite, pyrrargite, and iron and arsenical pyrites. The total distance from tidewater at Skagway to the new camp, Conrad City, on Windy Arm, is 79 miles, 67 of which are by the White Pass Railway, and 12 miles on the lake from Caribou Crossing, at the foot of Bennett Lake, to Conrad City, on Windy Arm, the centre of the new finds. This camp is predicted to be a very active centre early in the season, or as soon as navigation is opened, as the means of transportation already exist, while the work of the past Summer has proven beyond cavil that valuable and extensive ore deposits have been located. Mr. R. G. McConnell, of the Dominion Geological Survey Department, makes an extensive and interesting report on the whole location.

In connection with the improvements of False Creek, Vancouver's second harbor, Mr. Roy of the Dominion Public Works Department has completed his surveys and left for Ottawa. He will make his report there, but from what has been learned of his observations, there appears to be no difficulty in the way of dredging False Creek or Coal Harbor, the two portions of the waterfront he examined. It is pointed out with respect to False Creek that if the city proceeds with reclamation work at the head of the creek, the Dominion Government will no doubt make a deep channel in the lower part of the creek to give access to English Bay. Strong representations are being made to the civic authorities by many of the citizens urging immediate steps for this work.

The British Columbia Electric Co. announces that it will abolish connection fees in installing light connections.

A number of employees of the N. Thompson Engineering Works have won a case against the assignee, whom they sued for wages for work done after the assignment, and done at the instance of the assignee. The case turned on the adoption by the creditors of a resolution approving the action of the assignee in keeping the men at work.

Some activity is shown in mining development on the coast close to Vancouver. Work is being done on Bowen Island in English Bay and the force of men employed has recently been doubled. On the Empress group, Howe Sound, close to the Britannia mine, a large force of men are engaged in development work.

Two smelters in the Boundary district have been closed by strikes of the employees. They are the Dominion Copper Co.'s smelter at Boundary Falls and the B. C. Copper Co.'s smelter at Greenwood. A question of making eight-hour shifts instead of twelve hours as at present caused the strike, which is expected to be settled shortly.

## Nova Scotia Trade News.

Halifax, N.S., Jan. 10, 1906.

All the jobbers are now busily engaged in taking stock and making a genuine clearing up for the opening of the Spring trade. Trade is quiet, as is usual at this season of the year, and there is no call for any special lines outside of blacksmiths' supplies. The season so far has been exceptionally brisk for the blacksmiths, there being no snow whatever in the city, and the ground being hard makes the demand good for caulks and horse shoes. Conditions in the country districts are entirely different, where there has been ample snow for all purposes and good sleighing for weeks. This is all to the advantage of the lumbermen. Not for years have conditions been so favorable for lumbering operations, and as a result enormous cuts are being made in some of the districts. The sledding is ideal, and the lumbermen are taking every advantage of the open season and pushing the work.

At Amherst last week the Robb Engineering Company entertained at dinner at the Terrace Hotel their travelers, representatives, foremen and superintendents of departments. President D. W. Robb presided, and at length he outlined the origin and progress of the company. Among those present were Mr. J. F. Porter, of Winnipeg, and Mr. Wm. McKay, of Toronto. One of the pleasant events of the evening was the presentation to D. W. Robb of a handsome clock and candelabra by the members of the selling staff. Mr. Robb in referring to the company's history said that on May 9, 1865, over forty years ago, the first sod was turned for the erection of a small foundry, which has since grown into the works of the Robb Engineering Company. The original site consisted of two acres, and the first building to be erected was the foundry, 30x60 feet, with a monitor roof. In addition a small machine shop, about 30 feet square, with engine and boiler house in the rear, was built. The first engine and boiler used for the machine shop was about 15-horse-power. Since then the growth of the company has been marvelous. New and extensive works have been established at Amherst and at Framingham, Mass., and branches opened at Montreal, Toronto and Winnipeg.

Everything is booming at the Dominion Iron & Steel Co.'s mills at Sydney. In one day recently they put 700 steel rails through the process, placed them ready for market. This is the record for one day's work (24 hours) since the opening of the mill. The company was under contract to the Grand Trunk Railway to furnish before the end of the year 25,000 tons of rails. Up to about the middle of December the number of tons shipped reached over 20,000, and then there was a rush to turn out the balance. The G.T.R. are so well pleased with the rails that they have placed a duplicate order with the company. The rails are of the heaviest type manufactured, weighing 80 pounds, and 125 of them are required to lay one mile of road. The rails laid by the G.T.R. have undergone a most rigid test, and are considered a better product than any other kind used so far.



# Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, Jan. 12, 1906.)

Office of HARDWARE AND METAL.

Room 511, Union Bank Building,  
Winnipeg, Man.

**B**EFORE you are many days older, you'll have a copy of our new Brush Book,—shows more kinds of better brushes than any supply house ever sent you yet—fact!

Right on the heels of the book you'll probably see our salesman,—he may mention brushes to you,—please be good to him.

If he and the book don't show you,—don't prove to you—that we can sell you more brush quality for every dollar than you ever bought before, don't be good to him, and do throw away the book.

We have bought our stocks at prices that must have hurt somebody badly,—but don't you care for that. We have closed out some big makers for spot cash,—others we've taken whole outputs from in car-lots.

Never had such a brush stock—never were fixed to quote so low for such values. Assortment is big enough for any dealer,—no matter what kind of a trade he sells,—prices are where you won't think twice of competition. Big talk—but true talk.

And every brush we sell we guarantee,—that means we replace any brush that any customer of yours kicks about, if the kick is halfway reasonable.

Please read the book, when it comes,—and talk to the man, when he comes.

If you happen to want anything between now and then, our mail order department will take mighty good care of you,—it ships every order the day we get it, and the same old Stephens guarantee covers all it ships.

## G. F. STEPHENS & CO.

LIMITED

WINNIPEG, CANADA

Dealers are now busy getting their stocks in order and business, as is natural at this time of year, is quiet, though a brisk Spring trade is looked for shortly. Builders' supplies are in good demand, the mild weather allowing of considerable outside work, and the paint and glass trade is reported good. Prices hold very firm, but there are very few changes to note this week. In the ammunition list the discounts on Dominion R.F., Dominion C.F., pistol and Dominion military, for the territory from Calgary to Edmonton and from Edmonton to Battleford, are now 60, 30 and 40 per cent. respectively, but for the balance of the west they remain unchanged.

**Game Traps**—A few game traps are still selling. Prices are unchanged. We quote:

H. & N., discount.....	50 and 5 p.c.
Victor, .....	66½ p.c.
Newhouse, .....	35 p.c.
Bear, .....	\$7 each

**Lanterns**—The market is "open" and it is hard to quote with anything approaching to exactitude. The average prices are about as follows:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns .....	7 25 "
Cold blast dash .....	7 75 "
Lift Lanterns .....	4 25 "

**Bluestone**—Price for 1906 delivery is \$6.50 per cwt.

**Wire**—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$3 00
Plain galvanized, 6 to 8..	\$3 39 9.. \$2 50 2 90
" " 10.....	3 50 12.. 3 10
" " 13.....	3 20 14.. 3 90
" " 15.....	4 45 16.. 4 60
Plain twist .....	3 00
Staples.....	3 50
Oiled annealed wire, 10..	\$2 96 11.. \$3 02
" " 12..	3 10 13.. 3 20
" " 14..	3 30 15.. 3 45

Annealed wires (uncoiled) 10c. less.

**Horseshoes**—Prices have been steady since the recent advance in steel shoes. Quotations are as follows:

Horseshoes, iron, No. 0 to No 1.....	\$4 65
" " No. 2 and larger .....	4 40
Snow shoes, No. 0 to No. 1 .....	4 90
" " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " No. 2 and larger.....	4 75

**Horsenails**—Discounts are as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

**Wire Nails**—The price has been steady since the recent decline to \$2.60 per keg.

**Cut Nails**—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

**Pressed Spikes**—Prices are firmly held at following quotations:

Pressed spikes, ¼ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " ¾ x 6, 7 and 8.....	4 10
" " 7-16 x 7 and 9 .....	4 00
" " ¾ x 8, 9, 10 and 12.....	3 90
" " ¾ x 10 and 12 .....	3 75

**Screws**—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " " .....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " " .....	70 and 10 p.c.
Coach .....	70 p.c.

**Nuts and Bolts**—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up .....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire .....	65 p.c.
Bolt ends .....	55 p.c.
Sleigh shoe bolts .....	65 and 10 p.c.
Machine screws .....	70 p.c.
Plough bolts .....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½c. "
Hex " " case lots.....	3c. "
" " smaller lots.....	2½c. "

**Rivets**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	32
" " No. 12 .....	37

**Coil Chain**—Unchanged in price. We quote:

Coil chain—	
3-16 inch ....	\$3 25 ¾ inch ... \$7 20
5-16 inch ....	5 20 ¾ inch.... 4 60
7-16 inch ....	4 45 ¾ inch.... 4 30
¾ inch.....	4 10 ¾ inch.... 4 00

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discounts are now 60 and 5 per cent.

**Axe Handles**—Quoted as follows:

Axe handles, turned, s.g. hickory, doz ....	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra. 2 30	No. 1..... 1 60

**Axes**—Prices are quoted as follows:

Bench axes, discount off list .....	40 p.c.
Broad " " .....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, .....	8.25
Model " .....	8.50
Black Prince " .....	7.25
Black Diamond " .....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz. ....	9.00
Columbian, .....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz..	10.50
" " Copper King, per doz.....	11.00

**Butts**—The discount on wrought iron butts is 70 per cent.

**Churns**—The discounts from list prices are 45 and 5 per cent.

**Chisels**—Quoted at 70 per cent. off list prices.

**Auger Bits**—Discount on common auger bits is 65 per cent.

**Blocks**—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

**Fittings**—Discounts are quoted as follows:

Wrought Couplings.....	60 p.c.
Nipples .....	65 and 10 p.c.
T's and elbows .....	10 p.c.
Malleable bushings .....	50 p.c.
Malleable unions.....	60 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.



**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T" and strap hinges is 65 per cent. off list prices.

**Hooks**—Prices are quoted as follows:  
Brush hooks, heavy, per doz. .... \$8.75  
Grass " " per doz. .... 1.70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

**Wringers**—Prices are as follows:  
Royal Canadian, per doz. .... \$30.00  
R. B., per doz. .... 34.75

**Files**—Discounts are quoted as follows:

" Arcade " ..... 75 p.c.  
" Black Diamond " ..... 60 p.c.  
" Nicholson's " ..... 62½ p.c.

**Building Paper**—The big rush is of course over, but there is still a steady sale at unchanged prices. We quote:

Joliette, plain ..... 40c.  
" tarred ..... 65c.  
Cyclone, plain ..... 55c.  
" tarred ..... 80c.  
Anchor, plain ..... 55c.  
" tarred ..... 65c.  
Pure fibre, plain ..... 60c.  
" tarred ..... 80c.

**Tinware, Etc.**—We quote again as follows:

Tinware, pressed, retinned. .... 70 and 10 p.c.  
" plain ..... 75 and 2½ p.c.  
" pieced ..... 30 p.c.  
Japanned ware ..... 37½ p.c.  
Enamelled ware, white ..... 45 p.c.  
" Famous ..... 50 p.c.  
" Imperial ..... 60 p.c.

**Cordage**—The price is steady since the recent advance. We quote as follows.

Rope, sisal, 7-16 and larger, basis. .... 11 25  
Manila, 7-16 and larger, basis. .... 15 75  
Lathyrin ..... 11 25

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

**Vises**—Prices are quoted as follows:  
" Peter Wright," 30 to 34 ..... 14½c. per lb.  
" " 35 to 39 ..... 14c.  
" " 40 and larger ..... 13½c. "

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$8. The "1904" sheep shearing machines are sold at \$13.60.

**Ammunition, Etc.**—Shot has been advanced 25 cents per cwt. Other prices and discounts are unchanged. We quote:  
Ammunition, cartridges, Dominion R.F. .... 50 and 5 p.c.

Dominion, C.F., pistol ..... 30 p.c.  
" military ..... 20 p.c.

Ammunition, cartridges, American R.F. 33½ p.c.  
C.F. pistol ..... 5 p.c.  
C.F. military ..... 10 p.c. advance.

**Loaded shells:**  
Dominion Eley's and Kynoch's soft,  
12 gauge.  
black ..... 16 50  
chilled, 12 gauge ..... 17 50  
soft, 10 gauge ..... 19 50  
chilled, 10 gauge ..... 20 50  
Shot, Ordinary, per 100 lb ..... 7 00  
Chilled ..... 7 50  
Powder, F.F., keg, Hamilton ..... 4 75  
F.F.G., Dupont's ..... 5 00

**WINDOW GUARDS,  
OFFICE RAILING,  
IRON GATES,  
WIRE FENCING,  
COAL SCREENS,  
SPRING BEDS  
AND MATTRESSES**

**MUNRO WIRE WORKS, Limited**  
WINNIPEG, MAN. NEW GLASGOW, N.S.

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The original and only Genuine  
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**Standard Lanterns  
for 1906**

SAMPLES OF ABOVE READY FEBRUARY 1ST.

For sale by all prominent jobbers of Hardware and Crockery.

The "Banner" and "Leader" Lanterns are both warranted Wind-proof, and, as usual, surpass all others for quality and construction.

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Ask your customers  
if they don't need new pumps.  
If they do sell them our

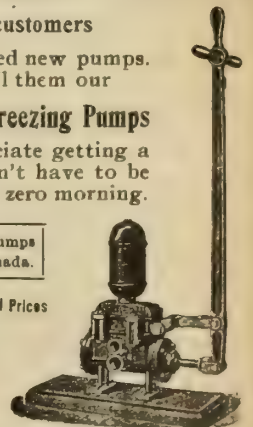
**Standard Anti-Freezing Pumps**

They'll appreciate getting a  
pump that doesn't have to be  
thawed out every zero morning.

—McDougall Pumps  
—Made in Canada.

Write for Catalogue and Prices

The  
**R. McDougall Co.  
Limited.**  
Galt, Ont.



Banner Cold Blast Lantern (See New Design)  
Leader Cold Blast Lantern, " "  
Climax Safety Tubular Lantern, " "



**Iron and Steel**—Prices are quoted as follows:

Sw. iron (basis) .....	2 60
Swedish iron (basis) .....	4 75
Sleigh shoe steel .....	2 75
Spring steel .....	3 25
Machinery steel .....	3 50
Tool steel, Black Diamond, 100lb. ....	9 50
Jessop .....	13 00

**Black Sheets**—No change in price. We quote as before:

Black sheets, 10 to 16 gauge, 100 lb. ....	3 50
18 to 22 gauge .....	3 75
24 gauge .....	3 90
26 gauge .....	4 00
28 gauge .....	4 10

**Galvanized Iron**—The market is steady at the recent advance. We quote:

Apollo, 16 gauge .....	3 90
18 and 20 gauge .....	4 10
22 and 24 gauge .....	4 45
26 gauge .....	4 40
28 gauge .....	4 65
30 gauge or 10 1/2 oz. ....	4 95
Queen's Head, 24 gauge .....	4 65
26 gauge .....	4 65
28 .....	4 90

**Tin Plates**—We now quote as follows:

Implate, 10 charcoal, 20 x 28, box ....	9 50
" IX " .....	11 50
" XXI " .....	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—We quote:

Canada plate, 18 x 21, 18 x 24 .....	3 50
Canada plate, 20 x 28 .....	3 75
Canadaplate, full polished .....	4 25

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

**Pig Lead**—Pig lead is now quoted at \$5.00.

**Iron Pipe**—Prices are still quoted as follows:

Black iron pipe, 1/2 inch .....	2 5
" 3/4 " .....	2 85
Black iron pipe, 1 inch .....	3 15
" 1 1/4 " .....	4 00
" 1 1/2 " .....	5 75
" 1 3/4 " .....	7 85
" 2 " .....	9 40
" 2 1/2 " .....	12 90

**Petroleum and Gasoline**—Prices are quoted now as follows:

Silver Star, per gal. ....	21 1/2 c.
Sunlight .....	22 1/2 c.
Eocene .....	24 1/2 c.
Pennoline .....	25 1/2 c.
Crystal Spray .....	24 1/2 c.
Silver Light .....	22 1/2 c.
Gasoline, 70-72 (Engine) .....	25 1/2 c.
(In barrels f.o.b. Winnipeg.)	

**Paints, Oils and Turpentine**—There is an average trade for the present season. Prices are steady. We quote:

White lead (pure) .....	\$6 50
Bladder putty, in bbls. ....	0 02 1/2
" in kegs .....	0 02 1/2
Turpentine, pure in barrels .....	1 00
Less than barrel lots .....	1 09
Linseed oil, raw .....	0 59
Boiled .....	0 62

**Window Glass**—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches .....	\$2.25
26 to 40 " .....	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4.00
26 to 40 " .....	4.25
41 to 50 " .....	4.75
51 to 60 " .....	5.25
61 to 70 " .....	5.75

21-oz. C.S., double, in 100-ft. cases—

26 to 40 united inches .....	7.35
41 to 50 " .....	8.40
51 to 60 " .....	9.45
61 to 70 " .....	10.50
71 to 80 " .....	11.55
81 to 85 " .....	12.60
86 to 90 " .....	14.75
16 to 95 " .....	17.30
6 to 100 " .....	

## New Brunswick Trade News

St. John, Jan. 8, 1906.

Though the chronicling of the doings of the Tariff Commission may not, strictly speaking, come within the scope of Hardware and Metal, it will not be amiss to tell something of the session of the Commission here, so far as it concerned the hardware interests especially.

\* \* \*

One of the first gentlemen to speak before the commissioners here was Mr. J. Sutton Clarke, of St. George. Mr. Clarke is not a hardwareman; he is, among other things, a packer of canned fish. His purpose is appearing before the Commission was to present a request that tin plate should be put on the free list. Increase in the tin plate duty, he said, would make for proportionate increase in the cost to consumers. Hon. Mr. Fielding spoke at this stage of a request previously made to the Commissioners, that machinery used in the manufacture of fish cans should be placed on the free list also.

\* \* \*

Mr. W. S. Fisher spoke on behalf of the manufacturers' association. He expressed appreciation of the Government's action in having the Commission formed. Mr. Fisher then commented on the fact that the importation of United States made stoves into the Northwest is increasing. Under existing tariff conditions there is danger of further increase in these importations.

\* \* \*

Mr. Charles McDonald expressed the opinion that the tariff does not figure greatly in the general run of the business done by the members of the association. He gave it as his view, also, that the preferential tariff should apply solely to goods brought through Canadian ports. (A resolution to this effect was recently passed by the local branch of the manufacturers' association.) Mr. McDonald would so arrange matters as to add 10 per cent. to the tariff, take off the one-third to the general importer, and give an additional 10 per cent. off to persons who bring in their goods through Canadian ports.

\* \* \*

Mr. James Pender expressed satisfaction with the present tariff. Barbed and galvanized wire, he said, might be placed on the list of dutiable articles. A duty on these wires would, Mr. Pender contended, lead several concerns, among them his own, to go into their manufacture. He also made the point that Canadian railroads should be made to give such freight rates as would enable eastern manufacturers to enter the western markets in competi-

tion with United States manufacturers. Mr. William Bruckhof, of the Portland Rolling Mills, asked that the dumping clause be not applied to importations of steel billets.

\* \* \*

The Morris Safety Nut Company, Limited, has been made certain concessions by the city and will shortly begin to enlarge its plant here. It plans to instal a modern nut and bolt plant. In a communication addressed to the city council the company stated its intention of putting up large furnace and hearth buildings, a rolling mill, a nut and bolt building, wareroom and power-room. The company has been in operation for a year, and already does a good business. The nut of which it makes a specialty is the invention of a St. John man.

## TRAVELER'S NARROW ESCAPE.

George Ramsden, who represents Caverhill, Learmont & Co. in Eastern Ontario, had a narrow escape from serious injury last week. Mr. Ramsden, whose home is in Port Hope, was returning from a trip east, and on alighting from the train took his seat in the Queen's Hotel closed hack. While the hackman was in the baggage room the horses started off, and they had gained great speed before Mr. Ramsden realized that they had no driver. He immediately lowered the window and opened the door, swinging himself out of the cab with, fortunately, no further mishap than a thorough plastering of mud. The horses were finally stopped at the Queen's Hotel.

Anyone who has visited Port Hope will appreciate the danger in which Mr. Ramsden was placed, especially in view of the fact that trains were shunting on the Midland Division tracks at that time.

## IMPROVEMENTS TO "M. R. M."

Pursuing their policy of keeping up with modern development, the Montreal Rolling Mills Co. are laying plans, and, in fact, the work is now well under way, for a new and modern Butt-weld pipe mill.

This mill will be located on the property acquired some years ago with the Hodgson Iron & Tube Co. when this concern was absorbed by The Montreal Rolling Mills Co.

The equipment of the mill will be up-to-date in every respect, and, in point of efficiency, will be equal to the best of American mills. The improvements will involve an expenditure of from \$125,000 to \$150,000.

## CHANGES IN DOMINION STEEL.

As announced some time ago, Mr. Graham Fraser has retired from the general managership of the Dominion Iron & Steel Co., and has been succeeded by Mr. P. Jones, formerly general sales agent of the company. This has occasioned a general round of promotions. Mr. J. Percy McNaughton, who has for the past few years been



stationed at Montreal, has been promoted to be general sales agent, with headquarters at Sydney. To fill the position of western sales agent thus made vacant, Mr. Phillips Williams, formerly eastern sales agent, has been promoted to the Montreal office.

During the past week or two Mr. McNaughton has been introducing Mr. Williams on his territory, and both gentlemen have been receiving congratulations on their respective promotions.

#### CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

#### Lithographed Tinware.

A sample of the work done by the Thomas Davidson Mfg. Co., Montreal, which does them credit is their 1906 calendar, it being a small 4 1-2 x 6 1-2 inch embossed and lithographed sheet of tin, on which is printed a calendar, the illustration being a beautiful peacock in variegated colors. The calendar is really a work of art and dealers who have not received one will find it worth their trouble in sending for a sample, mentioning Hardware and Metal, of course. The Davidson Co. also got out neat invitation and menu "cards" on tin, on the occasion of their ninth annual banquet and re-union of travelers, etc., on Dec. 29.

#### Nail and Tack Catalogue.

A bound book, of pocket size, has been sent to the trade by the Peck Rolling Mills, Montreal, giving their latest catalogue of iron and steel plates, horse-shoes, spikes, nails, tacks, etc. The 86 pages contain many illustrations and much tabulated matter of interest to the hardware trade. This paper should be mentioned in any letters of inquiry sent the company.

#### Calendars All Gone.

Purvis Bros., Sudbury, wish Hardware and Metal to announce that the demand for their calendars has been so great that the supply has been exhausted.

#### Mechanics' Tools.

Russell & Irwin Manufacturing Co., New Britain, Conn., are supplying the trade with catalogue and price sheets of the James Swan Co's premium mechanics' tools, the Russell & Irwin Co. being sole agents for the latter company. The catalogue contains over 70 pages showing illustrations of various tools and tool cabinets, both cutting and boring tools being described and prices on them quoted. The manufacturers will send copies to any hardware merchants who have not yet added this catalogue to their file. Mention this paper in any correspondence.

## good roofing

"Eastlake" Metallic Shingles will surely interest your neighbor who has just had the wood shingles on his roof ripped off by lightning.

No wise man will ever want to use wood shingles again when the lightning, fire, rust and storm resisting qualities of 'Eastlake' Metallic Shingles are once made evident to him.

All around you new buildings are going up and old ones being repaired. Why let other dealers supply the shingles, etc., when the trade, at a good profit, is yours if you will go after it and show people who have given the matter little thought, the advantages of "Metallic" building materials over wood?

#### OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopaedia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

### THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg.**

#### We also manufacture:

"Metallic" Ceilings and Wall Plates  
"Metallic" Cornices, Skylights and Ventilators  
"Metallic" Sheet Metal Fronts  
"Metallic" Siding, (Stone, Brick, etc.)  
"Impervia" Fireproof Windows  
"Empire" Metallic Shingles  
"Metallic" Crestings and Finials  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eave-trough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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#### The Village Blacksmith.

One of the world's famous pictures, "The Village Blacksmith," has been reproduced on a calendar, which Ludger Gravel, of Montreal, is sending to his friends in the trade. The picture is in natural colors and is an excellent reproduction the original. Mr. Gravel makes a specialty of blacksmith's supplies which makes the calendar most appropriate as well as a nice adornment to any hardwareman's store. No doubt Mr. Gravel will be pleased to send a copy of the calendar to any hardwareman who will drop him a card.

#### 1906 Calendars.

Three fine calendars received during the past week were from the John Morrow Machine Screw Co., Ingersoll, the Capewell Horse Nail Co., Toronto, and E. K. Spinney, wholesale hardware and iron merchant, Yarmouth, N.S. All three are meritable productions, the two first mentioned being typical of the class of business the companies are engaged in, and the last being a highly colored picture of a female beauty, the color feature being strong enough to indicate that a full stock of colors is carried at the Spinney warehouses. Readers who send for copies of the above should mention this paper.

#### "Good Cheer."

A wreath of holly leaves and berries, tied with red ribbon and encircling the words "Good Cheer," made an appropriate design on the cover of an embossed card sent out to customers by the James Stewart Mfg. Co., manufacturers of "Good Cheer" stoves and ranges, Woodstock and Winnipeg. The card

wished customers the season's greetings and was a suitable reminder of the holiday season.

#### Two Fine Catalogues.

The Pedlar People, Oshawa, have just issued two elaborate catalogues describing their sheet metal building material. No. 14 C deals with ceiling and wall designs, chiefly, and comprises 120 pages, 8 x 10 inches in size, and including several hundred illustrations, many of them being full page size, and giving an accurate idea of the beautiful designs manufactured for decorating the interior of buildings of all kinds. Views of several buildings in which Pedlar metal lath or interior decorations have been used, are also given. Catalogue No. 14 R is devoted to shingles, roofings, sidings, store fronts, metal lath, cornices, etc. It contains 112 pages, the book being gotten up in pocket size. It is equally well illustrated as its companion work, and in addition to the cuts, full printed descriptions are given in both books. The covers are uniform in a velvety colored stiff paper. Accompanying the catalogues was a neat card on which is printed photographic reproductions of the likenesses of Henry Pedlar, George Henry Pedlar, sr., and George Henry Pedlar, jr., whose enterprise has resulted in the growth of their extensive business, seven branch offices now doing business in selling the product of their factory. The catalogues can be procured by sending a post card requesting that they be mailed. This offer should be mentioned on the card.

A five-storey temperance hotel is to be built at Winnipeg, a site having been bought for about \$15,000.



# INVESTIGATION INTO TACK ASSOCIATION.

*Continued from page 23.*

## Discouraging Factors.

In September, 1893, a letter was written to the Montreal Rolling Mills, to the effect that if Messrs. Taylor, Scott & Co. were permitted to sell at the United States price it will tend to disorganize the association.

On September 27, 1893, the secretary wrote the Montreal Rolling Mills re the complaint that Messrs. S. R. Foster & Son had sold to Ross & Co., and Messrs. Prescott, allowing them 12½ per cent., and informing the Montreal Rolling Mills that that firm had begged them not to press the matter further, promising that it should not occur again.

The secretary wrote Foster & Son a strong letter, saying: "We hope this is the last case of the kind with which we shall have to deal, as these matters, however small, tend to disorganize the association."

In April, 1893, the secretary informed the Ontario Tack Co. that in consequence of an addition to the jobbers' lists five firms had sent in notice of withdrawal from the association, unless the additions were struck off again.

## Rebates to Jobbers.

In April, 1893, members were informed by letter that carpet tacks might be sold at 55 per cent. off list prices, less rebate to jobbers of 12½ per cent., less 5 per cent. for cash in 30 days.

The secretary wrote to Samuel, Benjamin & Co., advising them that rebate to purchasers of \$1,000 worth of tacks was to be 12½ and 2½ per cent., saying also that the secretary-treasurer did not think it prudent to publish this price on the official list of the association. The same terms were to be given to those taking \$250 or \$500 worth.

On June 27, 1893, notice was sent to all members of the cancellation of the agreement between the association and Messrs. Reed & Wilson governing the purchase and sale of tacks.

On July 4, 1893, the secretary wrote to the Montreal Rolling Mills acknowledging their letter about Caverhill, & Learmont, and Hobbs Hardware Co., and asking if they were agreeable to let the jobbers sell at 7½ per cent. discount off \$250 within 6 months.

At the meeting held in June, 1893, it was determined that the jobbers' lists should be abolished, and a quantity discount instituted instead.

## Competition Shown.

In October, 1893, the Ontario Tack Co. asked permission to sell at a certain price, and the secretary replied: "We do not say that we can give you permission to sell tacitly at 10 per cent. discount."

On August 14, 1893, the Massey Harris Co. were written to, informing them that their name should be brought up at the next meeting for a place on the jobbers' list.

Mr. Curry: "I thought the jobbers' lists were abolished."

Mr. Tilley: "They were abolished, but persons who used a certain class of tack were kept note of."

## Special Privileges Given.

On October 19, 1893, a letter was written to the Ontario Tack Co. and signed by all the members, authorizing them to sell Aaron & Co. tacks at a special price.

Mr. Curry: "I have read this to show that everything must be done by consent of the association. Individuals had no discretion."

On November 7, 1893, the secretary wrote to the Montreal Rolling Mills, giving consent of the association to their request for permission to give a credit note to all their customers for some sales which had already been made, as they were in ignorance that the price had been lowered.

In December, 1893, members were informed that Messrs. Pender & Co., St. John, have signed the association agreement to maintain prices.

## Preferred Lists.

In March, 1894, Messrs. Nowell & Dagnall requested the association to place them on the preferred list. The secretary wrote, saying that goods were all sold on quantity basis, and consequently there was no preferred list.

## Lower Prices Offered.

On March 26, 1894, the secretary again wrote to the Hobbs Hardware Co. with reference to their alleged offer to customers in Manitoba and Northwest Territories, of tacks at prices 5 per cent. below those of the association, and also tacks in kegs at an extra 7½ per cent. discount.

On April 26, 1894, the secretary wrote to the Montreal Rolling Mills, saying that he had heard from the Hobbs Company, and asked the Montreal Rolling Mills if they could give him any further information. The Hobbs Hardware Co. had written, saying that this offer had been made because their travelers had been unable to call in person, but that in no instance had the offer been accepted. They had actually sold nothing except at the association prices.

## Open Market Suggested.

On June 24, 1894, a letter was written to the Pillow-Hersey Co. mentioning that Messrs. Woodall and Pender & Co. were manufacturers of shoe tacks. "They must join the association or shoe tacks must be made an open market," ran the letter. On June 12, 1894, a letter had been written to Mr. Woodall asking him to join the association, but he never received the communication.

On June 15, 1894, the Montreal Rolling Mills were informed that members had agreed to invite Mr. Woodall and Messrs. Pender & Co. to join the association. Mr. Pender was asked to make a deposit of \$50 subject to forfeiture for violation.

A telegram was sent to the Montreal Rolling Mills on June 30, 1894, saying, "Whitton willing to make up to 1 inch 65, wire him what you decide."

In July, 1894, the secretary wrote to the Ontario Tack Company asking them whether galvanized tacks were sold subject to association rules. He stated in

his letter that they were being sold at a discount of 30 per cent. and that he could not find that they were mentioned as being within the compass of the association's rules.

In July, 1894, the Graham Nail Works agreed to abide by the price fixed by the association for best flour barrel nails.

## Fines Reduced.

From a letter written by the secretary to one of the manufacturers at this time it appeared that the penalty for infringement of the association rules had been reduced from \$300 to \$250.

Col. Denison remarked that the rules of the association did not seem to be as immutable as the laws of the Medes and Persians.

Mr. Tilley: "The penalty for violation is now \$100."

On July 20, 1894, the Peck-Benny Co. wrote the secretary with regard to their quotation of Caverhill, Learmont & Co. of galvanized roofing nails, saying that they had booked the order in perfect good faith, believing that article to be without the scope of the association's rules. Under the circumstances they would withdraw their quotation to that firm, giving a discount of 30 per cent. and would not quote that price any more.

The secretary wrote to the Pillow-Hersey Co. informing them that the Montreal Rolling Mills were not the offenders in regard to the sale of galvanized roofing nails.

At a meeting of the association held on June 26, 1894, the secretary was instructed to ask Mr. Pender to deposit his cheque for \$50 in the funds of the association in case of violation. In reply Mr. Pender said that he had not promised to put up \$50 and that he was not familiar with the above rule. He stated that as Mr. Woodall sold the shoe tacks before referred to without respect to the price of the association there was no advantage to him in joining.

On September 17, 1894, the Ontario Tack Co. were informed that Mr. G. F. Stephens of Winnipeg had been placed on the association's preferred list for glaziers' points.

In October, 1894, Hill & Forbes were struck off the jobbers' list and members were informed they could not sell them at jobbers' prices. In the same month the secretary wrote to Peck, Benny & Co. informing them that P. D. Dods & Co. had been struck off the lists of the association for glaziers' points because they refused to sign the declaration required by the association. They afterwards agreed to join.

The secretary wrote to the Montreal Rolling Mills asking their sanction to the Ontario Tack Co. selling American upholstering tacks and American carriage tacks at 60 per cent. off the price of Swedes.

## Wednesday's Evidence.

The secretary wrote on November 6, 1894, to the Pillow-Hersey Co. with reference to galvanized roofing nails, informing them that Messrs. Abbott & Co. had refused to sign the association agreement with regard to this article, and also that Peck, Benny & Co. did not want to bind themselves in this matter. The other members of the association thought they both ought to be bound as Abbott & Co. were underselling them.

The Montreal Rolling Mills wrote the secretary with reference to the request



of the Ontario Tack Co. for permission to sell American carriage tacks at a rebate of 60 per cent. and American upholstery tacks at a rebate of 62½ per cent. They said that they did not wish to stand in the way of any member who had to fight American competition, but that before they gave their consent they would like a few more particulars.

On December 27, 1894, the secretary wrote to Wood, Vallance & Co. asking why they had sold carpet tacks below the price allowed by the association.

A letter was written to the Ontario Tack Company on December 31, 1894, which said that at the time of the last meeting the price of brass wire rivets had been 19c. It was agreed to raise the price to 20c. The above company were asked what they thought the price should be in the Maritime Provinces. Under same date the secretary wrote to Peck, Benny & Co. to the effect that it had been found that they were selling the above brass rivets at the old price of 19c, whereas the price had been raised to 20c. They were asked to offer an explanation of their action.

#### Infringing on Jobber's Rights.

Caverhill, Learmont & Co. wrote to the secretary on January 8, 1895, stating that they were very much displeased with an addition the association had made to their list of articles governed by association rules, and that unless they withdrew the addition the writer would certainly withdraw from the association as they considered the association was infringing on the jobbers' rights. A letter to the same effect was written to the secretary by Howland & Son.

With reference to the dispute over the price of brass rivets, Peck, Benny & Co. wrote that the total sales for the combined months of September and October were only \$335. They had forgotten that the old price had been rescinded, but would in future bear in mind that the correct price was 20c. The secretary wrote to the Montreal Rolling Mills asking them if they were satisfied with this explanation.

On January 12, 1895, the secretary wrote to Caverhill, Learmont & Co. with reference to their letter of the 8th inst. and said that he did not consider that they had got to the root of the matter. He pointed out that if the manufacturer did not get sufficient business from the jobber he required legislation which would enable him to a certain extent to do without the jobber. In reply to this letter Caverhill, Learmont & Co. wrote that they had decided that unless the old state of affairs was returned to they must withdraw from the association and sell at any price they saw fit.

The secretary wrote the Montreal Rolling Mills in reference to the above dispute, informing them of the attitude of the jobbers who wished to sell to the purchasers of \$125.

The large manufacturers seem to have considered that the purchasers of \$125 worth should buy from them direct. The Maritime manufacturers, however, complained that their firms in this particular trade were much smaller than in the other provinces.

On January 17, 1895, the Massey-Harris Co. was quoted with the sanction of the members at the previous general meeting: 6-oz. tin harvester tacks at 10½, and 12-oz. tin harvester tacks at 8.

The secretary wrote in July, 1895, to

the Montreal Rolling Mills with reference to the dispute with the jobbers and Caverhill, Learmont & Co.'s letter, saying that the matter was deserving of discussion by the members. "We think," said he, "that we were indiscreet in giving any reason to Caverhill, Learmont & Co."

Mr. Curry read a letter to the Peterboro Manufacturing Company in which the expression about all the manufacturers of tacks in Canada being members of the association was again made use of. The letter stated that the great object of the association was to retain the tack trade in Canada in spite of American competition. A similar letter was written to Maxwell & Co., St. Mary's.

#### Examination of Books.

Mr. Curry asked Mr. Frame about the duties of the inspectors employed by the association.

Mr. Curry: "Did they examine the manufacturers' books?"

Mr. Frame: "Yes."

Mr. Curry: "They also examined the books of the jobbers?"

Mr. Frame: "They might if the jobbers were agreeable."

Mr. Curry: "They had the right to under the agreement?"

Mr. Frame: "I forget the terms of the agreement."

Mr. Curry: "Do they not exercise the right to examine the jobbers' books in case of complaint?"

Mr. Frame: "It would be considered right to go to the jobbers' books if they would let us."

Magistrate Denison: "Have they ever refused?"

Mr. Frame: "There have been cases."

Mr. Curry: "Have you ever examined them?"

Mr. Frame: "I don't remember any tack instance."

In January, 1895, Caverhill, Learmont & Co. wrote, saying that they should cease to be parties to the agreement governing the sale of tacks. The secretary replied, acknowledging their letter, and saying that it should be laid before the association. A special meeting should be called and would have taken place before, had Mr. Whitton been well enough to travel. The matter must stand over till then.

The secretary wrote in February, 1895, to Peck, Benny & Co., asking whether they thought it was advisable to ask Messrs. Harris to join the association for tacks as well as for cut nails. Messrs. Harris were also written to and asked if they were willing to become members.

Caverhill, Learmont & Co. again wrote, saying that they could not consent to any further delay in regard to the jobbers' dispute.

The Hobbs Hardware Co., on February 12, 1895, were written to with regard to a charge which had been laid against them, of filling an order for 2,000 pounds of cheese box tacks at a price 5 per cent. better than that allowed by the association, and were asked to give their reasons for so doing.

#### A Division of Profits.

The following letter was written to the Montreal Rolling Mills by the secretary, in February, 1895:

"With respect to the order of the Massey-Harris Co., we heard in an indirect way that Mr. Osborne stated that his company would not give an order for these goods, to be divided amongst the various members of the association. Our own impression is that if it were pointed out to that gentleman that one member of the association was going to manufacture all the tacks, we should stand a good chance of obtaining the order. Of course, some arrangement would have to be made by which the members manufacturing the goods would pay something to the other members for this privilege."

(Signed) R. & T. JENKINS.

Magistrate Denison: "He would have to have enough profit over to divide amongst the others. This is just the same as the plumbers' case. Whose pocket does it come from?"

Mr. Curry: "Either from the purchaser or from the manufacturer who was chosen to do the work."

Mr. Tilley: "They did not want the order to go to the States, so Mr. Hardy tried to plan some arrangement by which all the members would be satisfied. This never went through."

Mr. Curry: "It is not necessary for it to have passed, so long as the intention was objectionable."

Mr. Curry here made mention of the pooling arrangements of the association.

Mr. Tilley: "There was no pool."

Mr. Curry: "There was."

Mr. Tilley: "There was no pool at this time."

Mr. Curry: "We passed a letter some time ago referring to a pool."

Mr. Tilley: "According to the minutes the pool was not established until 1899."

With reference to the Massey-Harris Co., the magistrate held that one man should do all the work and get all the profit.

#### A Saving in Production.

Mr. Tilley: "Mr. Whitton says that if one man had the whole order he would be able to execute it at a lower cost than if it were divided up. The association should not be convicted because Mr. Hardy had proposed (but not carried out) what was considered to be an objectionable line of action."

Magistrate Denison: "In a conspiracy case of that kind, the intention of one member was sufficient to incriminate all."

Mr. Curry said that it was not bad law to say that all the members were responsible for a proposition of this kind, as they were all banded together.

On February 18, 1895, the Montreal Rolling Mills were informed by letter that the association's inspectors were going to make an examination of Peck, Benny & Co's books.

#### Competition Threatened.

On the same date he wrote to Messrs. Pender & Co., charging him with having sold iron rivets at less than association price. Although there was no actual agreement, yet Mr. Pender had verbally arranged to maintain association price



except in the case of Packard & Co. If the verbal agreement was not adhered to, said the writer, the members will have to reduce the price on this line of goods.

The Magistrate: "Quite significant in its way." It shows that they were not struggling for lower prices!

#### Canadians Forced to Combine.

The sales of tacks for the year amount to \$126,999.29, the total for all the manufacturers combined, and the magistrate considered these figures showed a small volume of business.

Mr. Tilley: "If they did not combine they would have to close down! Any one United States factory could spoil the Canadian tack trade any day."

Pender & Co. wrote denying the charge of having sold rivets at \$6.15, f.o.b. Toronto.

On March 1, 1895, the secretary wrote to the members, informing them that Caverhill, Learmont & Co. were not entitled to rebate, as they had retired from the association.

In March, 1895, Peck, Benny & Co. wrote R. & T. Jenkins with reference to some manufacturer who was alleged to be selling cut tacks at less than association prices. They informed Messrs. Jenkins that they did not know who the offending party was, but that it had occurred to them that W. T. Woodall might be the manufacturer in question, as he had recently added to his factory. "If he is the Jonah," ran the letter, "we shall have to bring prices down below a living profit in order to bring him into the association."

The Montreal Rolling Mills wrote on the same subject, asking the secretary to inform them as soon as possible who the offender was.

#### American Competition.

With reference to the threat of Armstrong & Co., Guelph, that unless they were allowed rebate they would place their order in U. S. A., Mr. Tilley said that there were some firms who insisted on buying their goods at 5 per cent below the price at which anyone else could purchase, and that in order to bring one particular manufacturer to their terms, they would give their order to a competing manufacturer at a higher price than the first manufacturer had quoted, to penalize him until he agreed to their terms.

In January, 1897, the Portland Rolling Mills wrote, asking permission to lower in order to meet American competition. The secretary, thereupon, wrote to the Montreal Rolling Mills, informing them that the Portland Rolling Mills had asked permission to lower their prices, as a St. John firm, and also a Halifax firm, had been buying in the States, and asking their opinion. The secretary also wrote, informing the Portland Rolling Mills that an informing meeting had been called, and that he could not give them the free hand they asked for.

In February, 1897, the secretary wrote all the members, informing them that Portland Rolling Mills had sent in their resignation, because they did not get

the required permission above referred to. Permission was accordingly granted them.

The two firms who had been buying in the States were the Amherst Shoe Co. and J. S. Sime & Co.

In April, 1898, the secretary wrote the Montreal Rolling Mills Co. about the alleged sale on the part of the Pillow Hersey Co. to Lewis Bros. & Co., of goods below the association price. He informed them that he did not think the association had the right to question Lewis Bros. & Co. as to the price at which they sold to the Laurentide Paper Co., but that they ought not to be told that they are not bound to disclose the price.

On April 25, 1898, the secretary wrote to Pender & Co., and all the other members, informing them that they must submit their shoefinders' list to the secretary, in order that he may compile from them an official list and remove from the list any that he thought it desirable to remove. Only those whose names were on the official list were to be entitled to the 12 1-2 per cent. discount.

**Business Spreads**  
With a profitable paint specialty

*The Sherwin-Williams Enameloid* is such a specialty. As a high gloss varnish paint for inside use on walls, ceilings and woodwork, it especially appeals to those who desire sanitary and healthful surroundings. It is easily applied, dries with a durable gloss and can be readily cleaned with soap and water without affecting its wear or appearance.

*Enameloid* is a specialty that every dealer should carry. It has many advantages over wall paper, for it is economical in price and does not retain disease germs or dirt. Made in 18 durable and attractive colors and put up in convenient form for immediate use.

It will pay you to push *Enameloid*.  
Send for price list and color cards.

**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.  
Headquarters and Plant: 639 Centre St., Montreal.  
Warehouses: 86 York Street, Toronto;  
147 Bannatyne St., E., Winnipeg.

#### Correspondence as Evidence.

This concluded the examination of association letter book No. 1, and Mr. Curry went on to the letter book in use in 1902, without reading the intermediate letters, putting them in, however, as evidence.

On January 27, 1902, the secretary wrote to the Canada Hardware Co., of Montreal, re Quebec canals. "We have Messrs. Lewis Bros. & Co's explanation, which was confidential, so that we cannot detail it to you. We are satisfied with the explanation."

He wrote also to the Pillow, Hersey Co. on Jan. 3, 1902, with reference to the 5 per cent. loyalty discount, explaining that the gross amount of the invoice was equivalent to 4.37 per cent. off the gross amount of the invoice.

Mr. Curry at this point remarked that it must have been necessary for them to work together or they would not have gone to so much trouble, have written so many letters, or gone to so much expense in order to keep the association in line.

This concluded the evidence given up to Thursday noon.



## FOUNDRY AND METAL INDUSTRIES

### YEAR'S ACTIVITY IN N.S.

During the year 1905 the Nova Scotia Steel & Coal Co. produced 560,000 tons of coal, 120,000 tons coke, 58,000 tons pig iron, 22,000 tons steel, the steel furnaces only producing since July last. These are the largest figures in the history of the company. The company predicts an output of 750,000 tons of coal for 1906.

Last year the Dominion Iron & Steel Co.'s total production of pig iron was 162,000 tons, open hearth steel furnaces 173,500 tons, and rolling mills 47,000 tons. Of eighty-pound steel rails, 44,000 have been already turned out. The production of coke amounted to 242,150 tons. At the beginning of 1905 six open hearth furnaces were in operation. This number was gradually increased until the whole ten were in use in September and remaining months of the year.

### NOVA SCOTIA COAL PRODUCTION.

The following is an approximate estimate of the shipments of the various coal mining companies in Nova Scotia during 1905:

Dominion Coal Co.—2,912,000 tons; 132,000 increase.

N. S. Steel & Coal Co., Sydney Mines—533,000 tons; 94,000 increase.

Gowrie & Blockhouse—35,000 tons; 400 increase.

Inverness Railway & Coal Co.—136,000 tons; 29,000 increase.

Port Hood Coal Co.—12,000 tons; 50,000 decrease.

Cumberland Railway & Coal Co.—416,000 tons; 17,000 decrease.

International Coal Co.—217,000 tons; 25,000 decrease.

Marsh C. N. S. S. & S. Co.—32,000 tons. 25,000 decrease.

Acadia Coal Co.—258,000 tons; 3,000 increase.

Sundry Cape Breton collieries—150,000 tons; 3,000 increase.

Sundry Cumberland collieries—150,000 tons; 17,000 increase.

Total—4,716,000 tons, or an increase in round figures of close on 100,000 tons.

### METAL NOTES.

In 1905 the Granby smelter treated 650,000 tons of ore, and in 1906, with its two new large furnaces and with its six old furnaces enlarged, it should treat 85,000 to 90,000 tons of ore per month, or at least 1,000,000 tons for the year.

What is supposed to be an excellent seam of coal has been discovered at Little Bras d'Or, N.S.

The Britannia smelter at Crofton, B.C., has been blown in after a long shut down during which many additions have been made.

## "DOMINION"

The hall mark of quality on

Bar and Hoop Iron  
Polished Steel Sheets  
Polished Canada Plates  
Charcoal Tin Plates

**A. C. LESLIE & CO.**  
MONTREAL.

**Deseronto Iron Co.**  
LIMITED

DESERONTO, ONT.

Manufacturers of

**CHARCOAL PIG IRON**

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

**"MIDLAND"**  
BRAND.

**Foundry Pig Iron.**

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.**  
MONTREAL, QUE

or to

**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

**NOVA SCOTIA STEEL & COAL Co., Limited**

NEW GLASGOW, N.S

Manufacturers of

**Ferrona Pig Iron**

And **SIMMENS-MARTIN**

**OPEN HEARTH STEEL**

The Best South Wales Produces

IN STEEL COKE TINPLATES

"ELYN"

"LYDBROOK"

"ARTO"

"FRONTIER"

IN CHARCOAL TINPLATES

"CYMMER"

"ALLWAYS"

"JUANA"

"SPARTAN"

**FRANKLIN SAUNDERS & CO.**  
Limited

MONTREAL

Wholesale Trade Only Supplied

## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

**CANADA SMELTING CO.**  
Limited

STANDARD Babbitt Metal, Phosphor Tin, Needle Metal, Type Metal, Etc.

Cor. Brennan and Ann Sts., MONTREAL

## THE WORD "SUPERIOR"

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**B. C. BRAND  
DRILL STEEL**

MANUFACTURED BY

**B. K. MORTON & CO.**  
SHEFFIELD, ENG.

No other brands of steel compare with it for giving satisfaction. Do you sell B. C. Brand?

Drop a line to

**BAINES & PECKOVER**, Agents, Toronto, Can.  
**E. C. PRIOR & CO.**, Agents, Victoria, B.C.,  
**D. W. CLARK**, Canadian Representative,  
P.O. Box 521, Toronto, Can.



## SELLING HARDWARE BUSINESS

One of Montreal's oldest retail hardware stands is now being disposed of. John Millen & Sons, whose head office is at 1551 St. Catherine street and who have also a branch in Toronto, have decided to give up their retail hardware department, and having sold their plumbing supplies in a lump, they are now running out the remainder of their stock as quickly as possible.

Thirty-eight years ago John Millen opened a small hardware store on St. Catherine street, Montreal. His business, however, soon grew to such proportions that it could not be accommodated in these limited quarters. Consequently, after nine years in this place he purchased the building on the corner of Plessis street at present occupied by the firm. For the last twenty-nine years Mr. Millen, associated during part of that time with his sons, has been enjoying a growing business, but much of his energies have been directed to the agency and specialty branch, which has become so important as to completely overshadow the retail hardware department.

Under these circumstances, then, it has been decided to devote the firm's energies exclusively to this trade, and Mr. Millen has just sold for a good figure the building on St. Catherine street. The premises formerly occupied by the Laurie Engine Works, at 321 St. James street, extending right back to Craig, have been secured and will be fitted up in the most modern style. Contracts have already been let for this work. The office fittings will be of oak, while the warehouse is to be trimmed with pine. This location in the heart of the downtown section, in what might be termed the "machinery quarter," will be much better fitted to the firm's requirements.

As Canadian distributors for the Shelby steel tubing, and jobbers of such specialties as gas engine fittings, launch fittings, automobile supplies, and bicycle builders' sundries, John Millen & Sons will hereafter be in a much better position to expand their trade. And in the meantime there is a good opportunity for someone to step in and secure their whole stock of hardware, taking advantage of the firm's long-established connection.

## INTERESTING LEGAL DECISION.

A case of much importance to the mercantile community was decided by Judge Chisholm at Galt on January 10. Seely & Smith, Montreal, shoes, sued on an accepted draft of Mark Mundy, ex-mayor, retail shoe dealer. The defence was that the draft was accepted before the goods were examined at the request of the consignors, who promised to make right any errors. The merchant kept only part of the goods, sending back the balance as not up to sample, and refusing to pay therefor.

The judge held the acceptance of the draft might, purely on legal grounds, compel defendant to pay for all the goods, but the court was one of equity, and therefore the pledge of the plaintiffs to correct errors was sufficient to debar them from recovering the balance, \$66. The judge also held that under law the defendants should not have returned the goods but simply refused to accept them and notify the plaintiffs to that effect. They hold goods at their own risk.

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence

or attack can be had  
than the Iver Johnson

Revolver. No safety mechanism could be  
more simple and perfect—a device that *means safety*,  
without any "ifs" or "buts" about it. The

## IVER JOHNSON REVOLVERS



need not be handled carefully;  
with chambers fully loaded,  
drop it on the floor, *hammer*  
the hammer—it can't possibly  
go off unless you deliberately  
pull the trigger.

Iver Johnson Revolvers are for  
sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.80

Write for our bright little  
booklet, "Shots" and complete  
catalogue, free.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.



## WIRE

It's time to think about Wire for the  
Spring fencing trade.

We can supply all sizes of

## Oiled and Annealed Wire

in both large and small diameter coils.

Our process of oiling insures a dry surface, which permits of handling without loss of its protective properties.

SPECIFY



BRAND

## The Montreal Rolling Mills Co.

We also manufacture

Bright Wire  
Hay Baling Wire

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Bale Ties, etc.



**H. S. HOWLAND, SONS & CO.**  
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## HARDWARE MERCHANTS

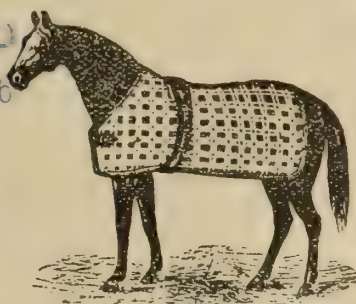
**Only Wholesale**

138-140 WEST FRONT STREET, TORONTO

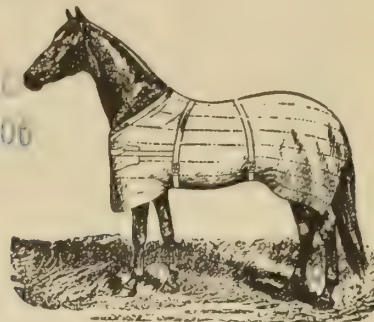
**Wholesale  
Only**

## HORSE BLANKETS

RETURNED  
JAN 15 1966



RETURNED  
JAN 18 1906



## Jute Horse Blankets

No.	Size	
1.	60 x 70 in.	Striped Jute, Unlined
3.	62 x 70 "	"
IX.	62 x 70 "	" 2/3 Black Lined
140.	62 x 70 "	" 2/3 Wool
540.	70 x 70 "	" Extra Heavy, 3/4 Wool
A140.	70 x 70 "	"

## Kersey Horse Blankets

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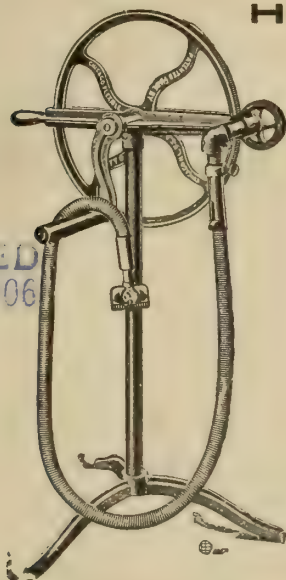
### "Stayon" Horse Blanket

	Size	
"Quebec,"	65 x 70 in.	Windsor Kersey, Brown .....
No.		
1264.	70 x 72 "	" Striped .....

## Burlington "Stayon," Shaped

	Size	
"Alpine,"	78 x 72 in.	Brown Kersey .....
"Fulton,"	78 x 72 "	Striped.....

## HORSE CLIPPING MACHINE



RETURNED  
JAN 15 1906

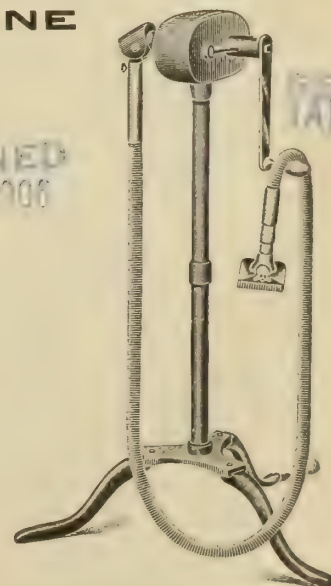


RETURNED  
JAN 15 2006

### "20th Century" Clipper

Has 12-inch positive gear drive; steel flexible shaft 4½ feet long. Complete with one set Stewart one-nut tension knives. Weighs 15 lbs.

This is a wonderful little machine. It is simple, compact and can easily be carried from place to place. It is arranged to be suspended from the ceiling anywhere by rope, which is included in the box. This permits all parts of the horse reached with ease. It turns easy, cuts fast and requires no experience to operate. Just the thing for a small stable.



### "1902 Chicago" Clipper

Has positive power; rigid base; fine, strong crank handle; 6½-foot flexible steel shaft, all gears are cut from solid metal, and wearing parts all tool steel, hardened. Can be turned with either right or left hand. Complete with one set of Stewart one-nut tension knives in case. Weight, boxed, 56 lbs.

This machine is surprisingly strong and durable. The world's record for fast clipping was made with it at the St. Louis Exposition—time 13½ minutes. A boy can turn it all day without tiring. It satisfies completely the needs of the large stable.

**"New Stewart"** Inclosed Gear Clipper, Latest Model.

Has new style rigid base; tubular upright. All gears are cut from solid metal and are enclosed in a dust-proof metal box. They run constantly in a bath of oil which reduces friction to a minimum. All wearing parts are hardened tool steel. New type, light, easy running flexible shaft  $6\frac{1}{2}$  feet long. Complete with one set of Stewart one-cut tension knives. Weight, each, boxed, 36 lbs.

This new machine meets the demand for a very high grade clipper at a price any horse owner can afford. Every moving part is enclosed and safe from dust and dirt of all kinds. It runs easy and cuts with the greatest speed. Is very compact; can be carried around conveniently. By all odds a superior machine in construction, materials and action.

FOR HAND HORSE CLIPPER, SINGER GIRTH, ETC., SEE OUR CATALOGUE

**H. S. HOWLAND, SONS & CO., LIMITED**

GRAHAM NAILS ARE THE BEST.

## Our Prices Are Right

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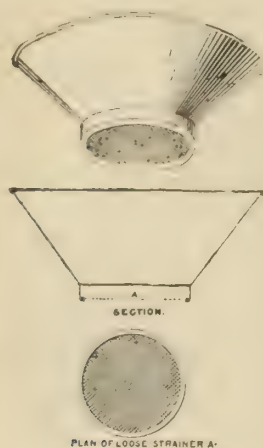
**We Ship Promptly.**



# PAIN, OIL AND BRUSH TRADES

## PATENT PAINT STRAINER.

A capital idea in the way of a loose bottomed paint strainer has been put on the English market by Messrs. Skegg & Co., Oldfield Road, Manchester. A paint strainer with removable bottom is not a new idea. There have been several devices of this kind on the market, but many have been cumbersome, expensive, and very dirty in use. Skegg's invention is very clean, as the sieve can be put in position simply by pressure, and it locks itself securely. The illustrations clearly show the construction of the strainer. The loose sieve is dropped into the bottom of the funnel and pressed into position by working down the metal edge of the sieve. When it is required to put in



A Patent Paint Strainer.

a new sieve, the old one can be levered up by inserting a putty knife under its edge, when it springs out quite easily. As the sieve is quite flat in the bottom no dirt or skins of paint are encouraged to accumulate, so that it is bound to be cleaner than a rounded sieve. The bowl of the strainer will last for years, because there is no wear upon it, and a new sieve can be put in at any time at very small expense. The sieves are made in two grades of mesh and fit each bowl perfectly.

## ARE PAINTS ADULTERATED?

A despatch from Ottawa, dated January 5, reads as follows: "Mr. Wilmot, of the Geographical Survey staff, who has been examining samples of mineral paints on the Canadian market, finds that, as a rule, they are adulterated beyond measure, in a great many cases, to the extent of 60 per cent. In a pamphlet Mr. Wilmot is now preparing, he will call attention to the large deposits in Canada, of the natural products that would make the very finest and most enduring paint in the world."

Canadian manufacturers are awaiting, with interest, the appearance of this pamphlet, and, when they learn just

what is meant by the term "mineral paints" (that is, whether white paint alone is included), they will probably be heard from on the question.

It is thought that Mr. Wilmot refers to paints which are mined and manufactured in Canada. In the matter of white lead, which is mined in British Columbia and corroded in Montreal, it is imperative, in accordance with laws now existing, that all white leads branded "pure" or "genuine," should be free from adulteration of any kind, and, if any person were to suspect that packages of ground white lead, branded "pure" contains any extraneous matter, he should have it analysed. In case it is found to be reduced in any way by an adulterant, the grinder could be severely punished.

Of course there are paints which contain other ingredients besides white lead, and these mixtures are preferred by some, who contend that they work equally as well, for their purpose, besides being obtained at a lower price

than pure white lead. These packages, however, are not branded "pure" or "genuine," by any honest maker.

Coming to the other mineral paints, such as oxides, graphites and fireproof paints, there is no doubt a wide range of this class of paint, which is variously treated to meet the demand for cheap paints. But anyone who takes the trouble to ask for "pure" oxides and "pure" graphite, bearing the brand and name of well-known makers, can get exactly what he asks for.

## OIL DEVELOPMENT IN ALBERTA.

The Western Oil & Coal Co. have a project in contemplation to build a pipe line to Macleod, Alberta, and make that town its distributing point. The company are now operating three wells on its property, which consists of 16,000 acres of coal and oil areas near the international boundary, about 40 miles south of Macleod. Storage tanks and a refinery will be erected at Macleod, and the pipe line will cost \$100,000.

## Out for Spring Business

Our travellers will solicit your orders some time before opening of Spring Trade. Wait for their proposition. **Hollywood, Elastilite, Orolite, Mangolite, Grenitine, M. L. Varnish Stain and Coach Enamel** are old standards worthy of consideration.

## The Imperial Varnish & Color Company

**TORONTO, Ontario, Canada**

Limited



**Do You Keep It?****Do You Keep It?**

Exceedingly durable, possessing great resisting qualities to acids, alkalies, sulphur or chemical fumes, weather extremes, etc.

**GRAPHITE PAINT**

is just the paint you should stock up.

Graphite Paint is admirably suited for painting Iron and Wooden Bridges, Cars, Elevators, Steamboats, etc.; in fact, any metal or wooden surface where the exposure is great.

There is a heavy demand for this class of goods. You do well to write for our catalogue **now** so that you will have full information.

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

**DRAFT EXCLUDER**

The patents, or rights to manufacture a draft excluder are for sale for Canada and the United States. The Draft Excluder is an English invention and is regarded as the most effective appliance that has yet been produced. It can be fastened on any door in a few minutes. It is so constructed that when the door closes, wind, water and even air are prevented from passing between the foot of the door and the floor. It is strong and durable, but at the same time light and neat and does not in any way disfigure the door to which it may be attached.

The chief feature of its superiority over others is that when the door is closed the Excluder presses very firmly against the floor, yet the moment the door is opened even the smallest degree the pressure is released, so that the door may swing backwards and forwards as freely as if there were no appliance upon it.

It goes on upon the **inside** of the door.

**COST OF PRODUCTION**

The Excluder is constructed of mild sheet metal and rubber, and it costs in England about three shillings and three pence to produce each Excluder. The rubber may be replaced by wood and in that case the cost of production would be reduced to about two shillings and six pence. These calculations are based on cost of steel and rubber in England.

Address inquiries to

**SOLICITOR, care of Hardware and Metal  
Toronto Office. (tl)**

**To  
Manufacturers'  
Agents**

Hardware and Metal has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

**HARDWARE AND METAL  
Montreal and Toronto**

**McCaskill, Dougall & Co.**

**Manufacturers**



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

**Sharratt & Newth's Glaziers' Diamonds**

are unequalled for cutting and wearing qualities.

To be obtained from  
the principal Hardware  
Dealers and Glass  
Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

**OILS**

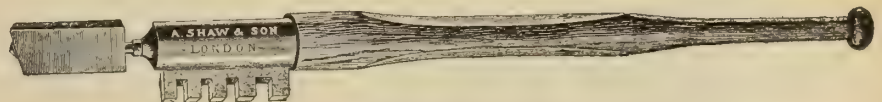
Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION"  
BRAND**

OILS GUARANTEED GENUINE.

Canadian Agents—  
**J. A. BERNARD,**  
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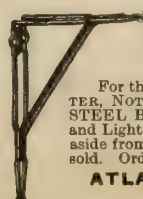
**GLAZIERS' DIAMONDS**

Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

**GODFREY S. PELTON**

**388 ST. PAUL ST., MONTREAL**

**Will Hold Up a Shelf!**

That's what a shelf bracket is for.

For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

**ATLAS MFG. CO.,**  
New Haven, Conn., U.S.A.

**PRIEST'S CLIPPERS**

Largest Variety  
Toilet, Hand, Electric Power

**ARE THE BEST.**

Highest Quality Grooming and  
Sheep-Shearing Machines.

**WE MAKE THEM.**

SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., USA

Wiebusch & Hilger, Limited special New York  
representatives, 9-15 Murray Street.



# "Anchor AND English Liquid Paints"

Paint economy, like economy in other lines, depends upon getting good value for your money.

## Anchor and English Liquid Paints

we know to be the best value obtainable in paint.

They are perfect paints. There is nothing used in their manufacture but the purest pigments, linseed oil, turpentine, dryers, and the world's best white lead—**BRANDRAM'S B. B. GENUINE**



Manufactured by

**HENDERSON & POTTS, Limited**

HALIFAX and ST. JOHN

**HENDERSON & POTTS CO., LIMITED**

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### QUEBEC.

Office of HARDWARE AND METAL,  
232 McGill Street,

Montreal, Jan. 12, 1906.

Notwithstanding the Winter season, which is now upon us, the various manufacturers report that their mills are busily engaged, both in orders for immediate shipment, and preparing stock for early Spring.

One of the features of the week has been a good demand for white lead, and so scarce has this become, that prices have advanced about 50 cents per hundred pounds. In fact, as one grinder remarks, it is almost as easy to get gold as lead, to-day.

Red lead is also beginning to feel strength, and quotations on this article are also advanced.

Canadian makers of Paris green state that inquiries, so far, have been phenomenal. So much so, that the first product has all been sold within a week or ten days. Owing to the lively demand which still exists, they are now manufacturing a second lot, which, necessarily, will be at increased figures, as chemicals are much higher and very scarce. We understand that American makers of Paris green have cancelled all quotations, owing to the scarcity of arsenic.

**Linseed Oil**—The tone in linseed is firmer than for some time past. It is extremely difficult to obtain large quantities, and the position is such that jobbers, while they will supply regular customers with single barrels at a price one cent lower than we quote, have raised their figures, under ordinary circumstances, to 52c. and 55c. A peculiar feature of the trade is that the larger the quantity required, the larger the price asked. We quote as follows: Raw, one to four barrels, 52c.; five to nine barrels, 51c.; boiled, one to four barrels, 55c.; five to nine barrels, 54c., f.o.b. Montreal, net 30 days.

**Turpentine**—The prevailing impression among the trade is that turpentine will remain steady for some time now. We quote: Single barrel, 93c. per gallon. Two barrels or over, 92c. For smaller quantities than barrel, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment, net 30 days.

**Ground White Lead**—The demand has been so great as to create a decided scarcity, which has driven prices upward again. We now give the following prices: Best brand Government standards; \$6.00 to \$6.05; No. 1, \$5.65 to \$5.80; No. 2, \$5.30 to \$5.55; No. 3, \$5.05 to \$5.30; all f.o.b. Montreal.

**Dry White Lead**—We quote: Barrels, \$5.40; 100 lb. packages, \$5.65; 6 to 10 lb. tins, \$6.65.

**Dry White Zinc**—Our prices are as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc** (ground in oil)—We quote as follows: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We give the following prices: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—Prices have again been advanced. There is a scarcity in the market which will keep prices firm for some time. We are now quoting as follows: Genuine red lead in casks, \$5.00 to \$5.25; in 100-lb. kegs, \$5.25; in less quantities at the rate of \$6.00 per 100 lbs.; No. 1 red lead, casks, \$4.75; kegs, \$5.00, and smaller quantities, \$5.75.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Paris Green** (for 1906)—We quote as follows: Barrels, 600 lbs., 15 1-4c. for Canadian Government standard, to 15 3-4c. for Berger's English; kegs, 250 lbs., 15 1-2c. to 16c.; drums, 25 lbs., 16 1-2c. to 17c.; drums, 50 and 100 lbs., 16c. to 16 1-2c.; 1 lb. packets, 17c. to 17 1-2c.; 1 lb. tins, 18c. to 18 1-2c.; 1-2 lb. packages, 19c. to 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—We quote from \$1.20 to \$1.40 per gallon.

**Castor Oil**—Fluctuations have been numerous of late, though the tendency is generally upward. We are at present quoting: First, in cases 8 1-2c., in barrels 8c.; seconds, in cases 8c., in barrels 7 1-2c.

**Refined Petroleum**—We still quote: American water white, 16 1-2c. and 17 1-2c.; Canadian prime white, 14 1-2c. and 15 1-2c.; 18 1-2c. and 19 1-2c. ex warehouse.

**Window Glass**—Large bookings for Spring delivery have been made during the week. Everything is as firm as before, and indications are that fancy prices will be demanded next Summer. We quote: First break, 50 feet, \$2.10; second break, \$2.20; first break, 100 feet, \$4.25; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do.,



\$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00, and twelfth do., \$28.50.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,

Toronto, Jan. 12, 1906.

Linseed oil has gone ballooning this week, owing to reports from India that seed will be scarce and very high in price. Sales for present consumption are very small at present, but much booking for Spring delivery is being done because of the general impression that prices during the coming season will be higher than last year. Until the opening of navigation prices will be on the advance, it is said, but after that all is problematical. At any rate present quotations are soaring high and last week's advance of 4c. has been duplicated this week with the prospect of further advances.

White and red lead and putty also show advances this week, lead being very firm at the advanced price. Turpentine remains steady at last week's figures.

**White Lead**—Ex Toronto, pure white, \$6.05; No. 1, \$5.67 1-2; No. 2, \$5.30; No. 3, \$5.05; No. 4, \$4.80 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, \$5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.00, ditto, in kegs of 100 lbs., \$5.50; No. 1, in casks of 500 lbs., \$4.75; ditto, in kegs of 100 lbs., \$5.25.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs, 8 1-2c.

**Shingle Stain**—In 5-gal'on lots, 57 to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Barrels, 600 lbs., 15 1-4c. for Canadian Government standard, to 15 3-4c. for Berger's English; kegs, 250 lbs., 15 12c. to 16c.; drums, 25 lbs., 16 1-2c. to 17c.; drums, 50 and 100 lbs., 16c. to 16 1-2c.; 1 lb. packets, 17c. to 17 1-2c.; 1 lb. tins, 18c. to 18 1-2c.; 1-2 lb. packages, 19c. to 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barre's, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 60c.; boiled, 62c.; 5 to 9 barrels, raw, 59c.; boiled, 61c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, 97c. f.o.b., point of shipment, net



### "SPRAY! BROTHERS, SPRAY!"

Tune—"ROW! BROTHERS, ROW!"

(Apologies to Moore)

"Quickly, when comes the growing time,

"The potato plants flourish and potato bugs climb.

"Soon as the blossoms have fallen down,

"The codling moth gets moving aroun'.

"Spray! brothers, Spray! the bugs grow fast,

"And the fungi strikes like a baneful blast,

"Spray! brothers, Spray! the harvest comes on

"When sound fruit and potatoes reward work well done."

... The ...  
**CANADA PAINT CO.'S**  
**PARIS GREEN Kills POTATO BUGS**

—MADE ONLY BY THE—

**CANADA PAINT COMPANY**  
MONTREAL and TORONTO



thirty days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2 to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800 lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Plaster Paris**—New Brunswick, \$2.00 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2 to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

#### SUBSTITUTE FOR WHITE LEAD.

The campaign against white lead in France has assumed strong proportions. A meeting at Paris lately composed of nearly 2,000 scientists, contractors, masters and workmen, put into definite form the dangers of lead

poisoning among painters. The arraignment having been completed and driven home by statistics and scientific testimony from which there could be no reasonable appeal, the meeting took up the question of a practical remedy. This was declared to be simply the abolition by law of the manufacture and use of white lead as a painting material and its replacement by zinc white, a substitute which is superior in whiteness, equally durable, harmless to human health, and only 1 per cent. more expensive to produce.

To accomplish this reform there is now before the French Senate an Act submitted to the Chamber of Deputies by Mr. J. L. Breton, and adopted with substantial unanimity. This proposition recognizes the vested rights of white lead manufacturers and will allow them four years from the date of enactment of the proposed law in which to close up their business or convert their factories to the production of colors having a zinc base. After that white lead may no longer be manufactured in France.

#### THOSE WHO FAIL.

It is oftentimes true that those who seem to fail are indeed more successful than those with whom all things appear to go well. It is not always the people whose names are on everybody's lips and who get frequent mention in the newspapers who are doing the most good; oftentimes those of whom little is heard, who work away in quiet and obscurity, are doing more to bless the world than those who seem so conspicu-

ous. A writer tells of passing through a meadow and finding the air full of fragrance. Yet he saw no flowers and wondered whence the fragrance came. In his quest he found that beneath the tall, showy grass multitudes of little lowly flowers were growing, hidden away out of sight, yet pouring forth sweet odors. It is often the lowly lives that do the most to sweeten the world. —Ex.

#### PRICE DEMORALIZERS.

This is a free country and every man who goes into business has a perfect right to demoralize prices if he wants to. But in the great majority of instances the price demoralizer is in the crawfish class before the other fellows are through with him. We can learn by the experience of others. It is undoubtedly due to this fact that the percentage of new merchants who think they can slash their way into trade is growing remarkably less. That is one tendency toward saner methods in merchandising. The public is quite wise. It accepts all of the goods the new merchant will offer below cost and buys the best of the order where it is sure reliable merchandise is being sold at sensible prices. A review of the price slashing campaigns yields very little encouragement to the man who is tempted to go into the slashing business. The day is here when we must win business on smoother methods than selling staples below cost. The merchant who cannot win business on these better methods is due for a shoot down the slide sooner or later.

## TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

**VRNISH MANUFACTURERS**

**WALKERVILLE, ONT.**

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.



**CANADA PAINT EXTENSIONS.**

Owing to the pressure of their increasing business, the Canada Paint Company have for some time past been cramped for room in their Montreal plant. As their ground space was already almost entirely taken up, the directors conceived the idea of extending the wing devoted to the varnish tank department, thus utilizing the remaining ground space and giving a splendid additional floor area by adding another storey to this wing. The result has been a surprising improvement in conditions, and has put the company's facilities in the very front rank of Canadian paint industries.

A Hardware and Metal representative who was shown through the works re-

vertising department, where they are cut into small pieces and gummed (by machinery) to the sample cards.

The next department visited was the dry grinding mill, where the paints are ground up in machinery which is operated on much the same principle as that of an ordinary flour mill. The stock and packing rooms are adjacent, while on the next floor below is the shipping room proper, with the superintendent's office. Entering another part of the building, we come to the printers' ink department, where ink in different colors is manufactured by the Frontenac Ink Works, a subsidiary company. A separate wing is now reached by a short bridge, and here the "specials" department is found. Its mission is to manu-

each mixer holds 200 gallons, and the daily capacity is over 2,000 gallons.

An interesting process is seen in the lead and putty room. Here the dry white lead and oil are mixed in chasers, and passed to the pulp mixers. A belt there feeds the product to two sets of rolls. A double-mixing and double-rolling system is in operation in this room, the daily output of which is over 22 tons. The varnish and oil department, situated in this wing, is entirely fire-proof. It is here that the varnish is stored, matured, and prepared for shipment.

The dry color works of the company are next reached, these being situated in a separate building. Here are the kilns for drying the colors. They are taken



Canada Paint Company's Montreal plant, showing recent extensions to the Varnish Tank Department.

cently was much impressed with the spirit of thoroughness which pervades all the departments of the company. On the third floor of the main building is situated the advertising department, where color cards are made up for the different customers according to their requirements. Many labels (in fact, all except those which are lithographed) are printed here also, and a large staff is employed getting out the company's varied advertising matter. Leaving this room, a large warehouse is entered, where oxides are stored. Kalsomine is also packed here by a most ingenious device. The painting department, which is really a branch of the advertising department, is situated close at hand. It is here that the color sheets are painted and dried before being taken to the ad-

factory stains, oils, paints and other articles outside the ordinary run of goods. Artists' tubes are filled in this room. It is on this wing that the extension has been made. Consisting of four flats, it will enlarge departments on all the floors. The construction of this new wing is of the most modern kind. Heavy fire doors of the latest make are so hung as to be opened and closed with the greatest ease. Mill flooring is used throughout, and an automatic sprinkler system minimizes the danger of fire.

The mixing department (in the vicinity of which the dry colors are stored) is one of the features of the building. Every arrangement is here made to save manual labor in conveying the heavy lead and other ingredients to the mixers. In the liquid paint department,

out of these kilns in lumps, put through the grinding machine, and then stored. A large store shed is a constituent part of this building.

The Canada Paint Co. operate their own electric lighting plant, the machinery being run by water power. They also employ their own mechanics in every department for the purpose of making renewals, repairs, and extensions. The company naturally feel gratified at the large increase their business has experienced during 1905, and they have made every effort to equip themselves for a greater output this year.

Not how much, but how often, is the way to handle your advertising proposition.



## WALL PAPER

### LOOKING TOWARDS SPRING.

WITH Christmas over and the holiday trade a thing of the past, merchants can now turn their attention with some degree of care to the necessities for Spring. Will this Spring's business bulk up more than last year's? That is the important question, because week for week and month for month the merchant should attempt to excel his previous records.

To accomplish this there must be no let-up in energy and enterprise. Make all the departments go with an additional hum. Take time to look over every man's samples. There is no knowing when something may turn up which will just suit your particular trade. Even if there is nothing you want it will freshen you up to take a look at what others are buying.

However, there is another way to increase business, and that is to take a department which has not hitherto been pushed, or has been altogether neglected, and make a feature of it.

#### Profit in Wall Paper.

Have you really worked the wall paper department for all it was worth in the past? The chances are you haven't. Supposing you lay out from now till Spring to open up a good live campaign. Make your selection of papers now when you have the complete range to choose from. Plan big. Order enough to make a good big showing. You can do this without any great expenditure of capital, for wall paper can be bought in very cheap grades.

You will not find a department which will prove more satisfactory than this. It is neat, clean stuff to handle; it is sold in definite quantities, that is to say, in complete rolls; there is no cutting nor measuring required; and finally, it is sold in large enough quantities to make each sale worth while.

#### Prepare in Advance.

Anticipation is the keynote for the present. The department is quiescent now, but none the less, now is the time to complete preparations. Selections should be made and the necessary quantity estimated. Then decide upon the way you will handle the stock, where you will keep it and how bring it before the public.

It is too often the case that merchants do not look beyond the week in which they are living. After all, is not this one of the chief reasons of success for such men as Timothy Eaton, namely, that they can see far enough ahead to anticipate the wants of the public? Be provident and decide upon your course now while you have time. Novel schemes for assisting sales should be figured out during the quiet season, not while the stress of business is upon one.

"Yes," said the general merchant, "it is true that we propose to establish a hospital as an adjunct to our store." "To treat the victims of the bargain rushes?" was asked. "Yes, but that is merely a beginning. Later on I expect to see the business branch out, and I dare say we shall treat all comers for all sorts of complaints at exceptionally low figures. In my mind's eye I can see our advertisement reading:

"SPECIAL THIS DAY ONLY!


"Appendicitis Operations at Cut Rates.

"Positively, Only One Operation to Each Customer!

"Satisfaction Guaranteed or Appendix Replaced  
and

"Money Refunded!"

—Puck.



**We extend to the Wall Paper  
Fraternity Cordial Greetings for a  
Prosperous New Year**

We can supply your Wall Paper  
wants, be they large or small. We  
give prompt and efficient service  
in all our departments.

**STAUNTONS Limited**  
Manufacturers, TORONTO

## McArthur, Corneille & Co.

MONTREAL

## Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

**White Lead, Oils and Colors,  
Prepared Paints, Window  
Glass, Varnishes, Etc.**

SELLING AGENTS IN CANADA

For the GENUINE  
**Imperial French Green**  
of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
**English Varnishes**  
of CHAS. TURNER & SON,  
LONDON.

Please mention **HARDWARE AND METAL** when writing.



## STOVES AND TINWARE

### GOOD TIN ROOFING.

The lasting qualities of the tin roof are dependent on both the manufacturer and the roofing contractor, says the Metal Worker. It is a matter of common knowledge that there are tin roofs on buildings in different sections of the country which have been in use half a century and give promise of equally long future service. A roofing contractor calls the attention of the manufacturer to these roofs when he has complaint about roofs that have been put on within the last decade. That there is cause for complaint about service rendered by some roofs is not only evident, but this fact has had a tendency to make many builders seriously consider the use of slate or shingles and so change the architecture of the building as to render the use of these materials practicable.

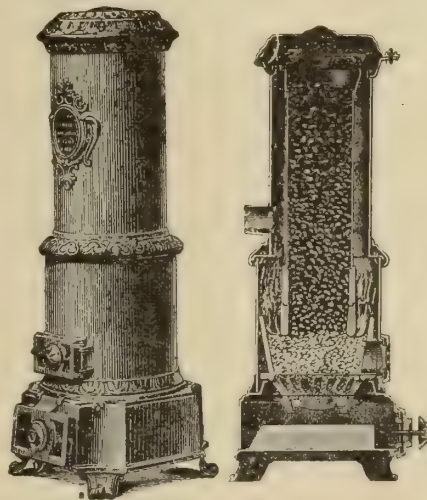
It is not necessary to go further into an explanation of the existing conditions. It is far better to give some attention to the causes creating it. The black sheets which are the basis of all tin andterne plates are steel to-day, whereas the old tin plates were made of iron. The fact that formerly tin plates were made of iron was the cause of no small annoyance in the early days from the breaking along seams, and the difficulty in working them easily, which is not found with the soft steel plates of to-day. These troubles of the early days are unknown to some of the complainants of this time and are possibly forgotten by the older roofers.

### The Coating of the Plate.

Another point that it has been convenient to forget is the character and weight of the coating of the early plates. There was less variation in the amount of the coating and a greater percentage of tin entered into it than into the coating of the roofing plates now in general use. The quality and thickness of this coating not only securely protected the iron sheet, but was an important factor in prolonging the life of the roof. Since the manufacture of tin plate has assumed proportions in this country the price is largely governed by the weight of the coating, so that the roofer can secure either a skim-coated sheet or as heavily coated sheets as the earlier roofers universally used. It is simply a matter of price. If heavily coated sheets are purchased then usually the roofer has a right to complain if the coating is not applied in such a manner as to thoroughly protect the steel sheet generally used in terne plates of this day. It is possible that the coating is not always applied with as great care as is essential to long continued durability. These are conditions over which the manufacturer has absolute control, and if any of the operations are not completed with that thoroughness and care which are essential to long life of the finished product the manufacturer should be brought to account.

It is not fair, however, for the roofers who are purchasing the cheapest tin

plates on the market and those which carry the least coating to bring the tin roof into disrepute as the result of their own selections. The manufacturer cannot be expected to escape all censure for catering to this demand. His position is of greater responsibility, and he can be justly expected to protect not only his own reputation but the reputation of the tin roof by withdrawing the cheaper and less durable plates from the market and expending more energy in the sale and use of heavily coated plates. A great deal has been said by both the roofers and those who sell tin plates about pin holes in roof plates. It is a matter of vital importance and only requires a conscientious investigation to discover the cause and remove it. Some difference of opinion exists as to the cause. Roofers claim that the plates are not made of as good material as those



Types of French Stoves.

of the early day. Manufacturers, on the other hand, state that too many of the lightly coated plates are purchased and that sufficient care is not taken in the protection of the plates after they are put on the roof.

### The Protective Covering.

This brings to light another important factor in the durability of the roof. In the early days there was a greater disposition to use the best material, and a mixture of red lead and good linseed oil was the basis of the paint used on roofs. Later on cheaper materials that furnished the necessary body were substituted for the red lead, but the linseed oil was still the principal protecting agent. To still further cheapen the body of the paint materials which are said to be destructive have been used. Some of these body materials or colors have been found upon analysis to contain sulphur to the extent of 1 to 3 per cent. and have been used in connection with manufactured oils in which good linseed oil is not used to the extent of even 50 per cent. In many instances quick driers have been

so largely used that the paint cracks and curls or scales from the material which it is intended to protect. It has none of the elasticity of a good linseed oil paint.

The use of paints which have even a small percentage of sulphur has been proved disastrous to the plate, even when heavily coated, and much more quickly when a plate with a light coating is used. The exposure of such plates to the atmosphere with its contained moisture has the effect, under the right conditions, of developing sulphuric or sulphurous acid, which starts rust spots at innumerable small points, generally known as pin holes.

Considerable study has been given to this subject by both manufacturers and roofers desirous of building up and maintaining a good reputation. It has been noted that wherever an old roofer with an excellent reputation has an influence on any considerable section of country there is less complaint from pin hole tin plate than from other sections where sharp competition governs the trade. The roofer with a desire to maintain his reputation secures a price that will enable him to use a heavily coated plate. Another of his customs is to use a good paint having a body material ground in oil and to use a larger percentage of good linseed oil in mixing it than is customary in the competition districts.

### A Subject for Discussion.

In view of the many complaints that are brought to tin plate houses and the interest which the trade is taking in the subject, and the fact that hesitation is manifest on the part of some builders as to the use of tin plates on their buildings, these ideas have been presented for the consideration of the trade. There can be no doubt that some benefit will be derived if all concerned will look closely into the suggestions as to the cause of the trouble and the remedies. All may not agree with the ideas presented, and the experience of those who have the welfare of the trade at heart will be gladly received should they care to discuss this subject. It must be clear that no benefit will be derived from an extended enumeration of the troubles of those who have not given that discriminating care to their purchases which is essential to building up any branch of trade. Such experiences are well known already. Great benefit, however, will come from a presentation of the information that has been gained by the more successful manufacturers and roofers, who are invited to discuss this important question with a view to discovering the cause of the trouble and applying a remedy.

### FRENCH STOVES IN ENGLAND.

A 48-hour stove which is gaining favor in England is shown in the accompanying illustration, it being a product of the Godin works at Guise, France. The pattern is made in four sizes, between 53 and 60 inches high, which have heating capacities of from 5,300 to 10,600 cubic feet of space. As will be seen, the outlet is at a height which allows of the stove being used in front of an ordinary register opening, and provision is made for keeping the air moist. The Godin stoves, although designed for anthracite, are equally suitable for coal and coke.

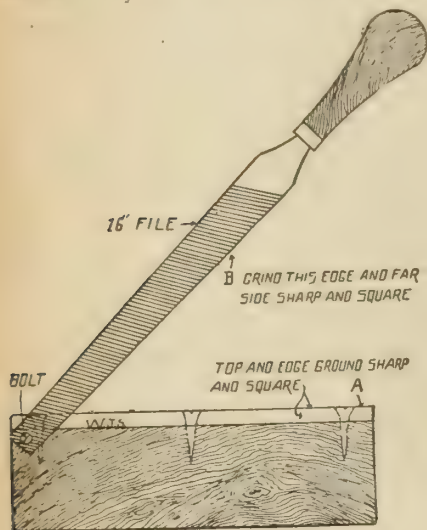
English papers say it is a curious fact that while the English market has only



slowly accepted the French models, which are undoubtedly economical in fuel consumption, the colonies have taken large numbers, especially patterns finished in vitreous enamels, both self color and decorated.

### CHEAP SHEARS FOR CUTTING TIN.

A novel device for cutting tin is shown in the accompanying illustration. The materials required are two old 16-inch files, a small bolt, a block of wood and a couple of screws. Cut one of the files the length you wish the knife (shown "A" in the cut) to be, and grind one side and one edge sharp and square. Drill holes in the top for fastening the knife to the block of wood, using the screws. Grind the top and edge of the other file ("B") sharp and square. Drill a hole in the end and mount the file on the wood with a bolt. Tin, sheet iron, etc., can be cut with this device very satisfactorily.



Cheap Shears for Cutting Tin.

### SYDNEY'S IRON INDUSTRY.

The stove foundry of the A. C. Thompson Co., at North Sydney, is now selling its goods to merchants in all parts of Quebec and the Maritime Provinces, according to a recent report. Speaking of the outlook for 1906, Assistant Manager Treen said prospects were very bright. The company is putting in some new lines of heating and cooking stoves. North Sydney, having iron, coal and coke so convenient, is an ideal spot for stove manufacture. The Reliance hot water boiler is another line manufactured, and the manufacture of soil pipe will be commenced early next Summer. This branch of the work will add considerably to the number of men employed about the plant. The only soil pipe at present made in the Maritime Provinces is turned out by the Londonderry Pipe Foundry Co.

### HARDWARE TRADE ITEMS.

How is the stock of stove pipe, elbows, etc.? No telling when you will get a call for a lot of these.

Make the stove or furnace that heats your store a perpetual demonstration. Keep it in good shape and show the

prospective customer how easy it is to take care of and how little fuel it burns for the heat obtained.

Keep the accessories moving — the drums, radiators, registers, and all the smaller things that increase the efficiency of the stove.

Don't worry about your competitor. Sell stoves at the best prices you can and make a reasonable profit. That is what your aim should be.

Don't be afraid to ask the manufacturers for cuts to use in your stove advertising. They are always glad to help you in every way to advertise their line.

### MAKING COLD DRAWN SHAFTING.

LESS than a year ago no cold-drawn shafting was made in Canada. Now there are in Canada two large plants, one already manufacturing and the other rapidly approaching that position. The requirements of any factory always constitute with it a large amount of shafting, and upon this and its proper adjustment and bearings depends to considerable extent the power economy of operating the plant. Very special machinery is required for the manufacture of cold-drawn shafting, and the equipment seen in the plant of the Union Drawn Steel Co., at Hamilton, is a revelation to any one not conversant with this line of manufacture. Probably in no other line of metal working machinery are such long beds required nor such lengthy and ponderous driving gears.

The raw material of the cold-drawn steel company's plant is the finished product of the rolling mills. The first operation consists of placing the bars to be drawn in a bath, where they are thoroughly cleaned. The operations are few but all important. The material is then taken to one of the heavy drawing machines and drawn through a solid die of the exact size correct to 2-1,000 of an inch. From this machine it passes through a specially designed straightening machine, and from there to the cutting-off machine, where it is cut the exact length ordered. When the length has been cut off as desired every bar is tested on live rollers the same as if it were running on centres. Any crooks or bends that may have existed in the bar after leaving the cutting-off machine are thus removed.

In addition to the drawing machines, where any size of shaft up to three inches may be drawn, a lathe has been installed to turn shafting from 3 to 9 inches, with no limit to the length except, of course, that of the building, which is by no means of small proportion. This is the only style of machine in existence that finishes the shaft complete and ready for use after coming from the rolling mill.

It might be presumed from this that the equipment of a cold drawn shafting plant is small, but this is not the case. As the special machines required are all of enormous size, and the multiplicity of gears and belting required in running these, from the large induction motors that have been installed, is bewildering on first sight. As a particular favor and

departure from usual custom, the representative of Canadian Machinery was shown through the plant mentioned, and is indebted to Mr. A. J. McMahon for the interesting insight into the method of manufacturing cold-drawn shafting, whose manufacture requires not only machines of enormous power but of remarkable accuracy.

It is announced that the Bruce Mines have been transferred to the Copper & Smelter Co. of Ontario.

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for metallic fittings for Post Office Department, Ottawa, Ont.," will be received at this office until Saturday, January 20, 1906, inclusively, for the construction of metallic fittings for Savings Bank Branch, Ottawa, Ont., Post Office.

Plans and specifications can be seen and forms of tender obtained at this Department.

Persons tendering are notified that tenders will not be considered unless made on the printed form supplied, and signed with their actual signatures.

Each tender must be accompanied by an accepted cheque on a chartered bank, made payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the party tendering decline to enter into a contract when called upon to do so, or if he fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,  
FRED. GELINAS,  
Secretary.

Department of Public Works,  
Ottawa, January 10, 1906.

Newspapers inserting this advertisement without authority from the Department, will not be paid for it. (2)



SEALED TENDERS addressed to the undersigned and endorsed "Tender for Hamilton Wharf," will be received at this office up to and including February 5, 1906, inclusively, for the construction of a wharf in the City of Hamilton, Wentworth County, Ont., according to a plan and specification to be seen at the office of J. G. Sing, Esq., Resident Engineer, Confederation Life Building, Toronto, on application to the Postmaster of Hamilton, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for eight thousand dollars (\$8,000.00), must accompany each tender. The cheque will be forfeited if the party tendering decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,  
FRED. GELINAS,  
Secretary.

Department of Public Works,  
Ottawa, December 16, 1905.

Newspapers inserting this advertisement without authority from the Department will not be paid for it. (3)



## Ventilation is Important

as a feature of modern buildings.

There are many buildings and residences, whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect, or has been altogether neglected.

### THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, The Aeolian Ventilator is very ornamental in appearance, while also possessing exceptional lasting qualities.

*We like to talk about the "Aeolian"  
Will you write us for particulars?*

Read this testimonial:

OTTAWA, June 4th, 1903.

Messrs. THE J. W. HARRIS CO., LIMITED, Montreal.

Gentlemen—In reply to your letter of 1st of June instant, beg to say the "AEOLIAN" Ventilators we got from you have always proved satisfactory to us and we can recommend them where such an article is required.

Yours respectfully,

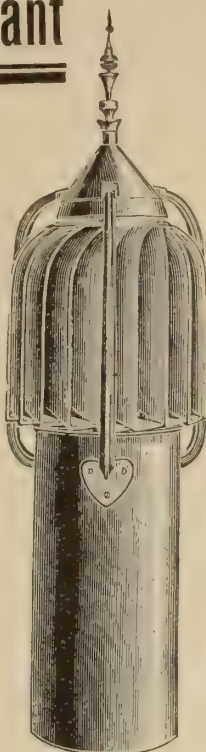
McKINLEY & NORTHWOOD.

The Price is Inconsiderable in Comparison with the Results.

Manufactured by

**THE J. W. HARRIS COMPANY, LIMITED**

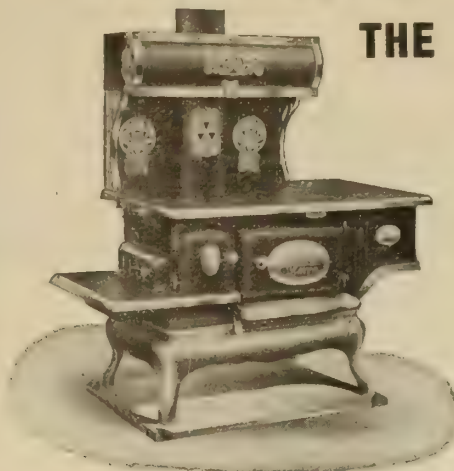
SUCCESSORS TO LESSARD & HARRIS, CONTRACTORS  
Montreal



THE AEOLIAN VENTILATOR  
(Can be supplied in copper, if so desired.)

## Stands Every Test

### THE EMPIRE QUEEN RANGE



stands every test because it is constructed with an eye to economy, efficiency, appearance. In addition, it is easy to clean, looks well, and has all the latest features without the unessentials.

The Empire Queen Range is an ideal

baker, so the woman's ideal stove.

If you are not carrying The Empire Queen Range, you are missing just that much business.

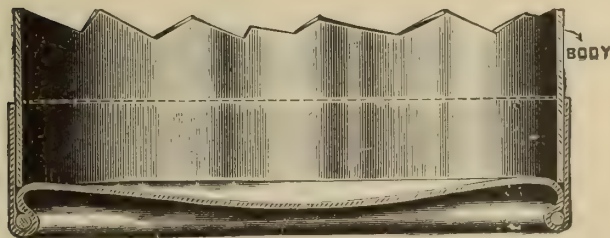
Agents wanted. Send for Booklet.

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man.  
Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St.,  
Montreal, Que., Agents for the Province of Quebec.

# "Samson" Milk Can Trimmings.



Section of "Samson" Milk Can Bottom.

Strongest, neatest, most sanitary  
and only one-piece bottom made.

Has no seams or rivets to corrode and collect dirt.

Every bottom in each size is of an exact diameter. Being stamped out with a die—not spun—there can be no variation as in a bottom made in several pieces.

Requires less solder and work in putting together than pieced bottoms—also wears longer.

**The McClary Manufacturing Co.**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."



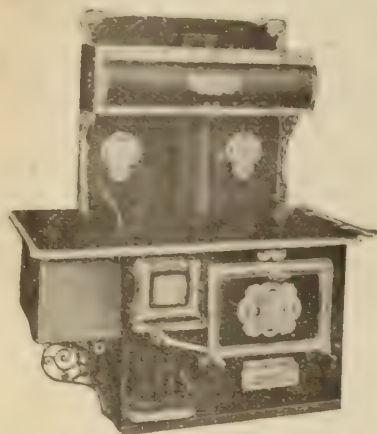
## A Reputation-Building Range

The quality of your wares should build up your reputation and talk strong for a bigger volume of business all the time.

We are great sticklers for **QUALITY**. Every article we manufacture is up to the top notch of perfection.

Quality is stamped all over and through and through the

# Oxford Chancellor Range



Our guarantee bond goes with every range.

It certainly will pay you to put the Oxford Chancellor on your floor—it sells itself.

and to say it ought to be on your floor is putting it mildly.

The Oxford Chancellor is durable, economical, a perfect cooking apparatus and a trade winner.

The body of this range is constructed of the best quality cold rolled steel sheets. It burns hard or soft coal or wood. Fire-box fittings are furnished for either coal or wood or both, as desired.

The oven is roomy in all sizes.

An additional draft slide is placed at the top of the fire-door, making the Oxford Chancellor the most economical fuel consumer on the market.

The Reservoir of planished copper is placed next the fire-box and heats very quickly. It can be attached or detached by any one in a few minutes.

The Oxford Chancellor is handsome in appearance and easily kept clean.

Send for Catalogue 61.

WE also manufacture Cast Iron Stoves and Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

## The Gurney Foundry Company, Limited

TORONTO

WINNIPEG

VANCOUVER

83

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.

GRIMSBY, ONT., Jan. 1, 1906.

To the Trade:

In extending to you our very best wishes for a Happy and Prosperous New Year, we trust the past year has yielded both pleasure and profit and that the experience gained will enable you better than ever to push onward to the goal of success.

For our customers of 1905 we have the most kindly feeling. We appreciate their favors and kindnesses and most sincerely hope to have a continuation of same.

On the other hand, added facilities and new lines will enable us to serve you better than ever and to care for those new customers which we earnestly hope to secure.

For 1906 we call your attention to

# Walker Stoves and Ranges

**"SUCCESSFUL EVERYWHERE"**

and wish to say that all our experience, energy and time will be devoted to making good this motto.

Sincerely yours,

## The Walker Steel Range Company, Limited

Grimsby, Ont.





"VICTORIA" IMPROVED  
COAL GRATE

24½x30½. Dump Grate. Double Damper.

"MADE IN CANADA"

Take note of it. In your next order specify

## Mantel Coal Grates

finished in Oxidized Copper, Brass or Dull Black.

Mantel Coal Grates are fast winning favor.

Wouldn't you like to sell them?

**Whittaker Stove Works**  
WINDSOR, ONT.

## A BRIGHT STORE

PLEASES YOUR CUSTOMERS  
ATTRACTS BUSINESS  
SAVES TIME

A modern Acetylene plant will light your store perfectly and economically. Ask us about it.

**THE CONTINENTAL HEAT & LIGHT CO.**

MONTREAL



A GUARANTEE  
THAT MEANS SOMETHING

If any stove dealer receives

**Sterne's  
Asbestos Stove and  
Furnace Cement**

and is not satisfied with it, or if he does not find it exactly as represented, or if he has any reason for returning it, or if he returns it without any reason, he may have his money back by return mail, without "any talk."

**G. F. STERNE & SON,**

MANUFACTURERS,  
BRANTFORD, ONT.

## WANTED—TINSMITH

The best medium in Canada in which to advertise for tinsmiths is Hardware and Metal.

Hardware and Metal will bring you replies from all parts of Canada. Last week one of our advertisers received a reply from the Yukon.

Enclose money with ad.

Rate: 2c. per word for first insertion.

1c. per word for subsequent issues.

## The New National Oak Heater

For Hard or Soft Coal, Lignite, Coke or Wood

Smoke consuming. Double Heater from floor. Duplex Grates. Double Mica Door. Straight, Deep Firepot. Deep Reflector Ring. Hot Blast Ring is entirely outside—does not obstruct interior. Smoke Pipe Collar is in rear of double-heating collar. No Elbows or Offsets required to connect with double-heating flue.



Made only by

**THE MOFFAT STOVE CO., LIMITED**

WINNIPEG

WESTON, ONT.

CALGARY

No other manufacturer in the world has a stove just like this. In brief, it's the biggest, tallest and best stove of its kind ever offered. Places you absolutely beyond competition. Seize the opportunity and write for the agency to-day.



**Consolidated  
Plate  
Glass  
Company  
of Canada  
Limited**

**WINDOW**

**GLASS**

**PLATE**

**GLASS**

**TORONTO  
MONTREAL  
OTTAWA  
LONDON  
WINNIPEG**

**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

A large new saw mill is to be built at Beaudette, on the Rainy River, next Spring.

Owing to the defeat of the bonus by-law, the proposed box factory is not to be built at Stratford.

The Canadian Pacific are rapidly pushing ahead the work of double-tracking between Winnipeg and Fort William.

The Quebec Central Railway intends to build several branch lines this year, and will enter Quebec City over the new bridge when it is completed.

Contracts have been signed and it is now assured that the Patent Roofing Company of Lafayette, Ind., will establish a branch factory at Brantford.

Mr. R. J. Elwell, of Boston, is setting up the machinery of the Brantford Felt & Rubber Company, in the building formerly occupied by the Bailey Cutlery Company, at Brantford.

The Klondyke Mines Railway is to be built from Dawson to Stewart Crossing, a distance of 84 miles. T. W. O'Brien has been in the east and has successfully arranged the financing of the project.

About two hundred men are engaged in the shipyards of the B. C. Marine Railway Company, at Victoria. A large steamer is being built for the C.P.R., and several smaller vessels are also under construction.

Three hundred tons of steel rails are being shipped to North Vancouver, where they will be used in the construction of a tram line through the townsite recently laid out across the inlet from the city of Vancouver.

H. H. Collier, solicitor for the Buffalo, Niagara & Toronto Railway, says that building operations will commence early in the Spring. The proposed line will run from Niagara-on-the-Lake to Buffalo, through St. David's and Bridgeburg, with a branch to St. Catharines and Welland.

By-laws to raise \$20,000 for improvements for waterworks, \$14,000 for electric light, and \$12,000 for telephone improvements, and to give Whalen & Bowman exemption from taxes to build a marine drydock and machine shop, were carried at Fort William on January 1 by large majorities.

The Michigan Central Railway Company have been building a few engines at their shops at St. Thomas, but have decided to discontinue this work, as it is now possible to buy engines cheaper in Montreal than they can be built for at St. Thomas. The change will mean a reduction in working force of about forty men.

The Southern Light & Power Company, Toronto, an enterprise closely associated with the York County Loan Company, has been declared insolvent, and the company will be wound up. They are in debt to the Canadian Portland Cement Company to the am-

ount of \$1,700, and many other claims have been made against them.

The McLaughlin boiler shop, St. John, N.B., has been reopened, after several years' idleness. It has been leased to Alex. Wilson, mechanical engineer, and James O'Donnell, boiler maker, who have the sub-contract for supplying the iron work for the I.C.R. A company will be formed and about 50 men given employment in building boilers and in a machine shop to be established.

D. H. Ross, commercial agent in Australia, has advised the Department of Trade and Commerce that the importations of Canadian farm machinery into Australia are increasing. During the months of September, October and November, Victoria alone imported 3,000 tons of this class of implements from Canada, and the total importations into the whole of Australia in that period exceeded 6,000 tons. In addition large shipments were on their way. Progress is being made in introducing Canadian cultivators, plows, harrows and sewing machines.

The Grand Trunk has decided to spend more than a million dollars by placing the following exceptionally large orders for motive power: Ten ten-wheel passenger engines, with the Locomotive & Machine Company, Montreal; ten ten-wheel passenger engines, with the Locomotive Company, New York; fifteen Richmond compound consolidated engines, Locomotive & Machine Company, Montreal; six Richmond compound consolidated engines, Canada Foundry Company, Toronto; 40 Richmond compound consolidated engines, Locomotive & Machine Company, Montreal, making in all 81 locomotives, 20 of which are passenger and 61 freight engines. As the former cost approximately \$15,000 each and the latter \$18,000 each, the total outlay represented amounts to \$1,398,000.

The Canadian Pacific Railway Company intend to proceed with the construction of a new trunk line from Winnipeg to Edmonton, about 800 miles in length. The route will be some distance to the south of the Canadian Northern, and well to the north of the present C.P.R. main line to Calgary. The company will utilize the Manitoba & Northwestern line, and will have about 500 miles to construct. The line is expected to be in operation before the end of 1907. Work at both ends and in the middle will be simultaneously pushed forward. The company has now in hand in the Northwest work which will involve within the next two years, an expenditure of between \$5,000,000 and \$6,000,000. It has also been decided to proceed forthwith with the construction of a high level bridge across the Saskatchewan River, which would enable the railway to enter the city. The cost of this bridge, with the two miles of additional track that



the extension will involve, will be about \$2,000,000.

The Grand Trunk Railway Company have issued the following statement giving details of the work decided on in order to supply electrical energy at St. Clair tunnel. The contract has been awarded to the Westinghouse Electric & Manufacturing Company. The work is to be started at once, and brought to completion as quickly as possible. The system that will be adopted is known as the alternating current system, with overhead conductors, the conductors in the interior of the tunnel being placed upon the walls and in the railway yards, and will be supported by steel bridges. The rails will be operated by alternating current. Locomotives capable of hauling a passenger train on the grade at the rate of 20 to 25 miles an hour and a freight train of 10,000 tons at the rate of ten miles an hour, will be used. The interior of the tunnel and the yards on both the United States and Canadian sides of the St. Clair will be lighted by electricity from the power generated in the extensive power house that it will be necessary to erect. The length of the tunnel proper is 6,025 feet, and of the open portal approaches 5,603 feet additional, or more than two miles in all, making it one of the longest submarine tunnels in the world.

#### Companies Incorporated.

Siche Gas Co., Toronto, share capital \$100,000; purpose, to manufacture, sell and operate gas apparatus and supplies. The directors are F. L. H. Sims, J. H. Chewett, and R. G. Hunter, all of Toronto.

Thorold Natural Gas Co., Toronto, share capital \$40,000; purpose, to refine petroleum oil, natural gas, manufactured gas, or electricity. The directors are C. A. Moss, W. Gilchrist, and J. A. Thompson, all of Toronto.

Vermillion River Iron Ore Co., Toronto, share capital \$80,000; purpose, to carry on the operations of a mining, milling, reduction and development company. The directors are F. J. Denton, J. W. McDonald and Ella A. Francis, all of Toronto.

C. Parsons & Son, Toronto, share capital \$150,000; purpose, to carry on the business of tanners, dealers in hides, leather, etc. The directors are C. Parsons, W. G. Parsons, Frances S. Parsons, Alice E. Parsons, and J. E. Boswell, all of Toronto.

Dymond Development Co., Ottawa, share capital \$250,000; purpose, to carry on the business of a mining, milling, reduction and development company. The directors are C. W. F. Gorell, A. T. Shillington, of Ottawa, and B. J. Arnold, W. L. Arnold, and R. G. Arnold, of Chicago, Ill.

Wendigo Progressive Mining & Development Co., New Liskeard, share capital \$40,000; purpose, to carry on the business of a mining, milling, reduction and development company. The directors are J. Cox, S. D. Eblett, of New Liskeard, and G. W. Slade and J. W. Foreman, of Dymond township.

The Excelsior Babbit & Car Bearing Co. has been organized at Moncton, N.B., by Joseph R. Stratton, R. A. Borden, E. M. Jones, Jas. D. Ross, Moncton; and Edmund Simpson, Petit-

codiac. The object is to manufacture and deal in babbit and other anti-friction metals, car bearings, etc. The capital stock is to be \$190,000.

Terrill Cobalt Mining Co., Sault Ste Marie, share capital \$100,000; purpose, to carry on the business of a mining, milling, reduction and development company. The directors are W. E. Gimby, D. I. Millar, A. G. Terrill, W. B. Moorehouse, A. McIntyre, G. Woolrich and E. Rogers, all of Sault Ste Marie; R. H. Schultz, of Toronto, and H. H. Taylor, Sault Ste. Marie, Mich.

#### BUILDING NOTES.

St. Luke's congregation, Halifax, are to build a new cathedral.

Frank Holmes, Nutana, Sask., is calling for tenders for the construction of a school house.

A new Baptist church is to be built on Ossington avenue, Toronto, at a cost of \$10,000.

The Woodstock Collegiate Institute board are considering the question of building a new school.

The Credit Foncier Franco-Canadien has purchased a site in Winnipeg, with a frontage of 60 feet, and will build a large bank structure next Spring.

W. H. Northcote, Hamilton, has secured a permit to build a brick house in that city, to cost \$1,800, and Mark Lawrence is to build one to cost \$1,700.

L. O. Grothe & Co., cigar manufacturers, Montreal, have purchased a site for \$32,500, and propose to erect factory buildings, etc., to cost about \$200,000.

#### CEMENT COATED WIRE NAILS.

For over fifty years the use of wire nails has been general in Europe, where they have entirely superseded the old hand-forged and cut nails. It is only in recent years that the conservative Englishman has recognized their superiority, while in China and Japan wooden pegs have long been discarded and large importations of wire nails are made from the United States and Europe, writes A. C. Rulofson in Hardware.

Twenty-five years ago the manufacture of wire nails commenced in a small way in the United States, and at that time a shipment of 25 kegs was made to one of the largest of the leading wholesale houses in San Francisco. This marked the introduction of wire nails on the Pacific Coast and their consumption increased with leaps and bounds, so that in a short time they almost entirely drove out the old style cut nail which was being manufactured in Oakland, California.

In the course of a few years the cut nail manufacturers closed down and have never reopened their mills. Manufacturers, wishing to keep abreast with the times started wire nail plants on the Pacific Coast, and at the present time there are two at Oakland, one in San Francisco, and one being started in Vancouver, B.C.

The advantage of wire nails became so apparent that the engineer, architect and carpenter were quick to adopt them, and they have come into such general use that the term "nail" is accepted as meaning wire nail. It was

generally admitted that the article designated "Smooth Wire Nail" by the trade, was more economical than the cut nail because there were a greater number of them to the pound, but a disadvantage lay in the fact that they did not hold as well as the old-style cut nail. This naturally turned the American inventive genius to a consideration of the subject, and many so-called improvements were adopted to increase the holding power. They were barbed, made flat, triangular and other shapes, but none of these changes were effective, nor did they come into general use.

Later J. C. Pearson, of Boston, discovered a process of coating the ordinary nail with a compound which, in lieu of a short comprehensive name, he called "cement." This compound consisted largely of resin because of its holding power.

Nails dipped in this compound were introduced by specialists who, strange to say, devoted most of their attention to the making of boxes, and they met with great success. To-day there is scarcely any class of packing box on the Pacific Coast that is not fastened with one of these nails.

Railroad companies are using them largely to the exclusion of other nails and the Southern Pacific Company has used thousands of kegs of them in its building and car works.

These coated nails are now being carried by all the leading jobbing houses on the Pacific Coast, and they are generally finding their way to the retail stores. As they are sold at the same price per keg as the common wire nails, it is believed that they will supersede the latter and come into general use, which will mark a new epoch in the nail trade.

#### A NEW USE FOR GLASS.

Like reinforced concrete, reinforced glass is now more and more employed in buildings. Reinforced glass is made by rolling two sheets of glass between which is placed a metallic grating. The product shows remarkable cohesion and tenacity; and, in case of breaking, the pieces of glass, instead of separating, remain adherent, held by the metallic grating. That is the principal advantage of reinforced glass. By intersecting experiments, recently made, MM. Schleritzauer and Croquet, of Paris, France, have proved that a plate of reinforced glass, slightly less than a quarter of an inch thick, and a trifle over four feet long by a foot and a half wide, could support a weight of about 1,047 pounds. Under 1,322 pounds it did not break, but was only bent and cracked. Reinforced glass has another important property: a small building, the walls of which are made of reinforced glass, resists a very lively fire lit on the inside; whereas an ordinary window breaks at the first touches of the flame.

Such properties clearly fit reinforced glass for roofing, shop-windows, and glass partitions; but its application to the construction of staircases is particularly successful, for glass staircases allow the easy lighting of the descents into the basements. Their steps are not slippery, and, in case of fire, their superiority over wooden staircases is uncontested.



## FIRST CONCRETE SKY-SCRAPER

THE Ingalls building, Cincinnati, occupies the entire area of a corner lot 50x100 feet and is fifteen stories and a full attic, practically sixteen stories, rising to a height of 210 feet above the sidewalk. One half of the basement is the usual twelve feet deep; but the other half, containing the power plant, is twenty feet deep. The foundations extend five feet below this, so that the entire height of the construction from bottom of foundations is 235 feet, entirely concrete steel. The building is, in fact, a concrete box having eight inch walls, concrete floors and roof, concrete beams, concrete columns, concrete stairs; the whole being entirely devoid of the usual I-beams, Z-bars, angle irons, plates, rivets, bolts, etc., having

A brief description, therefore, may not be out of place at this point. In the first place, then, let it be understood that for structural purposes the concrete should be made of strictly high grade Portland cement, clean sand, containing if possible grains of variable size, and crushed stone or gravel. In superstructure, limestone should not be used, as it would too readily be injured in a fire. Such concrete should be dense, that is to say, the voids should be well filled, and all thoroughly tamped. Enough water should be used to make a soft concrete, so as to insure perfect contact with the steel bars; for concrete-steel, it must be remembered, depends for its strength chiefly upon the adhesion between the concrete and the steel. The

however, that the amount of steel used should be determined by actual calculation, and not by guess work or rule of thumb as is apt to be the case.

Walls, if used merely as curtain walls, may be as thin as three to four inches, or not more than six to eight inches, as may be required by the depth of the window box; they should, however, be reinforced by a network of bars, placed not over three or four feet apart both vertically and horizontally, to prevent shrinkage cracks.

In the Ingalls building, the Ransome system of cold twisted square bars was used throughout. This gives excellent results, due to the greatly increased tensile strength of the bars after twisting, and the mechanical grip of the twisted bar on the concrete.

The floors are continuous slabs five



Concrete Sky-scraper in course of construction.



The Ingalls Building completed.

only bars imbedded in concrete, with the ends interlaced, making actually a complete concrete monolith of the entire building, covered on the exterior only with a veneer from four to six inches thick of white marble for the lower three stories, glazed gray brick for the next eleven, and glazed white terra cotta for the top storey and cornice.

The principles of concrete-steel are rapidly coming to be fairly well understood, especially so by the structural engineers, for, after all, it is primarily an engineering proposition. But without question, a large proportion of the profession, and certainly the great majority of architects, have not as yet had actual experience in its use, and perhaps have not given the subject the serious consideration which it deserves.

concrete itself is figured only in compression, never in tension, and wherever tension occurs, this is taken up by steel bars; as for instance in the bottom of a beam or footing, or near the surface of a column where wind or other bending stresses must be considered. The compression in columns is taken up chiefly by the concrete; but where this is not sufficient, vertical steel bars are inserted, which, however, must be thoroughly tied together to prevent spreading. Shearing stresses in beams and columns are taken up first by the concrete, but this must be reinforced by bars placed across the line of shear.

Floors are preferably made in slabs of uniform thickness and reinforced near the underside with bars or steel mesh of various forms. It is of importance,

inches thick, reinforced with a mesh of three-quarter inch square twisted steel bars from eighteen to twenty inches on centres in both directions and strengthened by a beam or rib across the centre of the column bay of sixteen by twenty inches, dividing this into two panels, each sixteen feet square, without any other supporting beams.

The columns have stiffening bars placed on two opposite sides near the surface to take the wind strains. They are further reinforced near the centre by compression bars, which take up all such load as may be required in excess of the carrying capacity of the concrete alone. These bars not being in tension need not be twisted, and accordingly plain round bars were used of various sizes, according to location, from two



and one-half to three and one-half inches in the basement, diminishing in numbers and sizes in succeeding stories until they were reduced to one inch and then entirely dispensed with at about the tenth floor, from which point on, the concrete was sufficient to do all the work. The interior or compression bars had the ends milled off and were joined just above the floor level by a sleeve of steam pipe, a trifle larger than the bars and grouted with cement. They were then tied together firmly at three or four points in the height by small bars bent around them. The exterior or wind bars were joined in the centre of the storey height by splices, which consisted of several smaller bars wired about the joint. The column was further reinforced by means of hoops of one quarter inch bars, placed around all the bars near the surface at intervals of from twelve to eighteen inches throughout the height. As stated before, these prevent the spreading of the bars and take up the excess of vertical shear.

The question has been asked as to how the girders were connected to the columns. Very simply indeed, the girder bars merely extend in between the column bars and the concrete of the one being monolithic with that of the other completes and perfects the connection, than which nothing could be more secure.

The walls above the piers of the lower two stories are eight inches thick and afford the best possible system of wind bracing, inasmuch as the entire mass between the head of one window and the sill of the one next above is figured as a beam with rods top and bottom.

The method of supporting the exterior facing of marble, brick, or terra cotta, as the case may be, is as simple as it is effective.

In case of the marble work or granite, if such be used, for the lower stories, a concrete ledge or corbel is formed around the piers just below the sidewalk level, and these afford the necessary foundation for such face work.

In case of the face brick above, the various floor slabs are merely extended out beyond the wall three inches; this forms a ledge for the support of the brick facing, each storey being independent of the other, and is afterward covered with a one-inch tile, or whatever may be desired.

All face work, however, is securely anchored by means of round wrought iron bars which are built into the concrete by boring holes of proper size through the wood forms and inserting the anchors, which are perfectly straight at the time, but are afterward bent to suit; they must be straight so that the formwork can be drawn over them upon being removed when the concrete has sufficiently set.

In case of the cornice, which is of terra cotta, the roof slab was simply projected out as a cantilever to the required distance, which in this case was five feet. Sleeves of sheet iron were inserted at proper points and remained built into the concrete, and bolts to secure the terra cotta were afterward inserted through them and grouted in place.

In a brief sketch like this, it would be impossible to describe the many points of advantage peculiar to this method of construction. There are many, and it might suffice to say that numerous new problems were encountered, and while

## BEST ELBOWS

— FOR —

### CONDUCTOR PURPOSES

BEAR

TRADE MARK

*F. Dieckmann*

CANNOT BURST

— from —

ICE PRESSURE

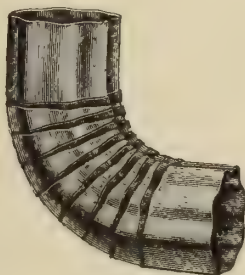
Made in ...

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE  
in Canada. Write for  
catalogue and  
samples to

**FERDINAND DIECKMANN**

1180-82-84 HARRISON AVE.

CINCINNATI, O., U. S. A.

## Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

## Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

*Better Write To-day.*

==

**Pease Foundry Co., Limited**  
TORONTO

**Pease-Waldon Co., Limited**  
WINNIPEG



they were all solved in a satisfactory manner. It must be remembered that this is the first attempt to make a consistent application of the concrete-steel system to the sky-scraper problem, and while it has apparently been eminently satisfactory, it is not claimed to be final in all respects, and there will undoubtedly be marked improvements here and there as the system develops.

During the progress of the work on the Ingalls building, wise ones among men of great ability, who should have known better, predicted that the structure would never reach the roof and that, even if it did, it would certainly crack all to pieces by shrinkage and that it could not possibly withstand wind pressure. The facts are that it did reach the roof; that there are no shrinkage cracks and that the building not only has not been blown over, but that in the highest winds there is not even a perceptible tremor, and that too with concrete walls only eight inches thick from bottom to top, and the floors but five inches thick in unbroken slabs sixteen feet square, a portion of which on the second floor carries a bank vault weighing nearly a hundred tons. Such and other equally absurd arguments have fallen to the ground.—Valve World.

### BUSINESS CHANGES.

#### Ontario.

Krauter & Ritchie, hardware and tin-smiths, Ethel, were burnt out.

J. B. Reeves, plumber, Toronto, has assigned to E. R. C. Clarkson.

Conn, Wesley & Son, hardware merchants, Aylmer, Ont., are advertising their business for sale.

H. W. Denyes, hardware merchant, Carleton Place, stock, etc., advertised for sale. Assets to be sold by tender 17th inst.

#### Quebec.

Watts & Mailhot, hardware merchants, Montreal, are dissolving partnership.

#### Western Canada.

R. P. Allen, hardware merchant, Min-to, has sold out.

Geo. McIntosh, hardware merchant, Osler, has sold out to Peter Woolk.

Heslip, Kelly & Young, hardware merchants, High River, Alta., burnt out.

A. Fountain, agricultural implements, Douglass, Man., has been succeeded by D. Caradice.

George B. Hughes, lumber and hardware dealer, Teulon, Man., has sold out to W. D. Gillespie.

W. & J. Stewart, hardware merchants, Plum Coulee, Man., have sold their Winkler branch.

MacDonald & Fleming, hardware merchants, Winnipeg, have sold their Main street branch to S. Drewe.

### EXTENSION TO ANGUS SHOPS.

The C.P.R. Angus Locomotive & Car Shops, already the largest of their kind on the continent, are continually being enlarged, and the railway officials now find it necessary to provide additional car shop accommodation. Two extensions are to be built, each 100 feet by 672 feet, costing in the neighborhood of a quarter of a million dollars. It is expected that other additions will also have to be made shortly.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### SITUATIONS WANTED.

**ENGLISHMAN**, exceptional Canadian and British experience; capable reliable worker; hardware office or store; used to managing working business. Palmer, 122 McGill, Toronto, Ontario. [52-2]

**BY** experienced hardware salesman, either as salesman or traveler for hardware specialties, paints or oils; energetic salesman; good references. Box 237 **HARDWARE AND METAL**. [3]

**YOUNG** man with eleven years practical experience in hardware business desires position as traveler; A+ references. Box 245, **HARDWARE AND METAL**. [3]

**TRAVELLING** salesman wanted to handle a well-known line of stoves and hot air furnaces in Ontario; state experience. Box 507, **HARDWARE AND METAL**. [2]

### SUPERINTENDENT WANTED.

**FIRST-CLASS** man to take full management of Furnace and Stove plant; would prefer if he would take a financial interest in the business, which will bear the closest of investigation. Address Room "C" Confederation Life Building, Toronto. [52-2]

### FOR SALE.

**HARDWARE** business in good town, surrounded by best farming country in Canada. Stock \$5,000; turn-over \$25,000 per annum. Good profits. Reason for selling, dissolution of partnership. Address Box 139, **HARDWARE AND METAL**. [4]

**HARDWARE** business, thriving town in Western Ontario. Write at once; Box 483, Essex, Ont. [2]

**PART** set of tinsmith tools in good shape; will sell cheap. Apply to Box 500, **HARDWARE AND METAL**. [2]

### FOR SALE

**GROWING** hardware and furniture business in 10-a-head Western Manitoba town; investment of slightly over three thousand, less than three years ago, will show at the end of third year surplus about twelve thousand; owner retiring; this will soon go. Apply quick to Box 236, **HARDWARE AND METAL**.

### SITUATIONS VACANT.

**WANTED** tinsmith, good all-around man. Yearly job. Must be temperate. Single man preferred. State wages and experience. Porteous Bros., Carlyle, Sask. [4]

**WANTED**, catalogue man, who has had previous experience on complete hardware catalogue work; state salary required; only those with a thorough knowledge of hardware need apply. Box R. W. J., **HARDWARE AND METAL**, Montreal. [2]

### STOVE MANUFACTURERS

If you intend opening up a branch in Canada for the manufacture of stoves, it will be to your interest to communicate with A. B., Room C, Confederation Life Building, Toronto. [52-2]

## LAFARGE (non-staining) CEMENT

for setting, pointing and backing Limestone, Granite or Marble where freedom from discoloration is desired. Send for descriptive catalogue.

**Drain Pipes, Sewer Bricks,  
Fire Bricks, Building Bricks,  
Portland Cement,  
Road Paving Bricks and Blocks**

## F. HYDE & CO.

**KING, QUEEN and WELLINGTON STS.  
MONTREAL**

**STREET PAVING and SIDEWALKS a SPECIALTY**

## SILICA BARYTIC STONE CO.

**OF ONTARIO Limited**  
Head Office:

**Ingersoll, Ontario.**

Walter Mills, General Manager  
Ask for quotations for  
Septic Tanks.

## "THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

**CHARLES D. PHILLIPS,**

Cables—**Emlyn Engineering Works**  
"Machinery" Newport **NEWPORT, MON., ENGLAND**



302

## Covert Mfg. Co.

**TROY, N.Y.**

Harness Snaps, Chain,  
Rope and Web Goods,  
etc. For sale by Jobbers  
at Manufacturers' prices.



### USE

## "HERCULES" BRAND PORTLAND CEMENT

Manufactured by

**THE GREY & BRUCE PORTLAND CEMENT CO.**

**OWEN SOUND**

J. McLAUCHLAN, President.

## THE IMPERIAL CEMENT CO., Limited

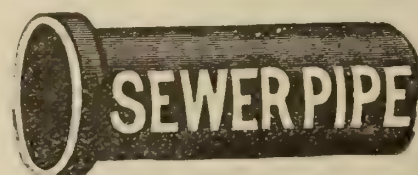
Makers of the Celebrated Brand

**"IMPERIAL" PORTLAND CEMENT**

**OWEN SOUND, ONT.**

**... FULL STOCK ...**

## Salt Glazed Vitrified



**Double Strength Culvert Pipe  
a Specialty.**

## THE CANADIAN SEWER PIPE CO.

**HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.**



# "DOMINION BRAND"

ROOFING MATERIALS ARE

THE BEST FOR YOU



BECAUSE they are the most durable and in every way the most satisfactory.

BECAUSE their quality remains long after the price is forgotten.

BECAUSE they are the easiest to sell. You know what that means.

Write if you can't call

**LOCKERBY & McCOMB, 65 Shannon St., Montreal**

## SELLING GOODS FOR PROFIT

is the ambition of all dealers, but where is the profit if not careful to select goods that sell? **CHURCH'S**

# ALABASTINE

is in demand all the time because it fills the bill exactly for wall tinting and decorating on old walls and new. Our up-to-date methods of advertising help to create and increase the demand. **ALABASTINE** once used, always used, because results are right.

**ALABASTINE** is put up in five-pound packages, twenty tints and white. Deep shades and white are also put up in 2½-pound packages.

**ALABASTINE** is a durable wall-coating. Hardens with age. Sells easily and affords good profit. Dealers, write us for prices. Order from jobbers or direct from

**THE ALABASTINE CO., Limited,**

**Paris, Ont.**

## Choosing Cylinder Locks

### 3. An Eye to Price.

True, price is not the factor with you that it is with the final buyer, but, then if you buy high-priced locks simply because you think foreign-made goods must be better, don't you see you lessen your chances for sales?

Even if foreign-made locks were superior to

# GURNEY CYLINDER LOCKS

the price of the latter would be in their favor. But the truth is, that **Gurney Cylinder Locks** are not only cheaper, but they are better than most other locks.

You cannot get a better quotation than we can give, and you cannot get cylinder locks better suited for the trade than **Gurney Cylinder Locks**.

We have published a Catalogue and also Supplements to it. These will give you full particulars about the locks, and our numerous designs in artistic trimmings. **Send for them.**

**THE GURNEY, TILDEN CO., LIMITED**

BRANCHES:

WINNIPEG—Tilden, Gurney & Co., Limited  
VANCOUVER—The Gurney, Tilden Co., Limited

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AGENCY:

Montreal, P. Q.,—Charles Nicoll,  
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*The Standard Ideal Sanitary Co. Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs, Lavatories, Sinks, Shop Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure \_\_\_\_\_

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

**Now ready** for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

**Head Office and Factory:**

*Port Hope, Ont.*

**Sales Office:**

*50 Colborne St., Toronto.*



J.M.T.

RETURNED  
JAN 15 1906  
Cylinder Oil Pump.

You

Will be requiring **ENGINEERS' SUPPLIES** for the coming season—Valves, Stop Cocks, Injectors, Steam Gauges, Lubricators, Oil Cups, Water Gauge Mountings, Steam Whistles, etc.

J.M.T. Injector—The machine that always gives satisfaction—simple and efficient.

Pipe and Fittings.

J.M.T. Valves, made in all the standard patterns.

Gauge or Try Cock—We make various patterns

## HIGH-GRADE PLUMBING GOODS and Supplies



The **JAMES MORRISON BRASS MFG. CO.**  
TORONTO Limited

The "Astoria"—A high-grade closet combination with latest sanitary improvements.



# PLUMBING AND STEAMFITTING

## THE GAS PRODUCER FOR HEATING PROCESSES.

The early discussions, in England and Europe, of producer gas or "poor" gas, as it was called, awakened but little interest in this country. Our coal supply was generous, and the price of fuel comparatively low; moreover, just at that time the great possibilities of natural gas were discovered, and aroused so much enthusiastic interest that little thought was given to any other form of fuel. Gas producers were looked upon by American manufacturers as unnecessary and of questionable economy. More than that, the producers themselves were designed in such small sizes that the American, using only large units in his processes, failed to recognize the possibilities of the new gas.

Nature was so prodigal of her gifts in this country, that men saw at first no need of economy in their use. In time, however, it became apparent that the supply of natural gas was not unlimited, but that, at the rate it was being used, the end would eventually be reached.

The advantages of a gas fuel had by this time been learned; its cleanliness, its controllability, its power, and its economy. Manufacturers not in the natural gas region had begun to ask if any form of gaseous fuel could be found, which would enable them to meet the competition of cheap natural gas; and when it was seen that the failing natural gas supply might compel a return to coal and wood as the only means of producing heat, the attitude of America toward the gas producer was entirely changed.

Finding here a subject worthy of their attention, American engineers thoroughly investigated English and European methods, and then began experimenting to see if they could devise a producer that would meet the needs of the American manufacturer. Instead of devoting their energies to improving the details of small producers, as was being done on the continent, they turned their attention to devising producers of increased capacity, and with an automatic feed device which would allow the producer to be run both continuously and uniformly. These efforts resulted in the development of producers of larger capacities than had been thought possible. Other improvements have been added, until at least one American gas producer has reached such a high state of efficiency that not only are American manufacturers becoming aroused to its merits, but numerous European firms are ordering it in preference to the cheaper producers made at home.

### Prejudice Against Gas Machines.

In many localities a prejudice exists against the gas producer, due to the failure of some particular make, designed and put upon the market by a boiler maker or machinist lacking the necessary engineering knowledge and experience. It is a mistake, however, to re-

fuse to investigate this subject because of the blunders of some. The designing of a gas producer, and the adaptation of producer gas to various heating operations, are problems which so far have only been successfully accomplished by engineering companies having wide experience in many forms of heating operations. The manufacture and installation of gas producers is a business which, like the steam turbine or other great innovations, requires much special knowledge, and during its infancy must necessarily be limited to those having special facilities for obtaining the necessary experience.

The best type of American gas producer may be briefly described as follows:

An upright cylindrical steel shell, 10 to 14 feet in diameter, and of about the



Gas Producer for Heating Purposes.

same height, slightly tapering at the base, lined with firebrick. In this is kept a bed of ashes at the bottom, two or three feet deep, and above a layer of partially burned coal of about the same depth. A forced draft of air and steam of the proper proportion is admitted into the bottom of the producer through a large spreader or hood and passes up through the ashes and incandescent coal or carbon, with which it unites to form producer gas, which is led out through a large firebrick-lined nozzle near the top of the producer to the flue leading to the furnace, where the gas is to be burned. There is no grate to this producer; the ashes being held in a large basin of water, which forms an effectual seal, preventing the generated gases from escaping. A steam blower creates an artificial draft for burning the coal, and at the same time sends in enough steam to enrich the gas, keep down the tem-

perature of the fire, and soften the clinkers. The quantity of gas made is accurately controlled by the amount of steam turned on the blower.

On top of the producer is located a water-sealed automatic feed, for spreading the coal evenly and regularly over the entire burning area. Upon the continuous and accurate operation of this feed a large measure of the success of the producer depends.

It is obvious that if the fuel bed can always be kept in the same condition as regards temperature, depth and density, the gas produced will be constantly uniform. The paramount factors in maintaining uniform conditions in the fuel bed are first, the constant and even feeding in and spreading of the coal; second, the constant and even agitation of the fuel and ash bed; third, the constant and even removal of the ashes; and fourth, the even blowing of the entire fuel bed.

The quality of the gas, the perfection of the producer, and the economy of its operation depend almost entirely upon the degree of efficiency attained in these four operations.

### Much Experimenting Done.

With this end in view three at least of our leading manufacturers are spending considerable money in extensive experimenting. One of them is now offering a producer that, it is claimed, will perform all of these vital operations automatically and hence with a degree of perfection quite beyond anything heretofore obtained. In the ordinary old type of producer, the coal is hand fed and hand spread (if spread at all). The fuel and ash beds are hand poked every few hours (depending upon the faithfulness of the operator), the ashes are removed every 24 to 36 hours, and the blower hood is so designed as to make an even distribution of air throughout the producer impossible.

With our best producers, however, even though they are but partially automatic, great economies in numerous industries have been effected—the fuel bill often being cut down one-half and the capacity increased one-third.

How are such economies possible?

In the first place, in direct firing with solid fuel, combustion is always imperfect, often over fifty per cent. of the energy of the coal passing up the chimney in the form of incompletely burned gas and heat to create the necessary draft. Accompanying this is the indrawing of a large excess of cold air through the grates, "to make the fire burn." Then there is a waste of coal through the grates with the ashes; the loss by radiation is very large, and finally, in applying the heat, it is usually impossible to distribute it to the exact places where required.

In the second place, the labor necessary for handling the coal at the various furnaces is a costly item.

In the third place, a direct coal fire is difficult to control; at times more heat



will be produced than can be utilized, while at other times the heat will fall far short of the required amount.

Finally, whenever a plant is shut down, whether every night, only for an hour, or for a day or two, there is always a great waste in banking the fires and firing up again.

Contrast this with the conditions when a modern gas producer is used.

#### Advantages Enumerated.

In the first place, in a properly arranged gas furnace there is perfect combustion, so that small allowance need be made for loss of fuel value. This is a noteworthy fact, and calls for emphasis. All the coal put into a good gas producer is wholly converted into gas and ashes, so that all available heat in the coal is utilized, except a small radiation loss. Moreover, the air used for combustion is not cold, but is already raised to a high temperature by means of regenerators, which thus conserve nearly all of the otherwise wasted heat of the furnaces. In the case of melting furnaces, this feature alone means a saving of 50 per cent. There is, then, no loss of coal through the grates, and the heat lost by radiation from the producer and flues is a very small item. Moreover, the heat from the burning gas may be applied at the very point where needed.

In the second place, the coal is all received and handled at one point, thus greatly reducing the labor bill.

In the third place, a producer-gas fire is always under perfect control, allowing accurate regulation of the heat to meet the changing requirements of the furnace.

Finally, if the plant is shut down over night, or even over Sunday, there is practically no loss. It takes but a few minutes to get up the required amount of heat, even when the producer has been idle for two or three days.

But what are some of the figures gained by actual working experience?

In rolling mills with direct firing, about 300 pounds of coal per gross ton of finished product are required in the heating furnaces; with producer gas, only 122 to 150 pounds are needed.

In melting glass under the old method, one pound of coal was required for each pound of glass; with producer gas, the same results are obtained with one-half pound of coal per pound of glass.

#### Saving of Fuel.

Formerly, in steel works one ton of coal was consumed in melting one ton of iron, and 1,500 pounds of coal per ton of iron are still required with direct coal firing. With producer gas, but 600 to 800 pounds of coal per ton of iron are needed.

But fuel economy is not the only advantage to be derived from producer gas. Its use often greatly increases the output of a given plant, and provides facilities for accomplishing results that would be impossible with solid fuel.

A producer has recently been installed for lime burning, resulting in an increased capacity of 30 per cent. and a decrease in the cost of fuel of 38 per cent.

The comparison of producer gas with other forms of fuel is easily made.

In the manufacture of illuminating gas a large amount of waste is unavoidable, and it is necessary to make a certain proportion of by-product, or oil must be used for enrichment. This practically puts illuminating gas entirely out of consideration.

In the limited regions where natural gas is very cheap—say, 5½ to 6½ cents per 1,000 feet—coal must be low in price—75c to \$1 per ton—in order that producer gas may successfully compete with natural gas. But since slack coal can be used advantageously in the best producers, it is not an impossible proposition even in the natural gas regions.

If oil and producer gas could be fired with equal economy, then oil at one cent a gallon would be as cheap a fuel as producer gas made from coal at \$1 per ton; at \$2 per ton for coal, the value of oil would be 1.7 cents per gallon. But oil, as a rule, cannot be fired with more than one-half the economy of producer gas; hence, producer gas made from coal at \$2 per ton would be as economical as oil at one cent per gallon. The present price of fuel oil in the neighborhood of New York city is from 3 cents to 5 cents per gallon.

From these figures the manufacturer can easily decide which fuel would be most economical for him in his locality.

#### Capable of Varied Uses.

The following is but a partial list of the many lines of business to which producer gas is being adapted with marked economy, and usually with largely increased capacities: Heating iron and steel in rolling mills and steel works of all descriptions; smelting and refining zinc, lead, copper, and all metalliferous ores; manufacturing lime, sewer pipe, pottery, brick, etc.; in chemical works, for heating the retorts, stills, roasting floors, boiling kettles, and evaporating pans; in enameling and japanning ovens, paint works, etc.; for heating and welding in locomotive works, boiler works, pipe mills, variety iron works, and railroad repair shops; in brass and copper mills, plate mills, malleable iron works; in spring works; in ore roasting and the manufacture of phosphates, soda ash, carbons, etc.; in sugar refineries, ship-building establishments, the manufacture of carriages, and the making of glass.

From a position of relative unimportance, the gas producer is thus being brought to a high state of efficiency, and shows itself to be of such value in so many lines of manufacture that it would be hard to find a subject of wider or more practical interest.

#### ELECTRICAL SUPPLIES IN AFRICA

Africa, both north and south, is an important customer for electrical supplies of every description, and although the British firms have been capturing the majority of contracts, United States manufacturers intend to go after a larger share of the trade by the prosecution of an energetic campaign and by having competent and forcible men in the field. American trade has been falling off in 1905, the last month reported being May, in which there was a decrease in the shipments of electrical machinery from the corresponding month in 1901 of \$2,800.

The great activity in the electrical trade is not by any means confined to South Africa, for in Egypt and other northern provinces large electrical problems are under consideration. As, for instance, the Soudan Government is considering the introduction of an extensive electric tramway system into Khartoum. Neither cables nor overhead wires will be used, the intention being to store the electric power in the cars. It

is expected that the system will be extended to Omdurman. Public and private installations of electric light on an extensive scale, electrical power, etc., are under consideration, and for years to come Egypt's trade will run up into the millions. As the British are in control in Egypt they look upon that field as part of their empire. American manufacturers consider, however, that as they have captured the mining machinery trade on the Rand they can do likewise in the electrical field.

#### ELLIS ADJUSTABLE "S" WRENCH.

Patterson, Gottfried & Hunter, 146-150 Centre street, New York, have recently put on the market the Ellis adjustable offset "S" wrench here illus-



FIG. 1.—Ellis Adjustable Offset S Wrench.

trated. Fig. 1 represents the wrench with jaws offset to the left. This is accomplished by means of a small round head spring pin which, pulled slightly toward the person, allows the jaws portion to be swung to right, centre or left, releasing the pressure on pin, causing it to catch in either of the three perpendicular square notches shown. Fig. 2 illustrates the same wrench with pipe jaw inserted, thus making the tool quickly interchangeable from a nut wrench to a pipe wrench, a valuable feature in a portable kit and for automobiling, etc. The importance of this wrench is its adaptability for working around corners, behind pipes, and in many otherwise difficult and in-



FIG. 2.—Wrench with Pipe Jaw Inserted.

accessible places. There are four sizes, and the jaw openings are operated by the milled edge barrel screw, the jaw capacity being the same standard as in regular wrenches, size for size. The 6 and 8 inch sizes are nickel plated. The 8, 12 and 18 inch sizes have a pistol finish. This style of wrench can be supplied in all sizes named, with either plain or pipe jaw, and in 6, 8 and 12 inch sizes with both plain and pipe jaws. All pipe jaws are pistol finished. Mention Hardware and Metal in any communications to this firm.

Why not make more of an effort on gymnasium goods and home exercisers? There are many of these devices that should sell in every town. If there is no gymnasium sell exercisers to individuals or boxing gloves to some of the young "sports" and striking bags to others.

\* \* \*

No man ever lost anything by honesty—honesty in the goods he sells and honesty in talking them.



## TRUE BILLS AGAINST PLUMBERS

The grand jury for the Assize Court now sitting in Toronto, and presided over by Chancellor Boyd, on Tuesday took up the hearing of the cases of plumbers committed for trial on various charges. There were a large number of members of the different branches of the trade present, and much speculation was indulged in as to what the results of the present trials would be. Judge Boyd, in his address to the grand jury, referred to the plumbers' case, and the charge of conspiracy was fully explained. There are three groups—the supply men, plumbers and employes. Justice Clute has made a careful investigation, and laid down the law in one case. If it was found that there had been a combine to stifle competition and raise prices, a true bill should be found. Where plumbing was necessary to keep you warm in Winter or from being parched in Summer, these men are charged with raising the prices and making you pay.

### Two Bonus Cases Decided.

First on the programme were the charges of fraud laid against master plumbers who received bonuses on contracts which were awarded to others. In each case the jury returned true bills and the accused, therefore, go on to the court for trial.

One case was against William J. McGuire, George F. McGuire, George Clapperton, Joseph Wright, Henry Hogarth, Alexander Purdy, Watson Mashinter, and David Menzies. The charge of conspiracy against them includes, besides an alleged attempt to restrain trade and manufacture of plumbers' supplies, a conspiracy to defraud the Toronto Bedding Company of the sum of \$400.

The other true bill is against George F. McGuire, William J. McGuire, Alexander Purdy, James B. Fitzsimons, Kenneth J. Allison, Watson Mashinter, Henry B. Hogarth, Charles Robertson, Francis R. Maxwell, Herbert Johnson, George Wallis, James Fiddes, George Clapperton, and Joseph Wright. Besides the general charge of conspiracy, there is an additional charge of conspiracy to defraud Messrs. Warwick Bros. & Rutter of the sum of \$1,200.

### The Reeves Case.

On Wednesday the grand jury returned true bills against W. J. Storey, William Bush, F. J. Lawlor, Charles Corner, Charles H. Beavis, K. J. Allison, Lewis Legrow and W. J. Mason, charged with conspiracy to injure John B. Reeves and hindering his workmen and employes, and enticing the workmen from his service. They are also charged with restraining trade, by conspiring with Fred Armstrong, P. J. Hayes, and R. W. Harrison.

### Other True Bills Found.

Another true bill charges W. J. Stevenson, A. Malcolm, George Clapperton, Joseph Wright, Alexander Purdy, H. Mahoney and R. Mahoney with conspiring and defrauding the Homewood Sanitarium of Guelph of \$800 on work done.

True bills were also brought in against 22 plumbers on the charge of conspiracy, upon which they were sent for trial by Magistrate Denison, the

cases against the 120 being taken up by the grand jury in batches of about half a dozen at a time.

None of the cases are to come up for trial before the grand jury has a chance to hear all the plumbers' cases before the court. It is probable that all those committed will have true bills found against them, and the real trials of the different cases will be taken up on Monday.

### Reeves an Absconder.

An incident that will have an important bearing on the cases to come before Judge Boyd is the absconding of J. B. Reeves, the man who made the original charges which brought down the house of cards around the heads of journeymen, master plumbers, and supply men. The history of Reeves' connection with the plumbing business in Toronto has been disastrous to all with whom he has come in contact, but his final exit from the scene of his activities should be a benefit to the trade in general, not only because of trade reasons but because of the effect it will have on the cases now before the court. He having become an absconder, the question naturally arises as to whether the evidence given by him in helping to convict plumbers can be relied upon.

### Supply Men Hit Hard.

Reeves was originally a member of the plumbers' union, acting as treasurer of that body. A couple of years ago he told a story of burglars making off with all the union money in his possession, but he settled with the union by giving notes for the deficit, some of which he has paid. He soon branched out as a master plumber, and remained a member of the Master Plumbers' Association until last Summer, and after drawing out he commenced paying union men 50 cents per hour, while at the same time cutting prices away down in order to get jobs in competition with other master plumbers. This had its natural result. No business man can continue to pay his bills if he does not do business at a profit. The finale shows him to have left the city owing the Ontario Lead & Wire Company \$931, and other supply houses smaller amounts. The Ontario Lead & Wire Company protected themselves by issuing a writ against him, this being followed by Reeves' assignment to E. R. C. Clarkson.

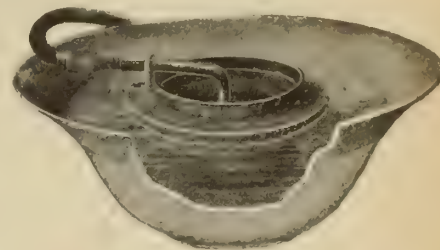
### Other Jobbers Losers.

Reeves also conducted a bazaar, and the Nerlich Company are understood to be losers to the extent of over \$1,200, and Robertson Brothers, candy manufacturers, also have a large account unpaid. The stocks of both plumbing shop and bazaar are said to have been allowed to become depleted, Mr. Reeves evidently realizing everything he could before making his departure.

How those people who propose to make Reeves the recipient of a public testimonial fund on account of his great public services will feel at his departure is uncertain. The Toronto Telegram has made itself rather ridiculous by an editorial exalting Reeves to the skies, but the plumbing trade generally will have no regrets at his departure from this district.

## A PORTABLE WATER HEATER.

A very simple portable water heater has recently been invented which is intended particularly for warming the water in a bathtub or basin. The heater is arranged in the form of a float which floats on the water and can thus be moved around to different parts of the tub as desired. Our illustration shows the device heating a basinful of water. It consists of a copper shell or bowl fitted into a wooden ring. The latter affords sufficient buoyancy to float the device. A gas burner is supported on the float and consists of a pipe bent to project into the copper shell. The open end of this pipe terminates near the bottom



A Portable Water Heater.

of the bowl. At its outer end the pipe is formed with a number of perforations which permit an inflow of air to increase the temperature of the flame. The quantity of air admitted is governed by a sleeve on the pipe, which may be moved to cover any desired number of holes. A flexible tube connects the burner with a gas fixture. The flame of the burner is directed against the bottom of the copper bowl, heating the thin shell to a high degree of temperature. To confine the heat within the bowl, several rings of coiled wire are placed within, as indicated in the engraving. These coils effect a great saving of heat, so that the water surrounding the heater is raised to a high temperature at an economical consumption of gas. The value of this device will be particularly felt in Summer time when the cooking is done ordinarily on a small gas stove instead of a coal range, and it is consequently difficult to obtain a supply of hot water. With this novel heater a basinful of hot water may be obtained in a few moments and at short notice enough can be heated for the bath. A patent on this improved heater has just been procured by Mr. Charles M. Daly, of 538 West 29th street, New York city.

## SUBSTITUTE FOR PIPE WRENCH.

A handy man wanted to remove the hot water front from his stove but as he had no pipe wrench was in a quandary. He had a 12-inch monkey wrench, a cold



Substitute for a Pipe Wrench.

chisel and a flat file, however, and the sketch shows how the job was done. It took considerable power to move the pipes but the combination of tools did the work.



## PLUMBING MARKETS

### QUEBEC.

Office of Hardware and Metal,  
232 McGill Street,

January 12, 1906.

Everything just now is very steady in the plumbing markets, and indications are that the many large jobs in prospect will create a large demand for 1906, which will compare very favorably with that of last year, if not surpass it.

Prices are the same as last reported, but there is an impression among the supply houses that iron pipe will very soon be advanced again. In the meantime prices before quoted remain exceptionally firm.

**Range Boilers**—Orders are fairly large and are coming in as well as can be expected for the season. We are quoting: Iron clad, 30 gallon, \$6.00, and 40 gallon, \$7.50 net; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Conditions of the market indicate a long continued period of strength and the advance recently made is being steadily maintained. We give the following discounts: 20 per cent. f.o.b. Montreal, Toronto St. John, N.B., and Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—A satisfactory output is reported by local supply houses and quotations are unchanged. We give the following prices: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—There is a strong feeling that higher prices will be reached within the very near future. In the meantime the market remains strong at the following prices: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—Business is not exceptionally brisk just now, as must naturally be expected, this being the off-season for these goods. Under

the circumstances, however, trade is very satisfactory. Discounts are: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—We are still quoting the following prices: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder), 18c.

### ONTARIO.

Office of Hardware and Metal,  
10 Front Street East,

Toronto January 12, 1906

Advances on brass goods and closets are the feature of this week's report. In brass, compression and fuller work, valves and bath cocks have all been marked up as predicted in these columns in recent reports.

Likewise, our prediction of an increase on enamelware has come true, all lines of closet combinations having been advanced 50 cents. Importers of American enamel goods have also followed the recent advance in that market, and are now asking 10 per cent. more for these lines. The great strength of the iron market is responsible for the move upward of enamel goods, and Canadian manufacturers are said to be intending to make another advance. The Standard Ideal Sanitary Co. have booked a large order for 20 carloads of enamelware for shipment to the west this Spring, and their factory output is sold ahead for several months.

Iron pipe is being sold by some firms at prices less than we quote, but there is considerable talk of another advance, and uniformity will probably result.

**Lead Pipe Market** is strong, but there is no talk of a further advance. Quotations continue: Lead, 7c.; lead waste pipe, 8c.; discount, 20 per cent.

**Soil Pipe and Fittings**—Normal business is reported. Prices are firm. We quote as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Some firms are talking of another advance on account of high prices of iron. There has been some shading of prices, however, and an advance is likely to make quotations more even. We are quoting as follows: Black, 1-4 inch, \$2.09; 3-8, \$2.09; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch,

\$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

**Iron Pipe Fittings**—Demand continues satisfactory, with prices unchanged. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—A good seasonable trade is being done. Prices continue firm, the cost of raw material being on the increase. We quote as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—The recent advances have not stopped buying at all and a good trade is being done at steady prices. We now quote: Bar solder, half-and-half, guaranteed, 23c., and wiping at 20c.

**Enameled Ware**—American enamelware has advanced 10 per cent. and all Canadian closet combinations have been marked up 50c. Further advances of the Canadian product are talked of. We are quoting as follows: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

Tenders are being called for by E. Allan, Arthur, for the heating of the Arthur high school by steam up to January 22, the same to be placed during the Summer of 1906.

\* \* \*

F. R. Lalor, M.P., has laid before the people a plan for municipal gas ownership. The franchise of the Dominion Gas Company ends this year, and the meeting was most enthusiastic in favor of the scheme. Mr. Lalor holds an option from a gas company to supply Dunnville with gas at ten cents per thousand, which he will turn over to the town.



## Ramsay's Paints for 1906



Let us talk to you about it. Many men make good money in Paints—Do you?

**RAMSAY'S PAINTS** demonstrate to you how they do it.

It's easy to build on Ramsay's Paints. The price is right. The Paint is right.

Don't push this aside. Think it up now. Would you like to see one of our salesmen?

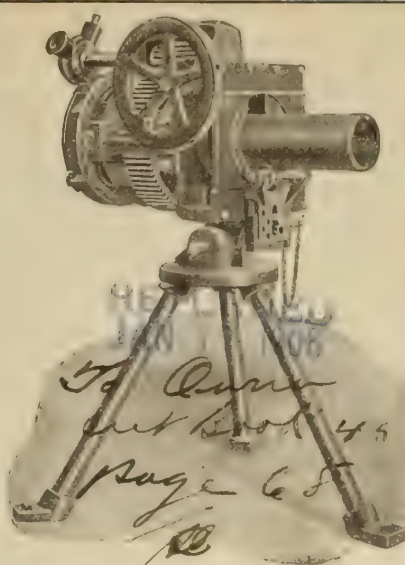
You want Ramsay's Paints for 1906.

### A. RAMSAY & SON COMPANY

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1" — 4"  
"Solid-Adjustable"  
**Die Machine**

Ask for  
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The "BORDEN" Machines are constructed entirely of Malleable Iron and Steel.

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CANADIAN DEALER IN

**"THE BORDEN"**

Pipe Threading Machinery and "Solid-Adjustable" Dies  
16 Sheppard St., TORONTO, CAN.

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TRIED and TESTED  
**PLUMBERS'**  
**BRASS GOODS**

and your worries will  
cease

Used by leading Plumbers  
**Everywhere**

### UNITED BRASS MF'G CO.

CLEVELAND, OHIO, U.S.A.

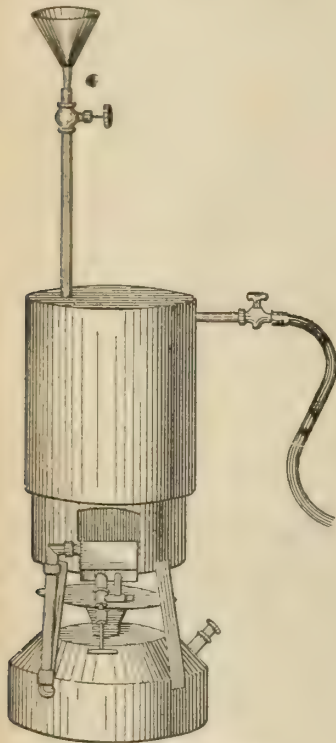
## USE UNITED





## THAWING PUMPS.

In cold climates it is quite often necessary to thaw out the pump before the household custom of "filling the tea kettle" and starting breakfast preparations can be inaugurated, and sometimes the ordinary household expedients in overcoming the difficulty fail to prove successful and the services of the plumber are called into requisition. In such instances, John W. Lane, Craftsbury, Vt., has used a device with satisfactory results. As shown in the accompanying illustration, it consists of an ordinary gas fire pot with a galvanized iron can of larger or smaller size, according to the necessity of the case. The top of this can is provided with two outlets, both made from small pieces of galvanized iron pipe securely soldered into place. The one which stands vertically from the top of the can has a small



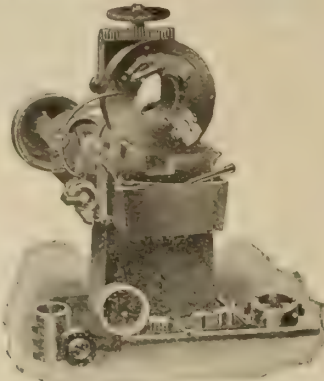
For Thawing Pumps.

globe valve on it just above a T arranged to receive a small safety valve. Above the globe valve a small funnel is soldered.

From the side of the boiler another small pipe is connected into another small valve, or petcock, arranged to receive a rubber hose. When this boiler is heated and a sufficient steam pressure is generated the hose is inserted into the pump, and from its flexible character, with the pressure behind, it readily finds its way to the ice, and a very few minutes is all that is necessary in the majority of instances to remove the ice, even though it be as much as 60 feet distant from the little boiler. The facts that every shop has its gasoline soldering furnace and can easily make a little boiler and that the apparatus when needed can be easily carried to the place where its services are needed render this method of thawing widely available.

Time spent in talking cheap goods is time wasted—you'll never have another chance with the same customer.

## MERRELL COMBINED HAND AND POWER MACHINES



No. 5½ cuts and threads pipe 1 to 4 inches inclusive. No. 6½ cuts and threads pipe 1 to 6 inches, inclusive. Both have our Standard adjustable quick-opening and closing die heads and our improved cutting-off knife. The chasers are five in number. The vise is self-centering and is actuated by a rack and pinion to feed the pipe to the chasers. These machines are better and more rapid both in threading and cutting off, than any other combination machine on the market. They have a greater range of work and make quicker changes from size to size of pipe.

Our Catalogue is interesting

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Sole Agents for Canada Limited  
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## NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

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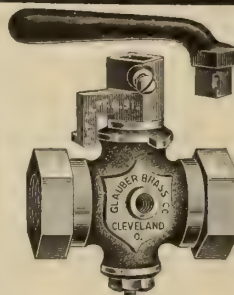
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At the Same Price

Isn't it Best to use the Kind that are

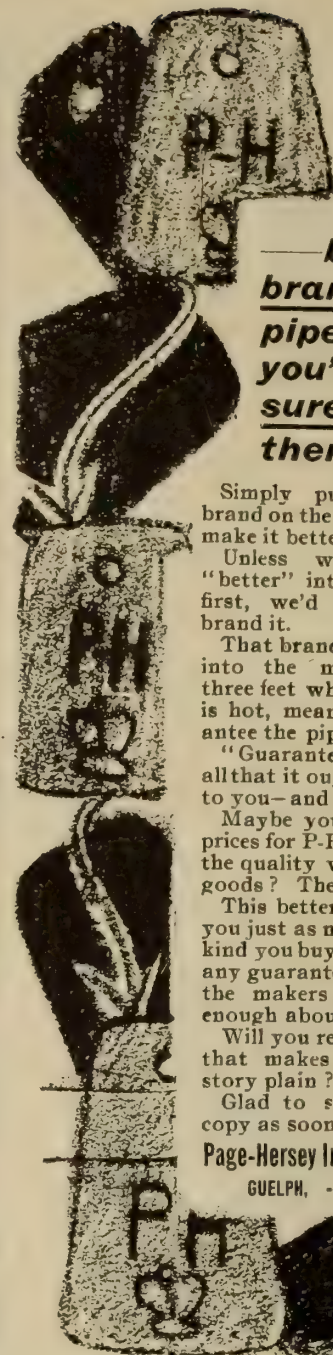
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pipe ;  
you're  
sure  
then**—

Simply putting the brand on the pipe doesn't make it better pipe—

Unless we put the "better" into the pipe first, we'd not DARE brand it.

That brand, put right into the metal every three feet while the pipe is hot, means we guarantee the pipe's quality.

"Guarantee" means all that it ought to mean to you—and that's a lot.

Maybe you think our prices for P-H pipe show the quality we put in the goods? They don't—

This better pipe costs you just as much as the kind you buy WITHOUT any guarantee—and that the makers aren't sure enough about to brand.

Will you read the book that makes the whole story plain?

Glad to send you a copy as soon as you ask.

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THIS  
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**GENUINE ARMSTRONG**



**STOCKS and DIES**

**THE ARMSTRONG MFG. CO.**  
BRIDGEPORT, CONN.



We make Electric Fixtures, Sockets, and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

## Brass and Copper Pipe

Our Stock comprises

BRASS:  $\frac{1}{8}$ -in. to 3-in. in Iron Pipe sizes

COPPER:  $\frac{1}{8}$ -in. to 2-in. " " "

All orders shipped promptly.

Correspondence solicited

**WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.**

**PENBERTHY** **PENBERTHY** **PENBERTHY** **PENBERTHY** **PENBERTHY** **PENBERTHY** **PENBERTHY** **PENBERTHY** **PENBERTHY** **PENBERTHY**

Stock a line of Brass Goods that need no talking, that please your customer. It means both pleasure and profit to you.

Penberthy Brasses are known the world over—

**SELL THEM and MAKE MONEY**

Customer—I want a Genuine Penberthy Injector.  
Clerk—We handle nothing but the Penberthy, sir.  
Customer—Well, your buyer is on to his job all right.

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**IMPROVED**

# Daisy Hot Water Boilers



Simplest in  
Construction.

Economical,  
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Sales exceed  
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Every Boiler  
Guaranteed.

We also carry large stocks of  
Iron Pipe, Cast and Malleable  
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Send us your rush orders  
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## THE NATURO CLOSET AND SEAT



### The New Year has started on its career

Is your balance on the right side of the ledger?

If so, is it as large as you would like?

If not—why not?

Have you utilized every chance you have had to  
make money?

Our customers, those handling the **NATURO**  
Closet, are all satisfied?

Their business and bank accounts have increased  
wonderfully, and it has been our pleasure to assist  
them.

Let us help you; write for our proposition.

*Made with high or low tank—finished with  
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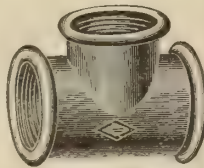
## The NATURO Company

C. H. MUCKENHIRN  
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Salem, N.J.



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# DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The **Oshawa Steam and Gas Fittings Co.**  
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Stocked by all Leading Wholesale Houses.

— **SPECIALTIES** —

Hot Air Furnaces. Sash Weights and Washers.

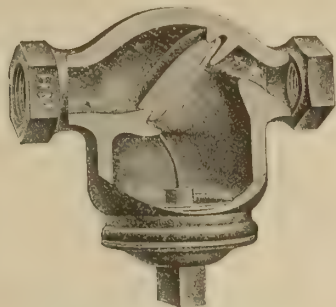
Fine Grey Iron Castings.

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**MUELLER WATER STRAINER**

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Solid matter carried in the water often causes as much wear and tear to the faucets as they get from their daily use.

A Mueller Water Strainer will strain such matter from the water before it reaches the faucets. Faucets thus protected will be, in many instances, good for twice as long service as they would otherwise.

The Mueller Water Strainer is made of cast iron, has a brass gauge screen and brass plug and is made for all sizes of pipe up to 3 inch.

Each Strainer is carefully inspected and assembled, is given a 200-pound hydraulic pressure test as near like actual service use as possible, bears the Mueller trade mark and is *unconditionally guaranteed*.

**H. MUELLER MFG. CO.**

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

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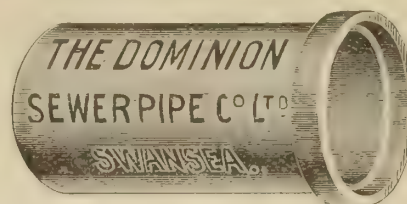
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Swansea

**The Dominion Sewer Pipe Co., Limited**

Swansea, Toronto, Ont.

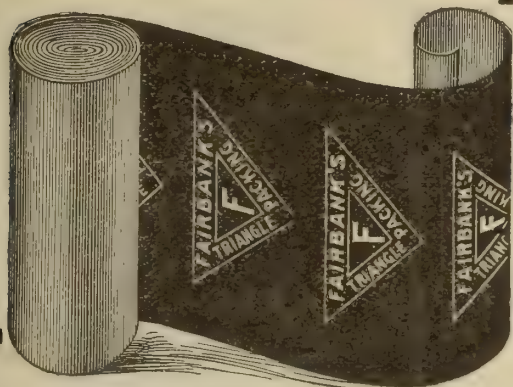
We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior

**VITRIFIED SALT GLAZED  
SEWER PIPES**

in sizes from 4 inches to 24 inches. Price lists and discounts on application

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Works : Swansea, Toronto, Ont.

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The best for Steam, Air, Water, Gas and Ammonia. Tear off the corner of this ad. and mail it to us and we will send you a free sample of the best sheet packing you ever used.

**Do It Now.****THE CANADIAN FAIRBANKS CO., LIMITED**

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Cut this out and mail to us.  
To The Canadian Fairbanks Co., Limited, Montreal  
Please send me (free) a sample of your Fairbank's Triangle Red Sheet Packing.  
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**A PERMANENT  
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## Arrow Brand Asphalt Ready Roofing

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

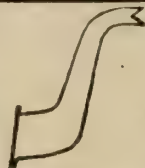
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Room 215 Coristine Building, - **MONTREAL.**  
Sole agents being appointed in each district. Write to-day.

**MACHINE MADE**

## TEA KETTLE SPOUTS

In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes. Write for samples and quotation and state quantity required. **AGENTS WANTED.**

**ERNEST STEVENS, STOUR WORKS,**  
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## "RED DEVIL" 7-in-1 GLAZIER'S TOOL.

Do not accept other makes as substitutes for RED DEVIL tools. Insist upon having them.



See your dealer or jobber about Red Devil Tools, or write us for Glaziers' section of the Green Book of Hardware Specialties.

**SMITH & HEMENWAY CO., Dept. 5, 296 Broadway, New York**

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# SPRINGS?

*We make them any shape*

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**The most light for the least money**

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**LONG LIFE**

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Write for prices and quantity discounts.

**CANADIAN GENERAL ELECTRIC CO., LIMITED**

HEAD OFFICE: TORONTO, ONT.

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## HAVE YOU ORDERED YET?

We want every Hardwareman in the country to carry a stock of

## METALLIC ASH-SIFTERS

We know they can be sold, for we are working on "rush orders" now. We will guarantee that you can sell ten Metallic Ash-Sifters easier than one wooden sifter.

*We have a Circular which tells all.*

**C. M. CUTTS & CO., Sole Makers, Toronto Junction, Ont.**

## Sort Up Your Stove and Heating Stock.

TRY OUR UNEQUALLED

## STANDARD OAK

FOR A HEATER.

## SOVEREIGN

AS A COOKING RANGE.

Finest Fuel Saving Furnaces in Canada. Save your coal and wood. Building stoves is a science we have mastered. All our lines are money makers.

Send direct or ask your nearest jobber.

**OTTAWA FURNACE AND FOUNDRY CO.**

Limited

OTTAWA, ONTARIO

## A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**

HESPELER - - - ONTARIO



**KERR'S GENUINE WEBER**

## GATE VALVES

have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

**The KERR ENGINE CO.,**

Manufacturers

Limited

WALKERVILLE, ONT., CANADA



# SHEET BRASS <sup>AND</sup> COLD ROLLED COPPER

*We are now fully equipped and can fill all orders for these metals.  
Send us specifications of your requirements. Write for our Discount Sheet.*

## CANADA BRASS ROLLING MILLS, LIMITED

Mills: NEW TORONTO, CAN.

Head Office: 98 King St. W., TORONTO

### ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American  
Manufacturers. Correspondence invited from  
firms wishing to be represented.

### BRONZE POWDER AND LIQUID

used by every steam-fitter. Ask your supply houses  
for our goods for best results. Or, if they have not  
got them, write direct to

#### R. E. THORNE

768 Craig Street  
MONTREAL

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### OIL AND COLOURMAN'S JOURNAL

for news of the British Oil, Paint, Soap, Varnish  
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Subscription for Canada, \$2.00 per year from date,  
post free. Sample for 10 cents.

#### SCOTT, GREENWOOD & CO.

19 LUDGATE HILL LONDON, ENG

UNITED KINGDOM

### HERBERT RODGERS & CO.

Saracen House, Snow Hill, London, Eng.

Direct representatives of manufacturers of hard-  
ware and allied goods, well established, with sound  
connection throughout the United Kingdom. Will  
firms desiring representatives kindly communi-  
cate? Cables, "Rogemini," London.



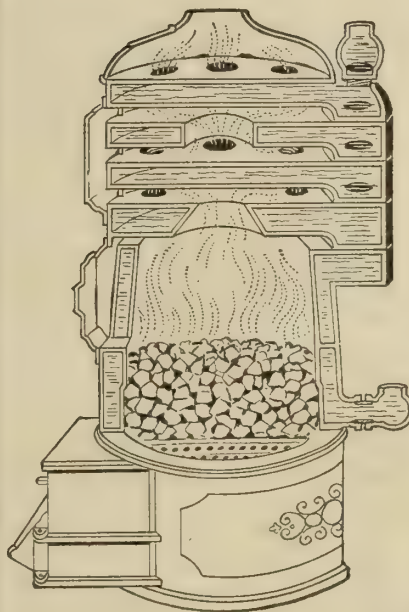
Mantels,  
Grates,  
Tile, etc.

A Nice Mantel  
is a fine piece  
of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

## OXFORD HOT WATER HEATING SYSTEMS PAY WELL



When you push the Oxford lines  
you have our reputation behind you.  
Dealers make money and friends by  
recommending and installing the Ox-  
ford System. Every system installed  
gives absolute satisfaction and you get  
the credit for it.

The superiority of the Oxford  
Boiler is apparent to every practical  
man at a glance. The upper walls of  
the fire-pot are inclined inward over  
the fire so that the heat strikes against  
them instead of passing directly up, as  
is the case with straight walls. This  
is the greatest practical improvement  
made in boiler construction in years.

By increasing the area of these  
surfaces, the heating power of the  
boiler is greatly increased.

We have repeated the principle in  
the first water section nearest the fire,  
adding further to the efficiency of this  
boiler as a heating apparatus.

We have done away with the use  
of rubber or composition gaskets and  
washers in making connections. We  
use our Oxford Steel Push Nipples in  
making all connections, thereby as-  
suring a permanent iron-to-iron joint.

### Oxford Hot Water and Steam Radiators

used with Oxford Boilers give absolute satisfaction, assure economy and talk  
strong for more business for you.

Send for the Gurney Oxford Book of Steam and Hot Water Heating  
Apparatus.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate  
Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges,  
and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds  
of Cooking and Heating Apparatus, Plumbers' Supplies.

### The Gurney Foundry Co., Limited

TORONTO WINNIPEG VANCOUVER

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.



# Five Fast-Selling Lines

"BLACK DIAMOND"

READY ROOFING  
SHEATHING



WRAPPING PAPER  
BUILDING PAPER

TARRED FELTS

If you are not selling them, your Hardware-Neighbor is. "Cyclone" and "Joliette" Brands of Sheathing are especial favorites. Have you them in stock?

Let us send you full particulars concerning our goods.

## ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

82 MCGILL STREET

## CURRENT MARKET QUOTATIONS.

Jan. 12, 1906.  
These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### TIN.

Lamb and Flag and Strains.  
56 and 28-lb. ingots, 100 lb. \$39.00 \$40.00

#### TIN PLATES.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley— Per box.  
I.C. 14 x 20 base ..... \$6.50  
I.X. 14 x 20 ..... 8.00  
I.X.X. 14 x 20 base ..... 9.50  
Famous, equal to Bradley—  
I.C. 14 x 20 base ..... 6.50  
I.X. 14 x 20 ..... 8.00  
I.X.X. 14 x 20 base ..... 9.50  
Raven and Vulture Grades—  
I.C. 14 x 20 base ..... 4.25  
I.X. ..... 5.00  
I.X.X. ..... 5.75  
I.X.X.X. ..... 6.50  
"Dominion Crown Best"—Double  
Coated, Tissue. Per box.  
I.C. 14 x 20 base ..... 5.50  
I.X. 14 x 20 ..... 6.50  
I.X.X. 14 x 20 ..... 7.50  
Allway's Best—Standard Quality.  
I.C. 14 x 20 base ..... 4.75  
I.X. 14 x 20 ..... 5.75  
I.X.X. 14 x 20 ..... 6.75  
Bright Cokes.

Bessemer Steel  
I.C. 14 x 20 base ..... 3.75  
I.C. special sizes, base ..... 4.00  
20x28 ..... 8.00  
Charcoal Plates—Terne  
Deson or J.G. Grade  
I.C. 20x28, 112 sheets ..... 7.10  
I.X. Terne Tin ..... 8.50  
Charcoal Tin Roller Plates.  
Cookley Grade—  
X.X. 14x56, 50 sheet bxs. }  
" 14x50 " }  
" 14x55 " }  
Tinned Sheets.  
2x30 up to 24 gauge ..... 7.50  
" 26 " ..... 7.50

#### IRON AND STEEL.

Common bar, per 100 lb. Montreal Toronto.  
Forged iron ..... 2.01 2.00  
Riveted " ..... 2.28 2.43  
Horseshoe iron ..... 2.40 2.40  
Hoop steel 1 1/2 to 3 in. base ..... 2.75  
Sleigh shoe steel ..... 2.17 2.20  
Tie steel ..... 2.27 2.30  
Best sheet steel ..... 0.12  
B. K. Morton & Co.—  
" Alpha high speed ..... 0.65  
" annealed ..... 0.70  
" M. Self-hardening ..... 0.50  
" J quality best warranted ..... 0.13  
" " warranted ..... 0.14  
" " ..... 0.60  
Jones & Colver's tool steel ..... 0.19 0.20  
" " " ..... 0.65  
" " annealed ..... 0.65  
Chas. Leonard ..... 0.05 0.06  
Crucible Steel Co.  
" Rex high speed steel ..... 0.65 0.75  
" Self-hardening ..... 0.45 0.50  
Crucible Special ..... 0.16  
" Silver steel ..... 0.12  
" Black Diamond ..... 0.68 0.09  
Thos. Jewett & Sons B.P.L.  
tool steel annealed ..... 1.01  
Self-hardening ..... 45  
Rapid self-hardening ..... 75

Sanderson's Crucible steel..... 0 08 0 09  
Superior " ..... 0 12 0 13

#### BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine..... 0 40  
Metallic ..... 0 30  
Hercules ..... 0 20  
Star ..... 0 15  
No. 1 ..... 0 12  
No. 2 ..... 0 10  
No. 3 ..... 0 07  
No. 4 ..... 0 06

#### Canada Smelting Co., Limited.

Hard Genuine Babbit ..... 0 40  
Standard Anti-Friction Babbit..... 0 30  
" Special Babbit ..... 0 25  
Car Box Babbit ..... 0 20  
Extra ..... 0 15  
No. 1 ..... 0 12  
No. 2 ..... 0 07  
No. 3 ..... 0 05 1/2  
Standard Phosphor Tin ..... 0 40  
On large orders special discounts given.

#### BLACK SHEETS.

Montreal Toronto  
14 gauge ..... 2 55 2 55  
16 gauge ..... 2 40 2 30  
18 " ..... 2 35 2 35  
20 to 24 gauge ..... 2 30 2 50  
26 " ..... 2 33 2 70  
28 " ..... 2 40 2 90

#### COPPER WIRE.

Discount, 50 per cent.

#### CANADA PLATES.

Ordinary, 2 sheets ..... 2 60  
All bright ..... 3 85  
Galvanized Canada Plates, 52 sheets ..... 4 10  
Ordinary Dom. Crown.  
18x24x52 ..... 4 25 4 35  
" 60 " ..... 4 50 4 60  
20x28x80 ..... 8 50 8 70  
" 94 " ..... 9 00 9 20

#### GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Crown.  
16 to 20 gauge 3 35  
22 to 24 gauge 3 50 3 75  
26 " 3 85 4 00  
28 " 4 10 4 25  
Apollo.  
10 1/2 oz. (American gauge) ..... 4 15  
28 gal. 20 " ..... 4 00  
" 24 " ..... 3 85  
" 24 " ..... 3 75  
Comet Bell. Queen's Head.  
16 to 20 gauge 3 25  
22 to 24 gauge 3 50 3 75  
26 " 3 75 4 00  
28 " 4 00 4 25  
Less than case lots 10 to 15c. extra.

#### CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00  
" 5-16 " ..... 5 60  
" 7-16 " ..... 4 45  
" 9-16 " ..... 3 85  
" 1 1/4 " ..... 3 70  
" 1 1/2 " ..... 3 55  
" 1 3/4 " ..... 3 45  
" 2 " ..... 3 35  
" 2 1/2 " ..... 3 25  
Halter, kennel and post chains, 40 to 40 and 5 per cent. 40 p.c.  
Cow ties ..... 65 p.c.  
Tie out chains ..... 35 p.c.  
Stall fixtures ..... 35 p.c.

Trace chain ..... 45 p.c.  
Jack chain, iron, single and double, discount 35 p.c. (count 40 p.c.)  
Jack chain, brass, single and double, dis-

#### COPPER.

Ingot. Per 100 lb. 20 50  
Casting, car lots ..... 20 50  
Bars.  
Cut lengths, round, 1/2 to 1 in. .... 26 00  
" round and square, 1 to 2 inches. .... 25 00 26 00  
Sheet.  
Plain, 16 oz., 14x48 and 14x60 ..... 25 00  
Tinned, 14 oz. .... 26 00  
Tinned copper sheet ..... 27 00  
Planished ..... 34 00  
Braziers' (in sheets).  
4x6 ft., 25 to 30 lb. each, per lb. .... 0 25  
" 35 to 45 " ..... 0 24  
" 50-lb. and above " ..... 0 23

#### BOILER AND T.K. PITTS.

Plain tinned ..... 35 per cent. off list.  
Spun ..... 35 per cent. off list.

#### BRASS.

Rod and Sheet, 14 to 30 gauge, 10 per cent.  
Sheets, hard-rolled, 2x4 ..... 0 23  
Tubing, base, per lb. .... 0 23 1/2

#### ZINC SPELTER.

Foreign, per 100 lb. 7 25 7 50  
Domestic " 7 00 7 25

#### ZINC SHEET.

5-cwt. casks ..... 8 00 8 00  
Part casks ..... 8 25 8 25

#### LEAD.

Imported Pig, per 100 lb. .... 4 65  
Bar, ..... 4 80  
Sheets, 2 1/2 lb. sq. ft., by roll ..... 0 05 1/2  
Sheets, 3 to 6 lb. .... 0 05 1/2  
Note.—Cut sheets 1c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. lis. f.o.b. Toronto.  
Note.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

#### ANTIMONY.

Cookson's ..... per lb. 0 14 1/2 15 00

#### SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Net list. Prices are f. o. b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

#### PLUMBING GOODS

BATH TUBS.  
Zinc, discount 20 per cent. off revised list.  
Copper, discount 20 per cent. off revised list.

BATHS.  
Standard Ideal Enameled.  
Plate E I, Fittings extra 1st quality Special  
4 and 4 1/2 ft. 3 in. rolled rim. \$19 15 17 15  
5 feet " 20 15 18 15  
5 1/2 " 21 65 19 65  
6 " 24 40 22 40  
Plate E II  
5 feet 2 1/2 in. " 18 65 16 65  
5 1/2 " 2 1/2 in. " 20 15 18 15

LAVATORIES.  
1st quality. Special.  
Plate E 100 to E 103 ..... 30 p.c. 30 & 10 p.c.  
" E 104 to E 132 ..... 30 & 5 p.c. 40 p.c.  
Sinks 18 x 30 in flat rim, A quality... 2 55  
" B ..... 2 40

IRON PIPE. Per 100 feet.  
Black pipe—  
1 inch ..... 2 75  
1 1/2 " ..... 2 69  
2 " ..... 2 69  
2 1/2 " ..... 2 43  
3 " ..... 3 05  
3 1/2 " ..... 3 05

Black pipe—  
1 inch ..... 4 37  
1 1/2 " ..... 5 96  
2 " ..... 7 15  
2 1/2 " ..... 9 54

Galvanized pipe—  
1 inch ..... 2 91  
1 1/2 " ..... 2 91  
2 " ..... 3 27  
2 1/2 " ..... 4 20  
3 " ..... 6 12  
3 1/2 " ..... 8 22  
4 " ..... 9 86  
4 1/2 " ..... 13 1 1/2

Lead Pipe discount 20 per cent.  
Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

#### PLUMBERS' BRASS GOODS.

Standard Compression work, dia. 5 1/2 p.c.  
Cushion work, discount 50 and 10 p.c.  
Fuller work, discount 60 p.c. on large sizes and 65 on small sizes.

12 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent. Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 57 1/2 per cent.

Kerr's special standard globes angles and checks, discount 57 1/2 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47 1/2 per cent.

Weber's (Kerr) patent straightway gate valves, I.B.E.M., discount 60 and 10 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 per cent.

No. 1 compression bath cock, net 1 75  
No. 4 " " " 1 90  
No. 7 Fuller's " " " 2 35  
No. 4 1/2 " " " 2 10

Patent Compression Cushion, basin cock, hot and cold, per doz., \$15.

Patent Compression Cushion, bath cock, No. 2208 ..... 2 25

Square head brass cocks, discount 65 per cent.

Thompson Smoke-test Machine \$25.00

#### RANGE BOILERS

Copper, 30 gallon ..... 22 00  
" 35 " ..... 24 00  
" 40 " ..... 28 00  
Discount off copper boilers 15 per cent.

#### GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	5.00	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21.00	24.00
100	29.00	34.00
120	34.00	40.00
144		55.00



# CLAUSS BRAND HOUSEHOLD SHEARS

## FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.

ASK FOR DISCOUNTS

## The Clauss Shear Co., - Toronto, Ont.



**SOIL PIPE AND FITTINGS.**  
Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

**SINKS.**  
Cast iron, 16 x 24 ..... 0 85  
" 18 x 30 ..... 1 00  
" 18 x 36 ..... 1 40

**SOLDERING IRONS.**  
1, 1½-lb. .... per lb. .... 0 37  
2-lb. or over ..... 0 34

**SOLDER.** Per lb.  
Montreal Toronto  
Bar, half-and-half, guaranteed 0 22 0 23  
Wiping ..... 0 18 0 20

### PAINTS AND OILS.

**COLORS IN OIL.**  
1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French ..... 0 06  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

**GROUND WHITE LEAD.** Per 100 lbs.  
Pure ..... 6 00  
No. 1 ..... 5 60  
No. 2 ..... 5 55  
No. 3 ..... 4 62½  
No. 4 ..... 4 55  
Munro's Select Flake White ..... 5 65  
Elephant and Decorators Pure Tiger brand, pure ..... 5 75  
Decorators' Special for exterior use ..... 5 00  
Monarch ..... 5 75  
Decorators' Pure ..... 5 50  
Essex Genuine ..... 5 00  
Sterling Pure ..... 5 75  
Island City Pure ..... 5 75  
Ramsey's Pure Lead ..... 5 50  
Ramsey's Exterior ..... 5 25  
" Crown and Anchor, " pure ..... 5 50

**RED LEAD.**  
Genuine, 560 lb. casks, per cwt ..... \$5 60  
Genuine, 100 lb. kegs, " ..... 5 25  
No. 1, 560 lb. casks, per cwt ..... 4 75  
No. 1, 100 lb. kegs, per cwt ..... 5 00

**DRY WHITE ZINC.**  
Extra Red Seal ..... 0 17 0 08  
French V. M. .... 0 06 0 07  
Lehigh ..... 0 05 0 06

**GROUND WHITE ZINC.**  
Pure ..... 0 08 0 09  
No. 1 ..... 0 64 0 07½  
No. 2 ..... 0 54 0 06½

**DRY WHITE LEAD.**  
Pure, casks ..... 5 25  
Pure, kegs ..... 5 50  
No. 1, casks ..... 4 75  
No. 1, kegs ..... 5 00

**PREPARED PAINTS.**  
In ½, 1 and 1-gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60  
The Sherwin-Williams paints  
" " ½ gal. .... 1 40  
" " 1 gal. .... 1 35  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure  
Sanderson & Co.'s pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 30  
Francis-Frost Co.'s "A" B' ..... 1 25  
" British Navy deck ..... 1 50  
Henderson & Pott's "Anchor" ..... 1 35  
Ramsey's paints, Pure, per gal. .... 1 20  
" Thistle, " ..... 1 00  
" Outside, bbls ..... 0 55  
Island City House Paint ..... 1 25  
" Floor ..... 1 25

Sterling House Paint ..... 1 25  
" Floor " ..... 1 25  
National " ..... 1 05  
Jamieson's "Crown Anchor" ..... 1 20

**Canadian English**  
**PARIS GREEN.** Per lb.  
Petroleum, barrels ..... 0 15½ 0 15½  
Arsenic, kegs ..... 0 15½ 0 16  
50 and 10½ lb. drums ..... 0 16 0 16½  
25 lb. drums ..... 0 16½ 0 17  
1 lb. paper boxes ..... 0 17 0 17½  
½ lb. tins ..... 0 18 0 18½  
¼ lb. paper boxes ..... 19 0 19½  
½ lb. tins ..... 0 20½ 0 20½  
Terms 2 per cent. off 30 days or 90 days.

**PUTTY.**  
Bulk in bbls. .... 1 50  
Bulk in less quantity ..... 1 80  
Bladders in bbls. .... 1  
Bladders in kegs, boxes or loose ..... 1 90  
25-lb. tins ..... 1 80  
12½ lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

**VARNISHES.**  
In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
" rubbing ..... 2 85 3 20  
Gold size, japan ..... 1 50 1 60  
No. 1 brown japan ..... 1 50 1 60  
Elastic oak ..... 1 10 1 25  
Furniture, extra ..... 0 90 1 00  
" No. 1 ..... 1 35 1 50  
Hard oil finish ..... 1 60 1 70  
Light oil finish ..... 1 75 2 00  
Damar ..... 2 40 2 50  
Shellac, white ..... 2 30 2 40  
" orange ..... 1 10 1 20  
Turpentine, brown japan ..... 1 10 1 20  
" black japan ..... 0 85 0 90  
" No. 1 ..... 0 85 0 90  
Elastilite varnish, 1 gal. can, each ..... 2 75  
Granitine floor finish, per gal ..... 2 00  
Maple Leaf coach enamels; size 1, \$1.20  
size 2, 70c.; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted  
case, from to 1 gal., \$2.50.  
Canada Paint Co.'s sun varnish ..... 2 00  
Capaline, per gal. can ..... 2 00

**GLUE.**  
Common ..... 0 08 0 08½  
French medal ..... 0 10 0 14  
White, extra ..... 0 18 0 22  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Ground ..... 0 12 0 16

### HARDWARE.

**AMMUNITION.**  
Cartridges.  
B. B. Caps Dominion, 50 and 5 and 25 per cent.  
American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American  
10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent., American \$1.75  
Wads, per lb.  
Best thick brown or grey felt wads, in ½-lb. bags ..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29  
Best thick white card wads, in boxes of 500 each, 10 gauge ..... 0 35

1-in card wads, in boxes of 1,000 each, 12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge ..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 " ..... 0 90  
5 and 6 " ..... 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 65  
5 and 6 " ..... 1 90

**ADZES.**  
Discount 22½ per cent.  
**ANVILS.**  
Wright's, 80-lb. and over ..... 0 10½  
Hay Budden, 80-lb. and over ..... 0 09½  
Brook's, 80-lb. and over ..... 0 11½

**APPLE PARERS.**  
Woodyatt Hudson, per doz., net ..... 4 50  
**AUGERS.**  
Gilmour's, discount 60 per cent. off list.

**AXES.**  
Chopping Axes  
Single bit, per doz. .... 7 00 10 00  
Double bit, " ..... 10 00 18 00  
Bench Axes, 40 per cent.  
Broad Axes, 25 per cent.  
Hunters' Axes ..... 5 50 6 00  
Boys' Axes ..... 6 25 7 00  
Splitting Axes ..... 7 00 12 00  
Handled Axes ..... 5 75  
Red Ridge, boys' handled, " hunters ..... 5 25  
Underhill American Bench Axes, 40 p.c.

**AXLE GREASE.**  
Ordinary, per gross ..... 6 00 7 00  
Best quality ..... 10 00 12 00

**BELLS.**  
Hand.  
Braas, 60 per cent.  
Nickel, 55 per cent.  
Cow.  
American make, discount 63½ per cent.  
Canadian, discount 45 and 50 per cent.  
Door.  
Gongs, Sargent's ..... 5 50 8 00  
Peterboro', discount 50 and 10 per cent. off new list.  
Farm.  
American, each ..... 1 35 3 00  
House.  
American, per lb. .... 0 35 0 40

**BELTING.**  
Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per cent.  
Agricultural, not wider than 4 in., 75 per cent.

**BITS.**  
Auger.  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.  
Car.  
Gilmour's, 47½ per cent.  
Expansive.  
Gimlet.  
Clark's, per doz. .... 0 65 0 90  
Diamond, Shell, per doz. .... 1 00 1 50  
Nail and Spike, per gross. .... 2 25 5 20

**BLIND AND BED STAPLES.**  
All sizes, per lb. .... 0 07½ 0 12  
**BOLTS AND NUTS**  
Carriage Bolts, common (\$1 list) Per cent.  
" " ½ and smaller ..... 60 and 10  
" " 7-16 and up ..... 55 and 5  
" " full sq. (\$2.40 list) 60  
" " Norway Iron (\$3 list) ..... 80  
Machine Bolts, all sizes, ½ and less ..... 55

Machine Bolts, 7-16 and up ..... 55 and  
Plough Bolts ..... 55 and  
Blank Bolts ..... 55 and  
Bolt Ends ..... 55 and 5  
Sleigh Shoe Bolts ..... 70  
Coach Screws, cone point ..... 70 and 5  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4½c. per lb. off.  
Stove Rods per lb., 5½ to 6c.

**ROOT CALKS.**  
Small and medium, ball ..... per M 4 25  
Small heel ..... 4 50

**BRIGHT WIRE GOODS**  
Discount 62½ per cent.

**BUTCHERS CLEAVERS.**  
German ..... per doz. 6 00 9 00  
American ..... 12 00 18 00

**BUILDING PAPER, ETC**  
Tarred Felt, per 100 lb. .... 2 00  
Ready roofing, 2-ply, not under 45 lb. per roll ..... 0 55  
Ready roofing, 3-ply, not under 65 lb. per roll ..... 1 20  
Carpet Felt ..... per ton 50 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Surprise ..... 0 42½  
Dry Sheathing ..... per roll, 400 sq. ft. 0 40  
Tar ..... 400 " 0 50  
Dry Fibre ..... 400 " 0 55  
Tarred Fibre ..... 400 " 0 65  
O. K. & I. X. L. .... 400 " 0 70  
Resin-sized ..... 400 " 0 45  
Oiled Sheathing ..... 600 " 1 00  
Oiled ..... 400 " 0 70  
Roof Coating, in barrels, ..... per gal. 0 17  
Roof small packages ..... 0 25  
Refined Tar ..... per barrel 5 00  
Coal Tar, less than barrels, ..... per gal. 0 15  
Roofing Pitch ..... per 100 lb. 0 80 0 90  
Slater's felt ..... per roll 0 60

**BULL RINGS.**  
Copper, \$1.30 for 2½-inch, and \$1.70

**BUTTS.**  
Wrought Brass, net revised list.  
Cast Iron.  
Loose Pin, discount 60 per cent.  
Wrought Steel.  
Fast Joint, discount 70 to 70 and 5 per cent.  
Loose Pin, discount 70 to 70 and 5 per cent.

**CARPET STRETCHERS.**  
American ..... per doz. 1 00 1 50  
Bullard's ..... 6 50

**CANSTORS.**  
Bed, new list, discount 55 to 57½ per cent.  
Plate, discount 52½ to 57½ per cent.

**CATTLE LEADERS.**  
Nos. 32 and 33 ..... per gross 50 8 50

**CHALK.**  
Carpenters' Colored, per gross 0 45 0 75  
White lump ..... per cwt. 0 60 0 65  
Red ..... 0 05 0 06  
Crayon ..... per gross 0 14 0 18

**CHISELS.**  
Socket, Framing and Firmer.  
Broad's, discount 70 per cent.  
Warnock's, discount 70 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent

**CLOTHES REELS.**  
Davis Clothes Reels, dis. 40 per cent



# A Profitable Investment

is made when you lay in a stock of Paterson's Building Papers and Wire Edged Ready Roofing. These goods have the Quality and Reputation that make them popular with your customers.

## The Paterson Mfg. Co., Limited Toronto and Montreal.

CONDUCTOR PIPE.			101 to 105..... 24 00			HOES.			Padlocks.		
Plain or Corrugated.			160 to 110..... 27 50			Garden, Mortar, etc., discount 60 per cent.			English and Am..... per doz. 0 50 6 00		
1-inch..... per 100 feet 3 00			For less than 100 feet of one size, pane			Planter..... per doz. 4 00 4 50			Eagle, discount 20 to 25 per cent.		
4 "..... " " 4 00			list less 33 1/2. Terms 90 days net 2 1/2 30 days.			HOLLOW WARE			MACHINE SCREWS.		
5 "..... " " 5 25			GAUGES.			Tinned cast, 35 per cent			Iron and Brass.		
6 "..... " " 6 75			Marking, Mortise, Etc.			Hooks.			Flat head, discount 25 per cent.		
8 "..... " " 9 00			Stanley's discount 50 to 55 per cent.			Cast Iron.			Round head, discount 20 per cent.		
COPPER AND NICKEL WARE.			Wire Gauges.			Bird cage..... per doz. 0 50 1 10			MALLET.		
Copper boilers, kettles, teapots, etc., 45 per			Winn's, Nos. 26 to 33..... each 1 65 2 40			Clothes line, No. 61..... " 0 00 0 70			Tinmiths'..... per doz. 1 25 1 50		
cent.			GILLETTE'S POWDERED LYE.			Harness..... " 0 60 12 00			Carpenters', hickory, " 1 25 3 75		
Copper pitta, 35 per cent			1-case, \$3.70; 3-case, \$3.60; 5-case and over			Hat and coat..... per gro. 1 10 10 00			Lignum Vitae..... " 3 85 5 00		
CRADLES, GRAIN.			\$3.50.			Chandelier..... per doz. 0 50 1 00			Caulking, each..... per doz. 0 60 2 00		
Canadian, discount 20 to 25 per cent.			HALTERS.			Wrought Iron.			MATTOKS.		
CROSSCUT SAW HANDLES.			Rope, 1/2-inch..... per gross..... 9 00			Wrought hooks and staples Canadian dis-			Canadian..... per doz. 5 50 6 00		
S. & D., No. 3..... per pair 0 15			Rope, 3/4-inch..... "..... 12 00			count 60 per cent.			MEAT CUTTERS.		
S. & D., " 5..... " 0 22 1/2			Rope, 1-inch..... "..... 14 00			Wire.			German, 15 per cent.		
S. & D., " 6..... " 0 15			Leather, 1-inch..... per doz. 4 00			Hat and coat, discount 62 1/2 per cent.			merican discount, 33 1/2 per cent.		
Boynton pattern..... " 0 20			Leather, 1 1/2 "..... " 5 20			Belt..... per 1,000..... 0 60			Gem..... each..... 1 15		
DOOR SPRINGS.			Web..... " 2 45			Screw, bright, discount 62 1/2 per cent.			MILK CAN TRIMMING.		
Torrey's Rod..... per doz. 1 75			HAMMERS.			HORSE NAILS.			Discount 25 per cent.		
Coil, 9 to 11 in..... 0 95 1 65			Nail			'C' brand, 40, 10 and 7 1/2 per cent. off list {			NAILS.		
English..... " 2 00 4 00			Maydole's, discount 5 to 10 per cent. Canadian			head			Cut.		
DRAW KNIVES.			discount 25 to 27 1/2 per cent.			"R.M. Co. brand, 55 per cent.			Wire.		
Coach and Wagon, discount 70 per cent. new			Tack.			"Monarch," 50 and 7 1/2 per cent.			2d..... \$ 30 3 05		
list.			Magnetic..... per doz. 1 10 1 20			"Peerless" 50 per cent. dis.			3d..... 2 95 2 70		
Carpenters' discount 70 per cent.			Sledge.			HORSESHOES.			4 and 5d..... 2 70 2 45		
DRILLS.			Canadian..... per lb. 0 07 0 08 1/2			F.O.B. Montreal			6 and 7d..... 2 60 2 35		
Hand and Breast.			Ball Peen.			M.R.M. Co. brand, base..... 3 65			8 and 8d..... 2 45 2 20		
Miller's Falls, per doz., net list.			English and Canadian, per lb. 0 22 0 25			Add 15c. Toronto, Hamilton, Guelph.			10 and 12d..... 2 40 2 15		
DRILL BITS.			HANDLES.			JAPANESE WARE.			16 and 20d..... 2 35 2 10		
Morse, discount 37 1/2 to 40 per cent.			Axe, 2nd growth, per doz. net 3 00 4 00			Discount 50 per cent.			30, 40, 50 and 60d (base)..... 2 30 2 05		
Standard, discount 50 and 5 to 55 per cent.			Store door..... per doz. 1 00 1 50			PICKS.			F.o.b. Montreal. Toronto 10c. higher.		
FAUCETS.			Fork.			Star..... per doz. 3 00 \$ 25			Steel cut nails 10c. extra.		
Common, cork-lined, discount 35 per cent.			C. & B., discount 40 per cent., revised list.			Lock, Canadian dis. 40 to 40 and 10 per cent.			Miscellaneous wire nails, discount 75 per cent		
EAVETROUGHS.			Hoe.			Cabinet trunk and padlock			Coopers' nails, discount 30 per cent.		
10-inch..... per 100 ft. 1 00			C. & B., discount 40 per cent., revised list.			American..... per gross..... 0 60			NAIL PULLERS.		
ELBOWS (stovepipe).			Saw.			American..... per gross 3 15 3 75			German and American..... 85 2 50		
5 and 6-inch, common..... per doz. 1 32			Plane.			Hammer and Hatchet.			No. 1..... 85		
7-inch..... " 1 48			American..... per gross 3 15 3 75			Canadian, discount 40 per cent.			No 1573..... 75		
Polished, 15c. per dozen extra.			HANGER.			KNOBS.			NAIL SETS.		
ENAMELLED WARE.			Steel barn door..... 8 00 10 00			Door, japanned and N.F., per			Square, round and octagon,		
White, Princess, Turquoise, Blue and White			Stearns, 4-inch..... 4 50			doz..... 1 50 2 50			per gross..... 3 38		
discount 50 per cent.			Zenith..... 9 00			Bronze, Berlin..... per doz. 2 75 3 25			Diamond..... 1 00		
Diamond, Famous, Premier, discount 50 and			Lane's covered—			Bronze, Genuine..... " 6 00 9 00			POULTRY NETTING.		
10 per cent.			No. 11, 5-foot run..... 8 40			Shutter, porcelain, F. & L.			2-in. Mesh, 19 w.g., dis. 60 per cent.		
Granite or Pearl, Imperial, Crescent, discount			No. 11 1/2, 10-foot run..... 10 80			screw..... per gross 1 30 2 00			2-in. Mesh 16 w.g. 60 per cent.		
50, 10 and 10 per cent.			No. 12, 10-foot run..... 12 60			White door knobs..... per doz. 2 00			Smaller than 2 in. dis. 55 per cent.		
Premier steel ware, 40 per cent.			No. 14, 15-foot run..... 21 00			Net prices.			OAKUM.		
"Star" decorated steel and decorated white,			Steel, covered..... 4 00 11 00			Discount, 60 per cent.			U. S. Navy..... per 100 lb. 6 75		
25 per cent.			" track, 1 x 3-16 in (100 ft)..... 3 75			LAMP WICKS.			Plumbers..... " 3 00		
ESCUTCHEONS.			" 1 1/2 x 3-16 in (100 ft)..... 4 75			McClary's Model galvanized			OILERS.		
Discount 50 and 10 per cent., new list			HARVEST TOOLS.			oil can, with pump, 5 gallon,			per dozen..... 10 00		
ESCUTCHEON PINS.			Discount 60 per cent.			Cold Blast..... per doz. 4 50			Davidson oilers, discount 40 per cent.		
Iron, discount 40 per cent.			S. & D. lawn rakes, Dunn's, 40 off.			No. 3, "Wright's"..... 8 50			Zinc and tin, discount 50, 50 and 10 per cent		
FACTORY MILK CANS.			" sidewalk and stable scrapers, 40 off.			Ordinary, with O burner..... " 4 00			Copper..... per doz. 1 25 3 50		
Discount off revised list, 40 per cent.			" Maple Leaf and Premiums saw sets,			Dashboard, cold blast..... " 9 00			Brass..... 1 50 3 50		
FILES AND RASPS.			" 40 off.			Japanning, 50c. per doz. extra.			Malleable, discount 25 per cent		
Great Western..... 70 and 10 per cent.			HATCHETS.			LAWN MOWERS FOR 1906.			GALVANIZED PAIS.		
Arcade..... " 10 " "			Canadian, discount 40 to 42 1/2 per cent.			Woodyatt 12 to 20-in. cut..... \$ 75 to \$ 50 0			Dufferin pattern pails, discount 45 per cent		
Kearney & Foot..... " 10 " "			Shingle, Red Ridge 1, per doz. 4 40			Star, 12 to 16-in cut..... " 2 35 to 3 05			Flaring pattern, discount 45 per cent.		
Diston..... " 10 " "			2, "..... 4 85			Daisy, all sizes..... " 2 50			Galvanized washtubs, discount 45 per cent		
American..... " 10 " "			Barrel, Underhill..... 5 00			Woodyatt ball bearing, 12 to 20-in 5 60 to 7 45			PIECED WARE.		
J. Barton Smith..... " 10 " "			HAT ENAMEL.			Philadelphia, King Edward and grass boxes,			Discount 40 per cent off list, June, 1899.		
McClellan..... " 10 " "			Henderson & Potts' "Anchor Brand"			50 per cent. off 1905 list.			10-qt. flaring sap buckets, discount 40 per cent		
Eagle..... " 10 " "			HINGES.			Horse Lawn Mowers, "Special.			6, 10 and 14-qt. flaring pails dis. 40 per cent.		
Nicholson, 60 and 10 to 60, 10 and 5			Blind, Parker's, discount 60 per cent.			Discount, 40 per cent., with freight conces-			Creamer cans, discount 40 per cent.		
Royal..... 80			Heavy T and strap, 4-in., per lb. 0 06 1/2			sions in quantity shipments.			PICKS.		
Globe..... 70 to 75			" 5-in., "..... 0 06 1/2			LEMON SQUEEZERS.			Per dozen..... 6 00 9 00		
Black Diamond, 60 and 10 to 60, 10 and 5 per			" 6-in., "..... 0 06			Porcelain lined..... per doz. 2 20 5 60			PICTURE NAILS.		
cent.			" 8-in., "..... 0 05 1/2			Galvanized..... " 1 87 3 85			Porcelain head..... per gross 1 35 1 50		
Jowitt's, English list, 25 to 27 1/2 per cent.			Light T and strap, discount 65 and 5 per cent.			King, wood..... " 2 75 2 90			Brass head..... " 0 40 1 00		
Nicholson File Co.'s "Simplicity" file handle,			Screw hook and hinge—			King, glass..... " 4 00 4 50			TIN and gilt, discount 75 per cent.		
per gross 85c. to \$1.50.			6 to 10 in..... per 100 lb. 4 50			All glass..... " 0 50 90			FINE TAR.		
GLASS.			12 in up..... " 3 25			LOCKS.			1/2 pint in tins..... per gross 7 80		
Window. Box Price.			Spring, No. 20, per gro. pairs..... 10 80			Canadian, 0 to 50 and 10 per cent.			PLANES.		
Star Per Double			Spring, Woodyatt pattern, per gro. No. 5,			Russell & Erwin, steel rim..... per doz.			Wood bench, Canadian discount 40 per cent.		
4-in United			\$17.50; No. 10, \$18; No. 20, \$10.80; No.			Cabinet.			American discount 50 per cent.		
Inches			120, \$20; No. 51, \$10; No. 50, \$27.50.			Eagle, discount 30 per cent.			Wood, fancy Canadian or American 37 1/2		
100 ft.									40 per cent		
Under 26..... \$4 25											
26 to 40..... 4 65											
41 to 50..... 5 10											
51 to 60..... 5 35											
61 to 70..... 5 75											
71 to 80..... 6 25											
81 to 90..... 7 00											
91 to 100..... 7 50											
101 to 110..... 8 50											
111 to 120..... 9 00											
121 to 130..... 9 50											
131 to 140..... 10 50											
141 to 150..... 11 50											
151 to 160..... 12 50											
161 to 170..... 13 50											
171 to 180..... 14 50											
181 to 190..... 15 50											
191 to 200..... 16 50											
201 to 210..... 17 50											
211 to 220..... 18 50											
221 to 230..... 19 50											
231 to 240..... 20 50											



# IRON

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

# STEEL

<b>PLANE IRONS.</b>		<b>SAP SPOUTS.</b>		<b>SQUARES.</b>		<b>TWINES.</b>	
English .....	per doz. 2 00 5 00	Bronzed iron with hooks ....	per 1,000 7 50	Iron, No. 492 .....	per doz. 1 90 2 25	Bag, Russian .....	per lb. .... 0 27
<b>PLIERS AND NIPPERS.</b>		"Eureka" tinned steel, hooks "	8 00	" No. 493 .....	" 2 40 2 55	Wrapping, cotton, 3-ply .....	" 0 24
Button's genuine, per doz. pairs, discount		<b>SAWS.</b>		" No. 494 .....	" 3 25 3 40	" 4-ply .....	" 0 27
37½ to 40 per cent.		Hand, Disston's, discount 12½ per cent		Steel, discount 60 and 5 to 65 per cent.		Mattress .....	per lb 0 33 0 45
Button's imitation, per doz. ....	5 00 9 00	Grosscut, Disston's, ...per foot .035 0 55		Try and Bevel, discount 50 to 52½ per cent.		Staging .....	" 0 27 0 35
man .....	" 0 60 0 60	S. & D., discount 35 per cent. on Nos. 2 and 3.		<b>STAMPED WARE.</b>		<b>VISES.</b>	
<b>PRESSED SPIKES.</b>		Hack, complete, ...each 0 75 2 75		Plain, discount 75 and 12½ per cent. off re-		Wright's .....	0 13
discount 20 per cent.		" frame only, ...each 0 50 1 25		vised list.		Brook's .....	0 12
<b>PULLEYS.</b>		S. & D. solid tooth circular shingle, concave		Retinned, discount 75 per cent. off revised list		Pipe Vise, Hinge, No. 1 .....	3 50
Hothouse .....	per doz. 0 55 1 00	and band, discount 50 per cent.		<b>STAPLES.</b>		" No. 2 .....	5 50
Axle .....	" 0 22 0 33	" mill and ice, drag, discount 30 per cent		Galvanized .....	2 75	Saw Vise .....	4 50 9 00
Screw .....	" 0 22 1 00	" cross-cut, discount 35 per cent.		Plain .....	2 50	Blacksmiths' (discount) 60 per cent.	
Awning .....	" 0 35 2 50	" hand saws, butcher, disc't 40 per cent		Coopers', discount 45 per cent.		parallel (discount) 45 per cent.	
<b>PUMPS.</b>		" compass, pruning and back, discount		Poultry netting staples, discount 40 per cent.		<b>WIRE.</b>	
Canadian cistern ..	1 40 2 00 16	45 per cent.		<b>STOCKS AND DIES.</b>		Smooth Steel Wire.	
Canadian pitcher spout ..	1 80 3	" buck, New Century, ...\$6 25		American discount 25 per cent.		No. 0-9 gauge, ...	\$2 15
<b>PUNCHES.</b>		" No. 1 Maple Leaf, ...5 25		<b>STONE.</b>		10 " .....	60. extra.
Saddlers .....	per doz. 1 00 1 85	" " Happy Medium, ...4 25		Washita .....	per lb. 0 28 2 60	11 " .....	120. "
Conductors .....	" 3 00 15 00	" Watch Spring, ...4 25		Hindostan .....	" 0 06 0 07	12 " .....	200. "
Finners, solid, ...per set	0 72	common frame, ...4 00		Labrador slip .....	" 0 09 0 13	13 " .....	300. "
" hollow, ...per inch	1 00	<b>SASH WEIGHTS.</b>		" " Axe .....	" 0 15	14 " .....	400. "
<b>RAKES.</b>		Sectional, ...per 100 lb. 2 00 2 25		Furkey .....	" 0 50	15 " .....	550. "
Wood .....	per doz. net 1 20 up	Solid .....	1 50 1 75	Arkansas .....	" 1 50	16 " .....	700. "
<b>RAZORS.</b>		Per lb. ....	0 31	Water-of-Ayr .....	" 0 10	<b>WIRE.</b>	
Elliot's .....	per doz. 4 00 13 00	<b>SAW SETS.</b>		Scythe .....	per gross 3 50	5 and 6 inch, per 100 lengths	7 00
Geo. Butler & Co. s. ....	4 00 18 00	Lincoln and Whiting .....	4 75	Grind, 40 to 200 lb. per ton ..	25 00	7 inch .....	7 50
Boker's .....	7 50 11 00	Hand Sets, Perfect .....	4 00	" under 40 lb., ...	28 00	<b>TACKS, BRADS, ETC.</b>	
" King Cutter .....	13 50 18 50	X-Cut Sets, ...	7 50	" 200 lb. and over .....	31 00	Carpet tacks, blued .....	80 and 15
Wade & Butcher's .....	3 60 10 00	<b>SCALES.</b>		<b>STOVEPIPES.</b>		" " tinned .....	80 and 20
Wilkinson's .....	12 50	Gurney Standard, 40 per cent.		5 and 6 inch, per 100 lengths	7 00	" " (in kegs) .....	40
Carbo Magnetic .....	15 00	Gurney Champion, 50 per cent.		7 inch .....	7 50	Out tacks, blued, in dozens only	40
Griffon Barber's Favorite ..	10 75	Burrow, Stewart & Milne—		<b>TACKS, BRADS, ETC.</b>		" " weights .....	60
Griffon No. 65 .....	13 00	Imperial Standard, discount 40 per cent.		Carpet tacks, blued .....	80 and 15	Swedes cut tacks, blued and tinned—	
Griffon Safety Razors .....	13 50	Weigh Beams, discount 35 per cent.		" " tinned .....	80 and 20	In bulk .....	80 and 10
Griffon Strapping Machines ..	13 50	Champion Scales, discount 50 per cent.		Swedes cut tacks, blued and tinned—		In dozens .....	80 and 12
Ongstom's Swedish .....	8 50 10 50	Fairbanks standard, discount 35 per cent.		In bulk .....	85, 12½ and 12	Swedes, upholsterers', bulk ..	85, 12½ and 12
Henckel's .....	3 50 10 00	" Dominion, discount 55 per cent.		In dozens .....	75	bulk brush, blued and tinned	70
Claus, 50 and 10 per cent.	7 50 20 00	" Richelleu, discount 55 per cent.		Swedes, gimp, blued, tinned and	75 and 12½	apanned .....	75 and 12½
Claus Strops, 50 and 10 per cent.		Warren's new Standard, discount 40 per cent.		Leather carpet tacks .....	35	Zinc tacks .....	35
<b>REGISTERS.</b>		" Champion, discount 50 per cent.		Copper tacks .....	50	Leather carpet tacks .....	55
Discount 40 per cent.		" Weighbeams, discount 35 per cent.		Copper nails .....	52½	Copper nails, black .....	65 and 5
<b>RIVETS AND BUCKS.</b>		<b>SCREW DRIVERS.</b>		Clout nails, blued .....	65 and 10	Trunk nails, tinned .....	65 and 10
<b>New List.</b>		Sargent's .....	per doz. 0 65 1 00	Chair nails .....	35	Clout nails, blued .....	65 and 5
Iron Rivets, black and tinned, 60 and 10 and		<b>SCREEN DOORS.</b>		Patent brads .....	40	Chair nails .....	35
10 per cent.		Common doors, 2 or 3 panel, walnut		Fine finishing .....	40	Patent brads .....	40
Iron Burrs, discount 60 and 10 and 10 p.c.		stained, 4-in. style .....	per doz. 6 50	Lining tacks, in papers .....	10	Patent brads .....	40
Copper Rivets, with usual proportion burrs, 40		green stained, 4-in. style .....	per doz. 6 75	" " solid heads, in bulk ..	15	Patent brads .....	40
per cent.		Common doors, 2 or 3 panel, in natural		" " in bulk .....	15	Patent brads .....	40
Copper Burrs only, discount 30 per cent.		colors, oil finish .....	per doz. 8 75	Saddle nail, in papers .....	10	Patent brads .....	40
Extras on Tinned or Coppered Rivets, ½-lb.		3-in. style 20c. per dozen less.		" " in bulk .....	15	Patent brads .....	40
packages 1c. per lb.; ½-lb. packages 2c. lb.		<b>SCREWS.</b>		Double pointed tacks, papers ..	90 and 10	Patent brads .....	40
<b>RIVET SETS.</b>		Wood, F. H., bright and steel, discount 87½		Olinch and duck rivets .....	45	Patent brads .....	40
Canadian, discount 35 to 37½ per cent.		per cent.		<b>TAPE LINES.</b>		Patent brads .....	40
<b>ROPE, ETC.</b>		Wood, R. H., bright, dis. 82½ per cent.		English, ass skin .....	per doz. 2 75 5 00	Patent brads .....	40
Sisal .....	0 10½	" F. H., brass, dis. 80 per cent.		English, plain Leather .....	5 50 9 75	Patent brads .....	40
Pure Manila .....	0 15	" R. H., dis. 75 per cent.		Chesterman's .....	each 0 90 2 85	Patent brads .....	40
"British" Manila .....	0 11½	" F. H., bronze, dis. 75 per cent.		" steel .....	each 0 80 8 00	Patent brads .....	40
Cotton, 3-16 inch and larger .....	0 21 0 25	" R. H., dis. 70 per cent.		<b>TINNERS' SNIPS.</b>		Patent brads .....	40
" 5-32 inch .....	0 25 0 27	Drive Screws, dis. 87½ per cent.		Per doz. ....	3 00 15 00	Patent brads .....	40
" 1 inch .....	0 25 0 28	Bench, wood .....	per doz. 3 25 4 00	Claus, discount 35 per cent.		Patent brads .....	40
Russia Deep Sea .....	0 16	" iron .....	4 25 5 00	<b>THERMOMETERS.</b>		Patent brads .....	40
Jute .....	0 09	Set, case hardened, dis. 60 per cent.		Tin case and dairy, 75 to 75 and 10 per cent		Patent brads .....	40
Lath Yarn, single .....	0 10	Square Cap, dis. 50 and 5 per cent.		Game, Newhouse, discount 25 per cent.		Patent brads .....	40
" double .....	0 10½	Hexagon Cap, dis. 45 per cent.		Game, H. & N., F. S. & W., 45 and 5 per cent.		Patent brads .....	40
Sisal bed cord, 48 feet .....	per doz. 0 65	<b>SOYTHES.</b>		Game, steel, 60 and 5 per cent.		Patent brads .....	40
" 60 feet .....	" 0 80	Per doz. net .....	6 00 9 00	<b>TRAPS (steel.)</b>		Patent brads .....	40
" 72 feet .....	" 0 95	<b>SOYTHE SNATHS.</b>		Game, Newhouse, discount 25 per cent.		Patent brads .....	40
<b>RULES.</b>		Canadian, discount 40 per cent.		Game, H. & N., F. S. & W., 45 and 5 per cent.		Patent brads .....	40
Boxwood, discount 70 per cent.		<b>SHEARS.</b>		Game, steel, 60 and 5 per cent.		Patent brads .....	40
Ivory, discount 20 to 25 per cent.		Claus, nickel, discount 80 per cent.		<b>TROWELS.</b>		Patent brads .....	40
<b>SAD IRONS.</b>		Claus, Japan, discount 67½ per cent.		Liston's, discount 10 per cent.		Patent brads .....	40
Mrs. Potts, No. 55, polished, ...per set	0 75	Claus, tailors, discount 40 per cent.		German .....	per doz. 4 75 9 00	Patent brads .....	40
" No. 50, nickel-plated, " ..	0 80	Seymour's, discount 50 and 10 per cent.		S. & D., discount 35 per cent.		Patent brads .....	40
Common, plain .....	4 50	<b>SHOVELS AND SPADES.</b>		<b>WIRE FENCING.</b>		Patent brads .....	40
" plated .....	5 50	Canadian, discount 45 per cent.		Galvanized barb. ....	2 75	Patent brads .....	40
<b>SAND AND EMERY PAPER.</b>		<b>SNAPS.</b>		Galvanized plain twist .....	2 75	Patent brads .....	40
B. & A. sand, discount, 40 and 5 per cent		Claus, nickel, discount 80 per cent.		Galvanized barb, f.o.b. Cleveland, \$3.42 for		Patent brads .....	40
Emery, discount 40 per cent.		" F. H., bronze, dis. 75 per cent.		small lots and \$2.30 for carlots.		Patent brads .....	40
Garnet (Rurton's), 5 to 10 per cent. advance		" R. H., dis. 70 per cent.		<b>COILED SPRING WIRE.</b>		Patent brads .....	40
on list.		Drive Screws, dis. 87½ per cent.		High Carbon, No. 9 .....	\$2 60	Patent brads .....	40



## They All Roll Best—The Best All Roll on "Storm King Barn Door Track"

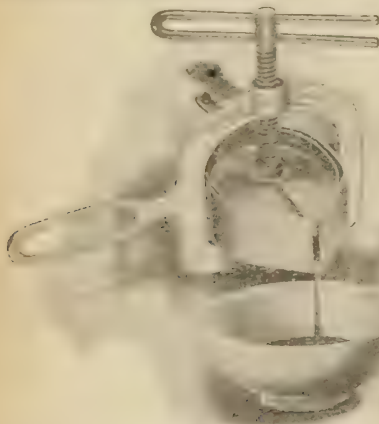


The superiority of **Storm King Track** is due to carefully selected material, good workmanship and perfection in every detail. **Storm King Rail** possesses all the salable qualities that go to make it what it is—the best Barn Door Rail made in Canada.

Every piece stamped "Genuine Storm King," with our name. Insist on securing this brand.

MADE BY  
**SAFETY DOOR HANGER CO.,**

*Ask Your Jobber*  
**Hamilton, Canada**



## Walker's Quick and Easy Meat and Fruit Juice Press

Made to clamp to the table or hold in the hand. They are made in three sizes and three styles of each size; capacity, one-half pound of meat at a press full.

As all the juice is out as soon as screwed down, several pounds can be pressed in short space of time. The real capacity is equal to others of larger and more expensive prices.

**ERIE SPECIALTY CO., ERIE, PA., U. S. A.**

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Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Hack Frames.**

Diamond Saw &amp; Stamping Works, Buffalo

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Diamond Saw &amp; Stamping Works, Buffalo

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Hyde, F., & Co., Montreal.**Shelf Brackets.**

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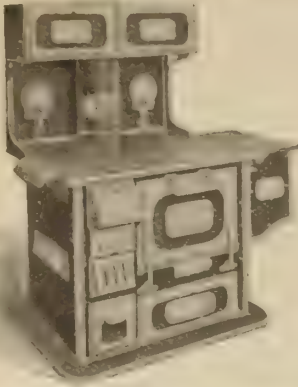
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Walter, E. F. & Co., Montreal.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.**Woodenware.**Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Wagoner Ladder Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.  
McArthur, Alex. & Co., Montreal.





## HAS THE RANGE PEDLAR

invaded your territory yet. If not they are now heading your way. You might as well try to "fight fire with fire," as to buck up against them with anything but a malleable range.

### THE JOY MALLEABLE AND STEEL RANGE

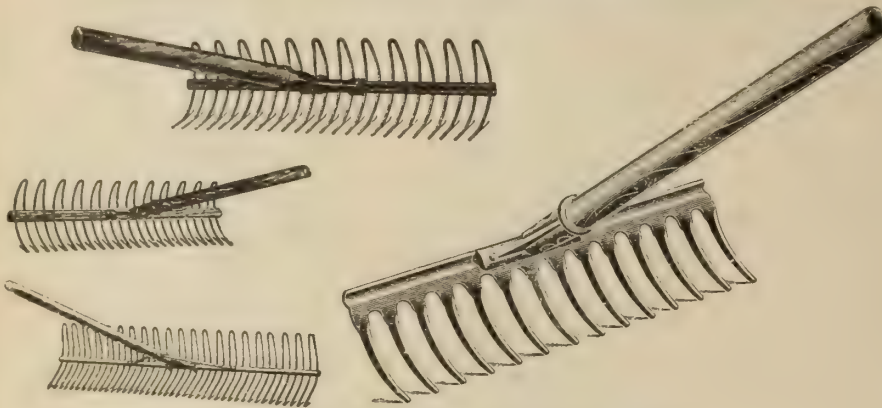
is the only one made in Canada that is sold through dealers only. Better prepare yourself by securing the agency.

ALL CORRESPONDENCE PROMPTLY ANSWERED.

## THE JOY MANUFACTURING CO.

32 William Ave., - - TORONTO

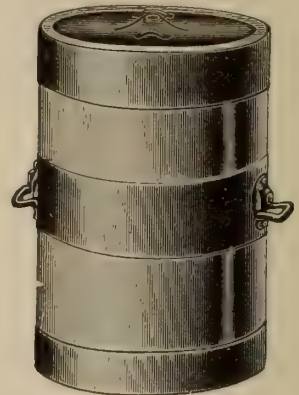
Our **LAWN RAKES** are the **Best on Earth**. Your stock is not complete without them. Also Garden and Weed Hoes, Corn Planters, etc.



We are the largest manufacturers of **Posthole Diggers** on earth. If interested please write for our Catalogue.

**F. E. KOHLER & CO., Canton, Ohio, U.S.A.**

## E. T. WRIGHT & CO. HAMILTON, ONT.



MILK CANS,  
MILK CAN TRIMMINGS,  
SAP BUCKETS,  
SAP SPOUTS,  
DAIRY PAILS,  
STRAINER PAILS, etc.

### METAL NOVELTIES AND ADVERTISING UTILITIES

#### HERBERT J. RODGERS

of Saracen House, Snow Hill, London, E.C. Eng., visits Canada in March, representing British Manufacturers of up-to-date metal and aluminum fancy goods: photo frames, calendars, match boxes, ash trays, advertising novelties, etc. of high-class. Appointments from Jobbers will be valued.



## Good Printing Cheap

### THE KIND THAT BRINGS RESULTS

Just for instance:—1000 Statements, \$1.50; 1000 Bill-heads, \$1.50; 1000 Letterheads, \$2.50; 1000 Envelopes, \$1.25; The lot for \$6.00.

G. A. WEESE & SON, Toronto, Ont.

## A WORK INDISPENSABLE TO EVERY OFFICE

1. Consuls of Foreign States in London.  
Consuls of Foreign States in Provinces.  
English Consuls abroad.
2. Chambers of Commerce in United Kingdom.  
Chambers of Commerce in Colonies.
3. Customs Tariff of the United Kingdom.
4. Lloyds Signal Stations in the United Kingdom.  
Lloyds Agents throughout the world (revised by the Secretary.)

RELIABLE COMPACT EASY OF REFERENCE  
ABSOLUTELY UNSURPASSED FOR GETTING IN TOUCH WITH ALL SHIPPERS, MANUFACTURERS, ETC.



## Export Merchant Shippers

Of GREAT BRITAIN and IRELAND

Price, 15/6 net.

43rd Year of Publication.

Date of publication of 1906 edition, FEBRUARY 28th

London: THE CARTER PUBLISHING CO., - 8 New Bridge Street, E. C.

5. Register of British and Foreign Shipping.
6. Shipping and Forwarding Agents, Export Packers, Steamship Lines.
7. Export Sections of London and Provinces (separate towns), giving names of exporters, places of shipment, and class of goods shipped.
8. Index to Class of Goods Shipped with names of Shippers.
9. Trade Mark Section.
10. Manufacturers' Trade Directory (Buyers' Guide.)



## BACKED BY A GUARANTEE

When you deal in ROBERTSON'S BABBITS you are protected by the guarantee of a firm with many years' experience, and a national reputation. If you choose any of our standard lines, you are

## SURE TO BE SATISFIED

We absolutely guarantee that our anti-friction metals cannot be excelled in quality at their respective prices. Always look for our registered trade marks.

WRITE FOR OUR PRICES

**The James Robertson Co.**  
LIMITED  
**MONTREAL**  
TORONTO  
WINNIPEG  
ST. JOHN, N.B.

"MONARCH"  
"KING"  
"FLEUR de LIS"  
"THURBER"  
"PHILADELPHIA"  
"CANADIAN"

## PFLUEGER'S Fishing Tackle

Hooks, Flies,  
Trolls, Spin-  
ners, Phan-  
toms, Reels,  
Furnished  
Lines.

Everything  
in Fishing  
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page. Illustrated Catalogue No. F24, and Metal Fish Sign in 3-Color Lithograph.

**The Enterprise Mfg. Co.**  
AKRON, Ohio, U.S.A.



## HOLLOW-WARE

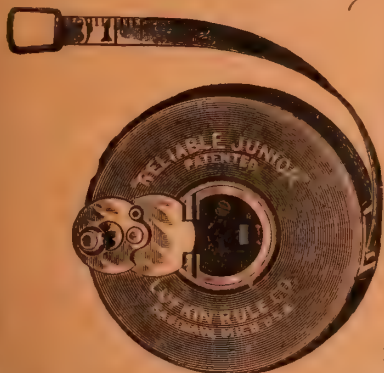
PRESSED, STAMPED, and MACHINE-MADE

### ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our Illustrated lists

**The Welsh Tinplate & Metal Stamping Co., Ltd.**  
LLANELLY, WALES



## LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

**LUFKIN RULE CO., Saginaw, Mich, U.S.A.**

London Office and Warehouse—48 Lime St.

New York City Branch—220 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1896. Inc. 1896.

**Black Diamond File Works**  
**G. & H. Barnett Company**  
 PHILADELPHIA

Twelve Medals

**Awarded**  
 By **JURORS** at  
**International Expositions**  
**Special Prize**  
 Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

**WALTER GROSE, Montreal, SELLING AGENT FOR THE DOMINION.**

# "Redstone"

High Pressure

## Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.**  
**of TORONTO, LIMITED**

HEAD OFFICES,

**47 Yonge Street, Toronto.**

Branches: Montreal, Winnipeg, Vancouver.

**Belgian Window Glass, "COMET" BRAND**

**Billets**

**Colored and Fancy Glass**

**Frosted Glass**

**Chances' Figured Rolled,**

**Muffled and Cathedral Glass**

*We are prepared to name you low prices and discounts on your requirements. Write us with your specifications.*

**B. & S. H. THOMPSON & Co.**  
 LIMITED

53 St. Sulpice Street, MONTREAL

**SADLER & HAWORTH**

**LEATHER**

**BELTING**

**When a  
Leather Belt**

is not satisfactory it is a costly nuisance. You can't afford to make mistakes. You run no risk when you buy our brands.

Extra  
Diamond

Standard  
Agricultural

**Montreal, Toronto.**



CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain, United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 20, 1906

NO. 3

POCKET **H. BOKER & Co's** KNIVES  
IMPROVED  
**TREE BRAND**  
TRADE MARK  
**CUTLERY** RAZORS SCISSORS

For Sale by leading Wholesale Hardware Houses.

## BEST STEEL SHEETS

"QUEEN'S HEAD"—softest and flattest made

"SOUTHERN CROSS"—Dead flat, quality guaranteed

Also, good merchant quality, open and close annealed.

JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.

## Get The Best Tree Pruners and you will get the best Custom

Now is the time to think about ordering

## Tree Pruners

and you want to be sure that you get the "**WATER**" **PATTERN**, which is undoubtedly the leading model.

We are always particular about material. We make the **Handles** of our "**Water**" Pattern out of Hard Maple; the **Head** is made of Malleable Iron; the **Knives** are Sheffield Steel; the **Rod** is of 3-16 Coppered Wire; the **Lever** is Malleable Iron with Polished Wood Handle.

Sizes: 6, 8, 10, 12 feet. Packed  $\frac{1}{2}$  doz. in bundle. Shipping Weights: 22, 24, 26, 32 lbs.

See your Jobber, and if he cannot supply you, write us direct.



# Taylor-Forbes Company, Limited

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

Branch:

21 Richmond St. W., Toronto, Ont.

Head Office and Works:

Guelph, Ont.

Branch:

9 De Bresoles St., Montreal, Que.

See Classified List of Advertisements on Page 71.

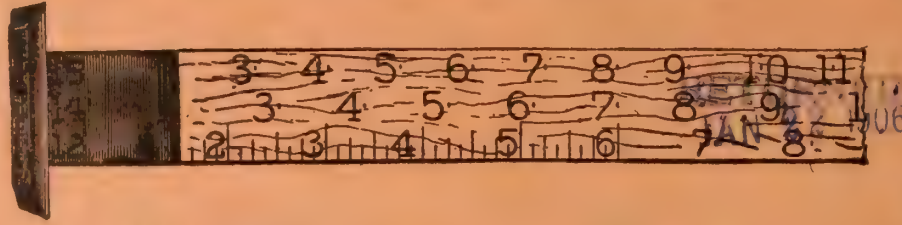


# LUMBERMAN TOOLS AND NEEDS

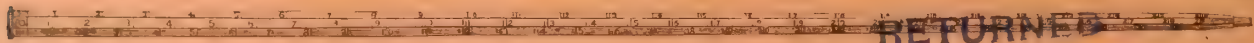
**BOLTS**  
**NAILS**  
**WASHERS**

**STEEL TIMBER GAUGES**

**SAWS**  
**AXES**  
**FILES**



**HICKORY BOARD RULES**



**LOG RULES**

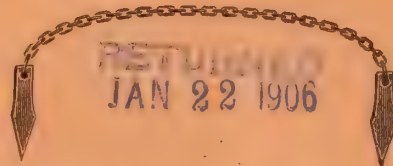
**HORSE**  
**SHOES**



**HORSE**  
**NAILS**

**TRACE CHAINS**

**CHAIN**



**CHAIN**

**KNOCK DOWN CHAIN FOR RAFTING**



**BOOM CHAINS**

All sizes furnished with all styles of hooks, also with toggle and ring.

**WRITE FOR PRICES**

**RICE LEWIS & SON**  
**LIMITED**  
**TORONTO.**





## WHISK HOLDERS

ARE A GOOD LINE—  
EVEN IF YOU DO NOT  
STOCK OUR REGULAR

## BATH ROOM FIXTURES

IT WILL DO YOU NO  
HARM TO HAVE OUR  
CATALOG "B" ANYWAY

The Carriage Mountings Co., Ltd.  
TORONTO

## Browning Automatic Shot Gun

Also

Full line of Single and Double-  
Barrel Breech Loading Guns,  
Winchester, Savage and Marlin  
Sporting Rifles  
in all models.

## Shot and Ball Cartridges

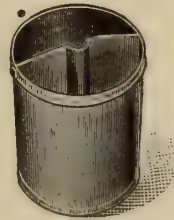
in

Smokeless and Black Powder.

THOS. BIRKETT & SON CO.,

LIMITED

IMPORTERS AND JOBBERS OF HARDWARE  
OTTAWA, ONT.



"LIGHTNING"



"GEM"



"BLIZZARD"



**THE BEST ICE CREAM FREEZERS** in practical use, because convenient  
ice and salt, run easily, freeze quickly, produce smoothly frozen creams or dessert  
with little bother and less work.

THE ONLY FREEZERS MADE having Cedar Pails with Electric Welded Wire Hoops  
Cans of Heavy Tin with Drawn Steel Bottoms, Automatic Tin Scrapers.

"AMERICAN"

(2 in 1)

## TWIN FREEZERS

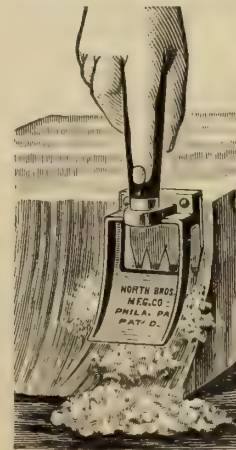
Freezes two flavors of Ice Cream or an Ice or Sherbet  
and Ice Cream at one and same time, in one Freezer  
Something entirely new. Never done before.

ASK YOUR JOBBER FOR THEM.  
SEND FOR NEW FREEZER BOOK.

NORTH BROS. MFG. CO.  
PHILADELPHIA, PA.



"LIGHTNING"  
ICE CHIPPERS



"CROWN"  
ICE CHIPPERS



"GEM"  
ICE SHAVER



# Davidson's Milk Can Trimmings



## IN COMPLETE SETS

"Broad Hoop" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

## and Milk Cans with Broad Hoop Patent Roll Rim Bottoms

are in great demand and their general popularity is increasing yearly.

They give satisfaction to users and dealers alike.

## IMPORTANT

The best mechanical skill obtainable is utilized to make Davidson's Milk Can Trimmings perfect in even the smallest details.

**Write for Price List.**



Heavy Rolled Edges make our PATENT BOTTOMS doubly durable and waggon and factory floor protectors.

*Some customers do not like to send us small orders. That's a mistake. We take them, large or small. We are waiting for your order now.*

**THE THOS. DAVIDSON MANUFACTURING CO., Limited**  
*Montreal and Winnipeg*

# M. & L. Samuel, Benjamin & Co.

have removed their offices and  
warehouse to 54-56-58 Front West.

# M. & L. Samuel, Benjamin & Co.

  
**TORONTO**



# 65 YEARS' EXPERIENCE

## IN MAKING SAWS

1840

1906

Henry Disston, the founder of the establishment of Henry Disston & Sons, Inc., began making saws in 1840.

After repeated unsuccessful efforts to procure steel of the desired quality, this firm, in 1855, erected a crucible steel plant expressly adapted to the manufacture of Saw Steel. Constant efforts and unlimited expenditure of time and money enabled them to procure the steel, which for general excellence has established an enviable and world-wide reputation.

The steel being of uniform grade insures a uniform temper in the saws, which in connection with the system of hammering, grinding and tensioning employed, the most skillful mechanics in all branches, tempering facilities exclusively their own, a shop equipped with the finest machinery and determination to spare no necessary expense to make perfect saws, has gained for saws bearing the name "Disston" the reputation of being the best in the world.

"Disston" Saws and our prices make a tough proposition for a competitor to run up against.

TRADE MARK



**No. D8.—SKEW BACK, MADE IN  
HAND, RIP AND PANEL**



**No. 12.—STRAIGHT BACK, HAND,  
RIP AND PANEL**



# LEWIS BROS., Ltd.

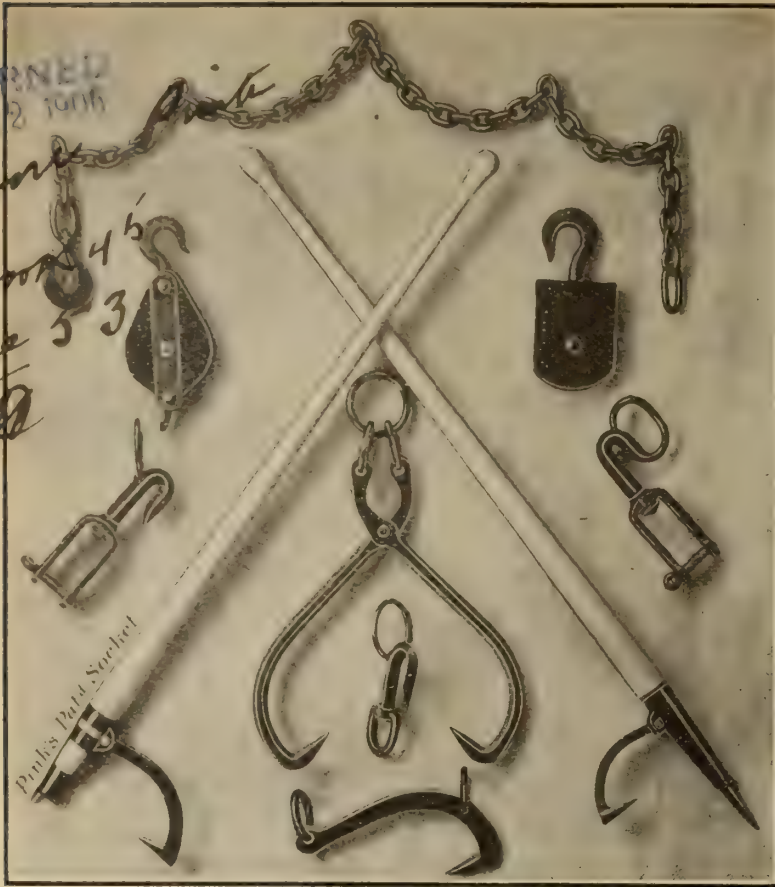
## MONTREAL

OTTAWA  
TORONTO

WINNIPEG

VANCOUVER  
CALGARY





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

Brazil Patent Snow Plough and Road Maker;  
also The DesJardin Patent Log Sleighs

Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

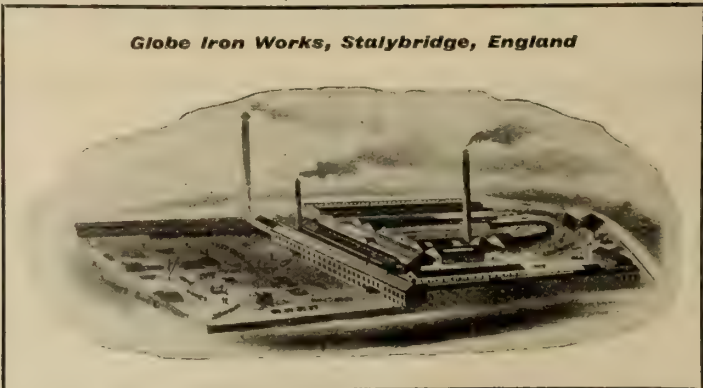
Long Distance  
Phono No. 87

# John Summers & Sons, Limited

Hawarden Bridge Works,  
Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



LARGEST  
MAKERS  
OF

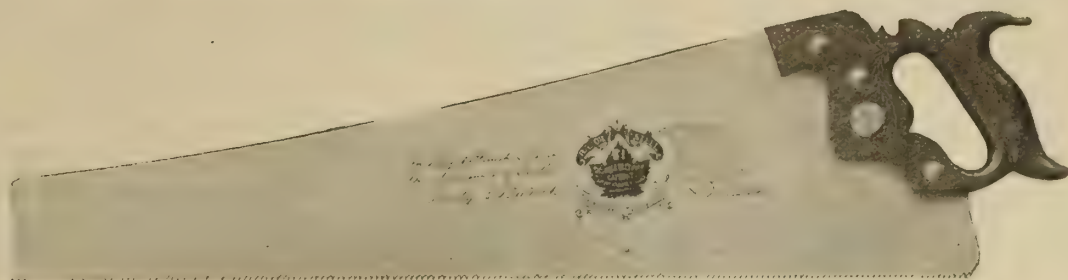
## GALVANIZED SHEETS — IN ENGLAND

*One year's production from these works  
would put a girdle of Galvanized Sheets  
right around the earth.*

**Agent: F. Hankin, Montreal**



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

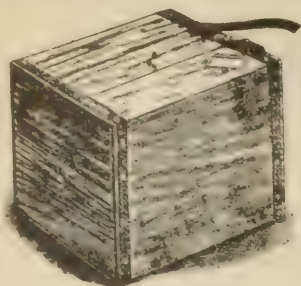
Manufactured  
by

**SHURLY & DIETRICH,**

**GALT, Ontario**



# AN ABSOLUTELY SEALED PACKING CASE



ARE YOU TROUBLED BY CLAIMS FOR GOODS  
BEING LOST OR STOLEN IN TRANSIT

THIS METHOD IS A SURE CURE

*Recommended by the Railroads in Canada and U. S.*

**J. N. WARMINTON,** 43 Scott St., TORONTO  
207 St. James St., MONTREAL

WRITE FOR CATALOGUE AND SAMPLES

# American Steel & Wire Co.

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

**Chicago**  
The Rookery.

**BARBED WIRE      GALVANIZED PLAIN WIRE**  
**PLAIN TWIST CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**



Contractors to H.M. Admiralty and War Office.

Factories: SHEFFIELD, England

## JOHN ROUND & SON LIMITED

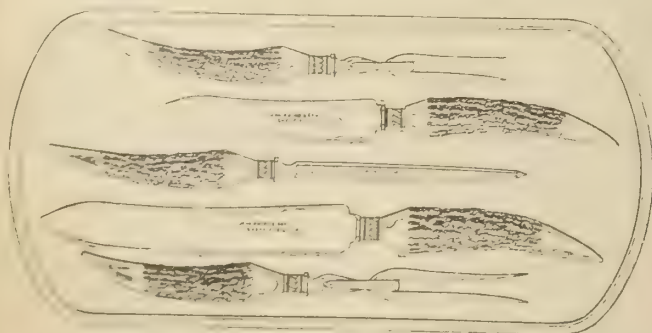
Silversmiths and Cutlers

Coristine Building, MONTREAL

### Superior High Grade Cutlery

Our celebrated cutlery is known throughout the world. Everywhere it is acknowledged the Best. We have a great range of Carvers and Combination Sets to select from.

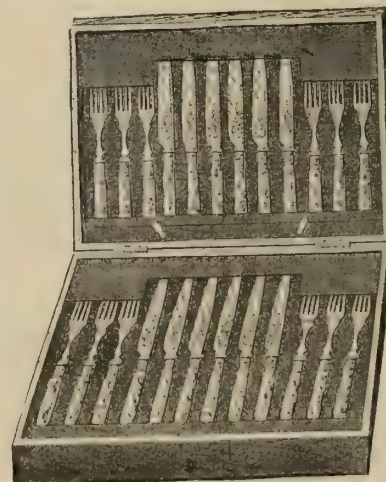
Our prices are right.



28414. CARVING SET

Quality  
Style  
Workmanship  
Prices

(Are our  
watchwords)



28910  
12 PAIRS DESSERT KNIVES AND FORKS  
Pearl HANDLES. Quartered Oak Case.

**Dessert Knives and Forks** in cases of 6, 12 and 18 pairs. Pearl handles and best quality plated blades. We illustrate one of our leaders. Send us your enquiries. They will receive prompt attention.



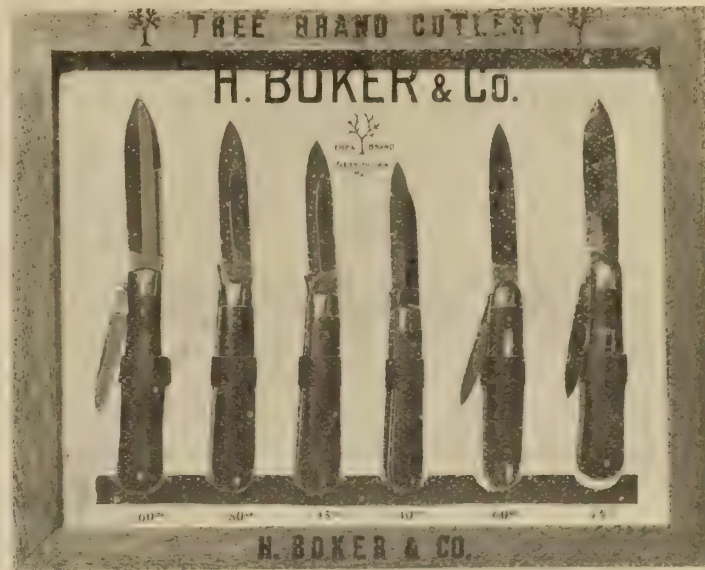
## THEY SAW IT

Four large manufacturing firms replied last week to a condensed advertisement which occupied about half an inch of space and cost about fifty cents. Manufacturers and retail merchants read the paper minutely each week.

Think of being able to talk each week to practically every man that sells or makes Hardware in Canada. No other paper can carry your message to this class of people.

RATES: payable in advance.  
2c. per word for first insertion.  
1c. " " subsequent insertions.

**HARDWARE AND METAL**  
MONTREAL TORONTO WINNIPEG



## OAK-CABINET

Given away FREE of charge with an order for six half-dozen Pocket Knives, as illustrated above. May be had through all leading wholesale hardware firms.

## Here Is A Seller!

You can sell a pair of **S. & S. Cogged Scissors** to every one in your town who works with such materials as **eaether, rubber, packing, linoleum and asbestos.**

The lower blade is cogged, thus holding the material in place for the sharp upper blade to cut it.

Canadian Agents

**McLEAN & SOPHUS, 301 St. James Street, MONTREAL**

**PLENTY OF  
LIGHT ATTRACTS  
ATTENTION TO  
A STORE.**

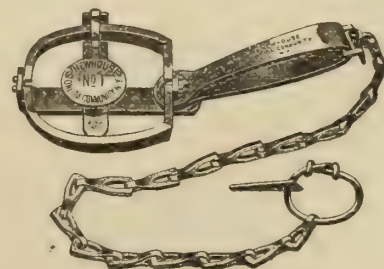
**THE AUER GASOLINE LAMP  
GIVES 100 CANDLE POWER at a  
cost of 7c. a week.**

Beats gas, electricity, or coal oil.  
Satisfaction guaranteed. Catalogue on request.

**AUER LIGHT CO., MONTREAL**  
Sole Makers.

## FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



## Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

**ONEIDA COMMUNITY, Limited**

Write for Catalogue

NIAGARA FALLS, Ont.



# Canada Horse Nail Company.

## HARDWARE TRADE PRICE LIST.

THE **C** BRAND **RETURNED**  
9051 & 1 904

### HORSE SHOE NAILS

Hot Forged from Swedish Charcoal Steel

Revised List adopted January 1st, 1906.

Size No.	4	5	6	7	8	9	10	11	12	14
Length	1 $\frac{7}{8}$	2	2 $\frac{1}{8}$	2 $\frac{1}{4}$	2 $\frac{3}{8}$	2 $\frac{1}{2}$	2 $\frac{5}{8}$	2 $\frac{3}{4}$	2 $\frac{7}{8}$	3 $\frac{1}{8}$ in.
Per lb.	40	32	28	26	24	22	20	20	20	20 cts.
Per Box	\$10.00	8.00	7.00	6.50	6.00	5.50	5.00	5.00	5.00	5.00

In boxes of 25 lbs. each; either loose, or in 5 lb. cardboard packages.

In one pound cardboard packages, an extra charge of  $\frac{1}{2}$  c. per lb. net.

Oval and Countersunk patterns; Sizes No. 4 to No. 14.

Short Oval and Short Countersunk patterns: Sizes No. 1 to No. 8.

### TURF NAILS.

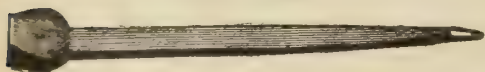
For Racing Plates, and Light Trotting Shoes.

EXTRA SELECTED.

Size No.	1	2	3	Short Oval and Short Countersunk Patterns. In one pound cardboard Packages only.
Length	1 $\frac{1}{2}$	1 $\frac{5}{8}$	1 $\frac{3}{4}$ in.	
Per lb.	\$2.00	1.25	.75 cts.	

### PATTERNS AND SIZES.

Oval Head.



Nos. 4 to 14.

Short Oval.



Nos. 1 to 8.

Countersunk Head.



Nos. 5 to 12.

Short Countersunk.



Nos. 1 to 8.

### TERMS AND CONDITIONS:

DELIVERY: Free on board cars or boat at Montreal.

Freight equalized from Factory points of St. John, N.B., and Toronto, Ont.

TERMS OF SALE: Cash 30 days, less 2% discount; all accounts to be settled for by acceptance or remittance within 30 days from 1st of month following sale.

TRADE DISCOUNT: 40 and 10 and 7 $\frac{1}{2}$ % from List prices.

Canada Horse Nail Company.

MONTREAL, January 1st, 1906.

Cancelling all previous List prices and quotations.

## Buy the Best.



## HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

### GET THE HABIT

of dropping us a card a few days before you start for Montreal or Toronto on a business trip telling us where you are going to stay. We want to print it in the "Buyers in Town" department before you arrive. ♡ ♡ ♡

## CARRIAGE SPRINGS & AXLES

ANCHOR  
BRAND



THE GUELPH SPRING & AXLE CO.  
LIMITED  
GUELPH, ONT.

## To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address

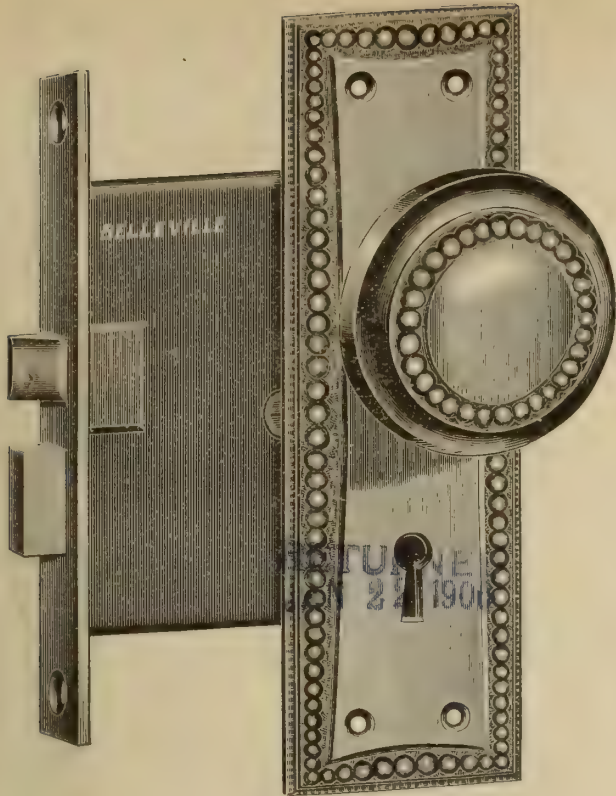
Business Manager

HARDWARE AND METAL  
Montreal and Toronto

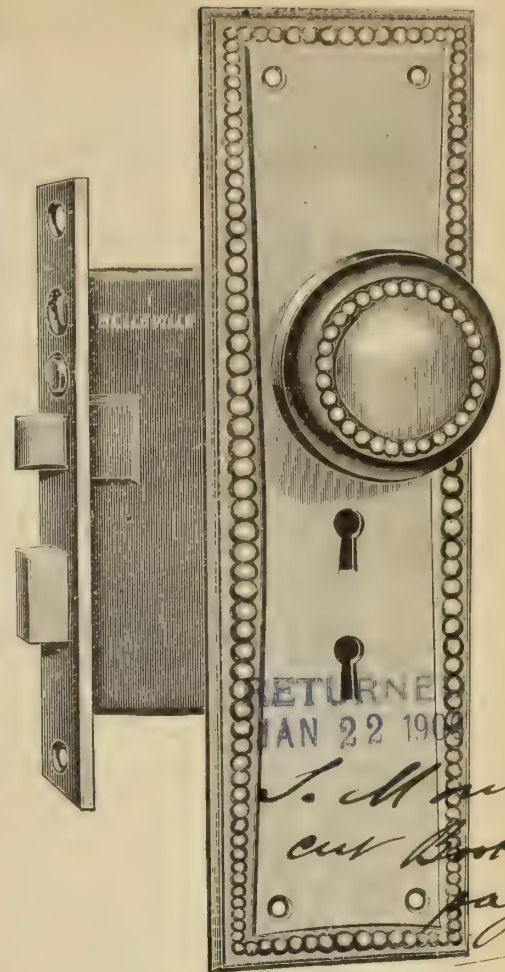


# KENWOOD DESIGN

## B U I L D E R S H A R D W A R E



Kenwood Inside Set

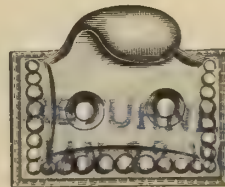
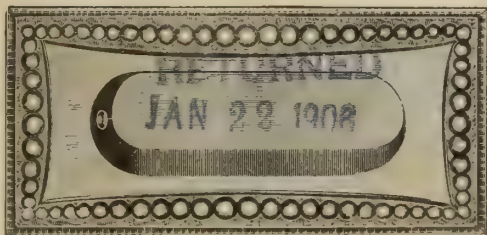


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**IT WILL PLEASE  
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DESIRE SOME-  
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AT A REASONABLE  
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**JUST WRITE TO-  
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OF KENWOOD  
GOODS**

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OF  
**MONTREAL  
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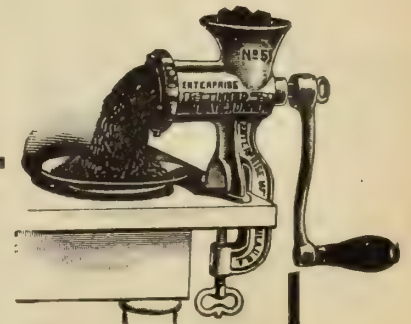
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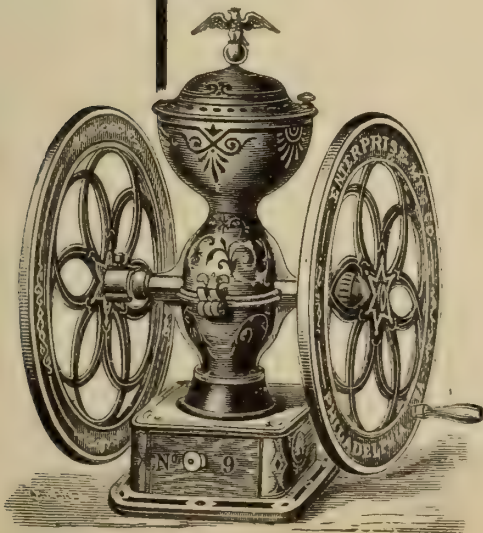


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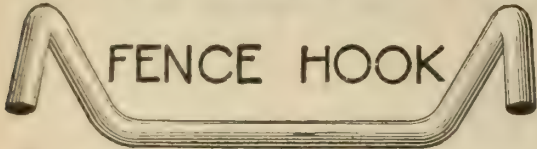
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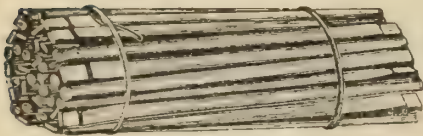
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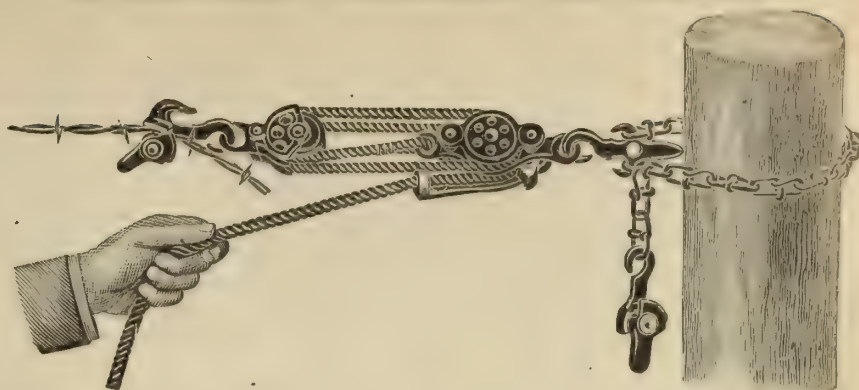
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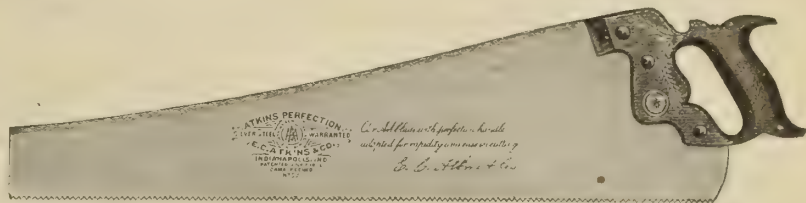


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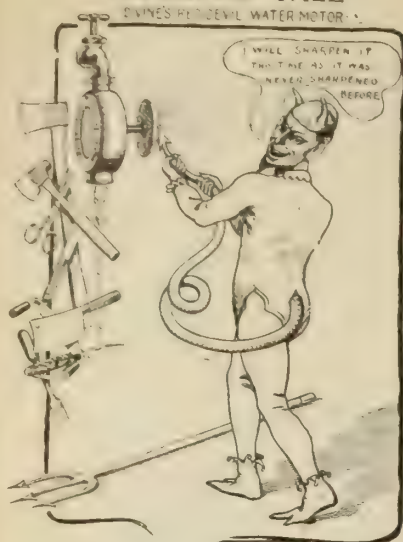
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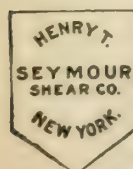
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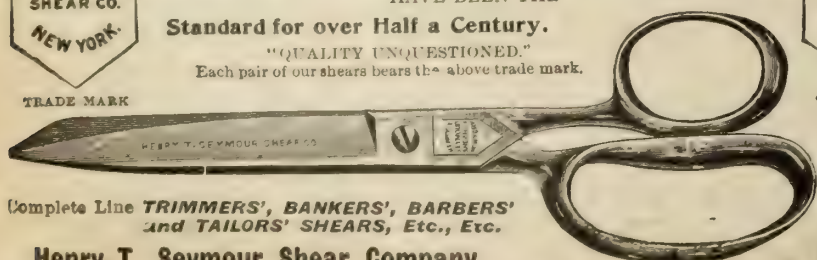
**ACKNOWLEDGED THE BEST.****R. HEINISCH'S SONS CO.**

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Our Stock comprises

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## **Cartridges and Shot Shells**

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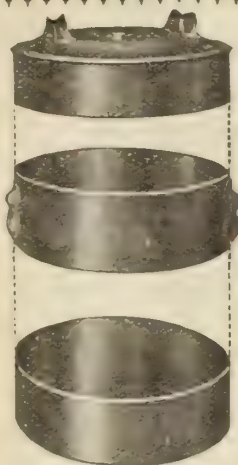
The use of the best material obtainable.

Eighteen years experience.

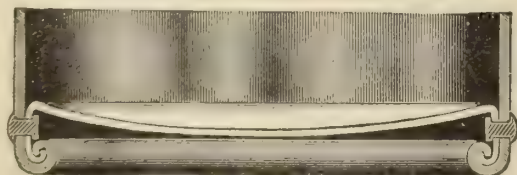
A most thorough and perfect system of inspection.

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Determination that every cartridge shipped will do us credit.

**DOMINION CARTRIDGE COMPANY, LIMITED****MANUFACTURERS****MONTREAL***Send for Price List***KEMP'S Factory Milk Can Trimmings**

With roll rim bottoms are the kind  
that stand the wear and tear.

*They are made to last*

SECTIONAL VIEW OF BOTTOM

*All sizes of tinned iron in stock.  
We can ship promptly.*

**KEMP MANUFACTURING CO., TORONTO**

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58 McGill St., Montreal, Que.

**THE KEMP MFG. AND METAL CO., Limited**  
McDermot Ave. East, Winnipeg, Man.



## THE TACK COMBINE INVESTIGATION

Continuing the investigation into the charges against the tack manufacturers last Thursday afternoon, Mr. Curry briefly detailed some agreements and letters pertaining to those agreements which he intended to put in as evidence. These agreements being contained in the minutes, and the members apparently signing their names to agreements made nearly every time the prices were altered in any way. The Montreal Rolling Mills, Peck, Benny & Co., Pillow & Hersey Manufacturing Co., W. T. Woodall, and the Ontario Tack Co., all signed agreements on Jan. 1, 1900, to the effect that a certain list of purchasers on the hardware list of the association were to be allowed a certain rebate of 12 1-2 per cent.

On October 5, 1899, it was resolved that the net extra on galvanized tacks be altered from 2 1-2 to 5c. per pound, subject to quantity rebates. An agreement to this effect was signed by the Ontario Tack Co., Peck, Benny & Co., and the Pillow-Hersey Manufacturing Co.

A letter was read from the Ontario Tack Co. to Jenkins & Hardy, suggesting that they should be allowed to quote 12c. per pound for an inquiry for 400 6-oz. papers of harvesting tacks.

An agreement was drawn up to the effect that all inquiries received by any member of the association be submitted to the other members before the member receiving the inquiry be at liberty to quote. This agreement was signed by the Peck, Benny Co., the Pillow-Hersey Co., and the Montreal Rolling Mills.

Mr. Curry (showing Mr. Frame a paper): "What is this?"

Mr. Frame: "A typewritten document, being the discount list for Canada of the Atlas Tack Co."

Mr. Curry: "Where did you get it?"

Mr. Frame: "I do not know."

Mr. Curry: "How much did you pay for it?"

Mr. Frame's answer was inaudible.

Magistrate Denison (reading the paper which had been handed to him): "The discount in one case is 80 per cent., 12 1-2 per cent., 5 per cent., and 30 per cent."

Mr. Tilley: "According to Mr. Curry, the purchaser of the association's goods in some cases would be paid to take them away."

Mr. Curry: "To the uninitiated it might appear to be a minus quantity. They might take the sum of all the discounts off at once."

The Atlas Tack Co. allowed the freight to St. John, Halifax, Montreal, Hamilton, and London, on all deliveries of 300 pounds and over, and equalized the freight rates on other points.

It will be remembered that the Atlas Tack Co. was the United States competi-

tor with which the association appears to have had a good deal of trouble. In consequence of their competition, it was agreed to reduce the price of lashing tacks to shoe manufacturers.

### Various Agreements Made.

All the manufacturers signed an agreement in 1895, apparently owing to competition of the above company to sell green tufting buttons at an open price.

Agreements with regard to the price of brass shoe rivets and the Ontario Tack Co.'s price to Aarons & Co. were also referred to.

(The following jobbers signed an agreement with the association: P. D. Dods & Co.; Stewart & Wood; G. F. Stephens & Co.; E. Harris Co.; Stevens Bros., Ottawa; William Howell; George Howell; Walter Haddon & Co.; A. Ramsay & Son; McArthur, Corneille & Co.; Hill & Forbes, and others. Another agreement arranged to allow the Toronto Plate Glass Co. a discount of 12 1-2 per cent off the face of the invoice.

Before the Portland Rolling Mills were again admitted into the association (in 1894) they had to forward to the secretary a list of their unfilled orders.

Mr. Curry questioned Mr. Frame as to a confidential list of booked orders found amongst the association papers and inquired why the T. Eaton Co., the Intercolonial Railway, the Kennedy Hardware Co., Asher & Son, and the Robert Simpson Co. got no discount on their purchases, whilst Asher & Leeson were allowed 12 1-2 per cent and 10 per cent., and Adam Bros. were allowed 5 per cent. These were all said to be yearly contracts.

In October, 1900, Jenkins & Hardy wrote to the Montreal Rolling Mills, informing them that owing to the low American prices, there was to be an extra allowance of 12 1-2 per cent. on upholstery tacks.

### Trade Differences.

Mr. Curry asked Mr. Frame who Mr. Dipple was. Mr. Frame said that he was the representative of Jenkins & Hardy at Montreal. In November, 1900, Mr. Dipple wrote to Jenkins & Hardy from Montreal, saying that he wired them what price the Pillow-Hersey Co. should quote the Grand Trunk Railway for tacks in papers. As Jenkins & Hardy had not replied to his telegram, he had advised the Pillow-Hersey Co. to quote, allowing the same discount as if the order were to be in bulk. He had also arranged with all the other manufacturers to quote the same price as the Pillow-Hersey Co. The inquiry was for 720 papers of one pound each. The

discount for bulk orders was 85 per cent., 12 1-2 per cent., 12 1-2 per cent., 2 1-2 per cent., and 5 per cent. off the face of the invoice.

The Pillow-Hersey Co. wrote to the secretary with reference to their allowance to Messrs. Challan, of Kingston, of 7 1-2 per cent. They thought that they were entitled to it.

The Peck, Benny Co. wrote to the secretary with reference to an alleged breach of the association agreement by the Ontario Tack Co., saying that in their opinion the situation was one calling for an affidavit by Mr. Whitton. The secretary of the association replied explaining the situation, and referring to a previous letter on the same subject, adding that if the matter was not now perfectly clear to the Peck, Benny Co., they would call on Mr. Whitton for an affidavit.

In November, 1900, Mr. Brymer wrote to the secretary informing him that the Maritime Nail Co. were selling tacks at 7 1-2 per cent. less than the association price, and were doing a good business.

At this time several firms wrote to Jenkins & Hardy, petitioning them to establish a price which would protect the consumer and at the same time to arrange for the protection of the manufacturer. Jenkins & Hardy replied that these propositions clashed, and that they could not do what was proposed.

Mr. Curry also read a letter from Messrs. Lewis Bros. & Co. to Jenkins & Hardy, asking them what their decision was with regard to their application for a loyalty rebate on horseshoes, horse nails and small goods. They informed them that when they were purchasing from the Maritime Nail Co. (which was in competition with the association) they were not members of the association.

Some correspondence was read between the secretary and the Ontario Tack Co., with regard to the Williams Shoe Co., of Brantford. It appears that the representative of the Ontario Tack Co. had promised the Williams Shoe Co. a rebate of 5 per cent. on a purchase of tacks. The Williams Co. seem not to have understood anything about making a declaration before receiving the rebate, and Jenkins & Hardy wrote to the Ontario Tack Co. insisting that before the discount could be allowed a declaration must be made. Mr. Whitton replied that he did not think the Williams Co. were precluded from receiving the rebate. The Williams Shoe Co. wrote the Ontario Tack Co., informing them that when the quotation and promise of 5 per cent. rebate was made, no mention whatever was made of a declaration. They did not think, at the time,



that they would be in any way bound to make a declaration of loyalty to the association. They considered that if these were the rules, they ought to have been informed before. The secretary wrote, explaining to them that the 5 per cent. in question was allowed to purchasers of \$500, and the declaration was necessary in order that the company receiving the rebate should not sell the goods again to the association's customers, taking advantage of the 5 per cent. rebate.

Mr. Curry also put in as evidence a letter dated January, 1901, from Messrs. J. D. King & Co. to Jenkins & Hardy, in which they asked for the loyalty rebate to be allowed them, on the ground that when the buyer had bought from a firm outside the association, he was unaware of his firm's resolution not to buy outside.

On January 16, 1901, the Ontario Tack Co. wrote to the Montreal Rolling Mills Co., informing them that they had been unable to touch the Northwest trade, and also that a competing firm (Wynn, of Hamilton) had all the business. "We recognize," said they, "that he must have some trade," but did not feel inclined to make it too easy for him. They asked for the sanction of the Montreal Rolling Mills to their offering Wynn's principal customers discounts of 12 1-2 per cent. and 7 1-2 per cent.

#### Loyalty Rebates.

On January 21, 1901, the secretary-treasurer wrote to the Ontario Tack Co. in reference to Messrs. Williams and Underhill and Sisman, stating that they must make the declaration before receiving loyalty payment. They also pointed out that all loyalty payments were made through the association secretary, and that the account for the amount of the rebates would be sent to the Ontario Tack Co. in the course of the next few days.

Another communication was read, which pointed out that 4.37 per cent. was the same as 5 per cent. after 7½ per cent. had been taken off, and that 4.62 per cent. was the same as 5 per cent. after 12½ per cent. had been taken off.

The following are some of the amounts due to various firms on account of loyalty rebate for six months: The Canada Hardware Co., (7½ per cent.), \$10.50; the Hobbs Hardware Co., (7½ per cent.), \$2.42; M. McPherson, (7½ per cent.), \$12.22; Thos. Birkett & Co., (12½ per cent.), \$8.07.

The secretary wrote the T. Eaton Co., informing them that the Ontario Tack Co. had made inquiry about allowing them 5 per cent. rebate. Before this could be done they would have to sign the usual declaration of loyalty to the association.

In January, 1901, the various members were written to with regard to the advisability of admitting the Portland Rolling Mill into the association.

Early in the same year one of the members wrote the secretary, informing him that another member had given all his business to the Maritime Nail Co., adding that in his opinion the affidavits were "wickedly useless."

In March, 1901, the Ontario Tack Co.

had to deal with more competition from Wynn and the Boston manufacturers, and in one case booked an order at Mr. Wynn's price to prevent him from getting it. They, however, decided that they had better meet Wynn as regards prices in the Northwest. The Ontario Tack Co. wrote to the Pillow-Hersey Co., explaining the situation to them, as the Pillow-Hersey Co. had complained of their action.

The Ontario Tack Co. also wrote the secretary on March 15, 1901, with reference to the same matter, saying that although their object was to help the members to work, as far as possible, in harmony, yet they thought it well to take the order away from Wynn. They added that if anything of that nature happened to any of the Montreal manufacturers they were very quick to take action. Why should not they (the Ontario Tack Co.) do likewise? They informed the secretary that they should not do anything of the kind elsewhere.

The Montreal Rolling Mills Co.'s letter in regard to the admission of the Portland Rolling Mills was also read by Mr. Curry. Although they objected to the Portland Co. coming into the company, yet, as that company had to dispose of its goods somehow, it might as well be controlled by the association.

The members were asked to furnish to the secretary a list of all the tack machines in their possession, whether in use or not, the list to be treated as confidential and not disclosed. The members signed agreements that they would not "add to their present facilities for making tacks." It was resolved, however, at the next meeting of the association, that no action be taken as regards facilities for making tacks.

#### Monday's Evidence.

The examination of the papers was resumed on Monday afternoon.

Mr. Curry put in as evidence an agreement signed by the Ontario Tack Co., and dated April 10, 1901, in which they agreed not to increase their present facilities for making tacks, and stated that the number of tack machines in use in their factory was 20, and that they had none in their possession in a dismantled condition.

An agreement made by the Pillow-Hersey Co., dated April 10, 1901, and a letter enclosing same, was also put in, together with two unsigned agreements, and a letter from Jenkins & Hardy to the Pillow-Hersey Co., stating that at the quarterly meeting of the association the members agreed not to increase the number of tack machines in their factories.

Mr. Curry also produced a letter from the Pillow-Hersey Co. to Jenkins & Hardy, making a declaration to the effect that the number of tack machines in their possession was 72, shoe nail machines 7, and shoe rivet machines 8, and a declaration from the Ontario Tack Co. stating that the number of tack machines in their factory was 19, shoe nail machines 1, and shoe rivet machines 6. The latter company stated that, in common with some other makers, they utilized their shoe rivet machinery to make small wire nails.

Another declaration of the same kind was from the Montreal Rolling Mills Co., reporting tack machines 48, shoe

nail machines 5, and shoe rivet machines 12.

#### A Refusal to Agree.

On May 10, 1901, the Peck, Benny Co. refused to sign the agreement not to increase number of tack machines. "as the demands of the trade might make it necessary for them to do so." On April 27, 1901, Jenkins & Hardy had written to them asking them to make three separate declarations, viz., one for each variety of machine. The Peck, Benny Co. replied, stating that the number of their tack machines was 23, but that they could not sign the agreement without the sanction of Mr. Peck, who was away, having had the misfortune to break his arm.

Jenkins & Hardy wrote a few days later, saying that they had heard that Mr. Peck had returned to business, and would be glad if he would sign the declaration. Mr. Peck replied on May 7: "Your information about my return to business is erroneous. You cannot break a limb and move around very freely. \* \* \* I will attend to the business as soon as I am well enough."

The Crown Attorney also read a letter sent by Jenkins & Hardy to the Montreal Rolling Mills, containing a statement of what was due to them from the pool, and which the attorney described as being "as clear as mud." The total association sales for June, 1901, were \$15,471.17, and the proportion belonging to the Montreal Rolling Mills out of that was \$860.47. The percentage received by them was \$77, as the balance seems to have been due from them to the pool.

#### Objected to Being Fined.

The secretary wrote at this time to the Pillow-Hersey Co., informing them that they had seen fit to fine Lewis Bros. & Co. \$23. Mr. Lewis objected to this, saying that he did not see why he should be the one selected to be made an example of, as there were others equally liable. He stated that he should deduct that amount from his next payment to the association.

Jenkins & Hardy wrote also to the Montreal Rolling Mills in August, 1901, asking them to show cause why they should not be fined for violation of the association agreement in shipping goods to Seattle in bond for delivery in Yukon Territory at a price below that fixed by the association for that territory.

Mr. Curry also put in a bundle of returns of monthly sales by different members from time to time. They were not read in court. Also a list of Tack Association sales to purchasers to June, 1905.

#### The Counsel's Arguments.

Mr. Tilley endeavored to dissuade His Worship from committing the case for trial, but the magistrate held that the prices had been kept up and that therefore the case came within the meaning of the statute.

Mr. Tilley: "Unless they combined, business must have stopped. The statute was aimed against those who combined to unreasonably enhance prices, and as in this case there was not evidence of unreasonable raising of the price, it ought to be dismissed."

Mr. Tilley held that an agreement such as the present one may lawfully be made so long as it does not unlawfully



enhance the price. He also held that with reference to the magistrate's objection to members having been fined, that if the agreed price was a reasonable one it was reasonable to fine those who did not abide by it, and the enforcement of the rule was no evidence of tyranny having been practiced by the association.

Col. Denison: "The principles of this combine have got into the commercial system. The act was passed to check it."

Mr. Tilley: "No, the act was passed to stop the unreasonable enhancing of prices."

The magistrate: "If a man is willing to sell at \$1 and he is compelled to sell at \$1.05 the act has been infringed."

Mr. Tilley: "There has not been one word to show that the price has been unduly raised."

The magistrate: "The only cases in which the prices have been lowered have been where foreign competition compelled it."

Mr. Tilley: "If there was evidence to show that the source of supply was tampered with by the association there might be some offence."

The magistrate stated that he only thought it necessary to call the principal members of each of the firms implicated, and adjourned the examination until Tuesday to give Mr. Curry time to find out whether more than one representative of each firm was included in the list of defendants.

Mr. Tilley in reply to Mr. Curry said that he appeared for all the defendants except Mr. Noble.

#### Adjourned to Tuesday.

On Tuesday morning Mr. Tilley asked the magistrate if Mr. Jenkins' name could be withdrawn from the list of defendants.

Mr. Curry: "Messrs. Hardy & Jenkins were secretary-treasurers and Mr. Jenkins was connected with the inception of the association."

Magistrate Denison: "Let his name remain."

Mr. Tilley then suggested that Mr. Cumming of the Peck-Benny Co., was only a traveler and that therefore his name might be withdrawn. Mr. Curry consented.

He also suggested that Mr. MacMaster, the managing director of the Montreal Rolling Mills, be withdrawn as he had not attended the meetings of the association since 1895. The magistrate, however, considered that he ought to appear. The names of A. H. Hough and J. Boyd, who were managers in the same company, were withdrawn as they had had nothing to do with the tack department.

Mr. Tilley suggested that the name of Bruckhoff also be withdrawn as he had never been present at any of the meetings.

Mr. Curry: "He signed agreements for the company which he represented and therefore ought not to be withdrawn."

Magistrate Denison: "His name must remain."

Mr. Curry stated that he had heard that Mr. Tilley would be counsel for the defence in all cases with which Jenkins & Hardy had anything to do.

Mr. Tilley: "You know more than I do about it."

No formal committal will be made until January 24, the delay being caused by the transcription of the notes of the evidence.

## SHOW WINDOW TALK

### McMASTER'S NEW STORE.

A typical country store is shown in the accompanying illustration, the store being that of F. C. McMaster, Havelock, Ont., who with his two assistants is shown in the doorway. Mr. McMaster has been in the hardware business at Havelock for about eleven years and the business has steadily grown until it was necessary to move into larger quarters. The present premises have only been occupied for a couple of months. The new store is twenty-six by fifty feet with a tinshop in the rear, modern shelving has been installed and the display of shelf and heavy hardware, sporting goods, stoves and ranges in the interior of the store is quite attractive. A feature of the interior decoration is a deep red border effect on the walls, giving the store a most unique and foreign appearance.

The photograph does not do full justice to the window display, the hunting

that his machine works easily and is demonstrating it beyond dispute in a very simple way. He placed the little rodent in a wheel-like revolving cage, the axle of which was connected by means of a belt to a pulley on the washer. When the little creature would begin to frolic about, the cage would revolve, the axle would be set in motion and the motion transmitted through the belt to the washer. Thus work resulted from very little effort, and the dealer could say emphatically, "Work on this machine is like play." Many of the women who stood watching the contrivance in action discovered for the first time that a machine would diminish their home labors. It is likely, also, that more than one man who stood admiring that display contrivance saw for the first time the advantage of a machine that would lighten the burdens of his wife and add comfort to his home. Sales that no other



McMaster's New Hardware Store Building, at Havelock, Ont.

window shown being very attractive, the moose head and dummy figure holding a rifle being important features of the display. The window dressing was done by Gordon C. MacIntosh, Mr. McMaster's chief assistant. The store does a large farmers' trade and the display of churns, washing machines, farm tools, etc., on the sidewalk, shows that an effort is being made to keep these lines before the eyes of probable buyers.

### WINDOW DISPLAY ADVERTISING.

Every hardwareman argues that a washer is a great economy, and that "Smith's" make is the easiest to operate. A child, they will say, can run it. Mere talking, however, does not go very far. People want demonstrated facts. If the seller claims that a certain make is easiest to work they want to know why and how.

A merchant in an eastern city, says the American Artizan, showed this knowledge of human nature. He claims

storekeeper would have expected, our ingenious friend made with no difficulty.

### THE WINDOW DISPLAY.

Every well-dressed window is a sort of salesman. What is yours?

Something different from the ordinary, something novel, is the great want in window displays. Never copy other windows closely; never follow the general custom as to the kinds of goods to be shown. Always try to be different. To be different is to be successful nine times out of ten.

When the window is dumb, the business suffers. The window must be made to talk, and to talk freely, cogently and interestingly. What does your window say to the public? Does it say: Here is a nice store, with a well-selected stock, a staff of competent clerks, a satisfactory delivery system—does it say all this and more? If it does not, you should improve its utterance, and make the store, the goods and the service



# HARDWARE AND METAL

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JOHN BAYNE MACLEAN

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Subscription, Canada and United States, \$2.00  
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Published every Saturday.

Cable Address { Adscript, London  
Adscript, Canada

## NEW ADVERTISEMENTS.

Canada Hardware Co., Montreal.  
Dorken Bros., Montreal.  
Enterprise Mfg. Co. of Pa., Philadelphia.  
J. N. Warmington, Montreal.

## IS THE LAW AGAINST BUSINESS MEN?

The prosecutions which have been instituted against some of the business organizations in Canada raise some important points. One in particular is in regard to the legality of any organizations which business men may see fit to create.

In this day and generation, organizations amongst business men are a necessity. Where they do not exist, there is a crying need for them, whether it be among retailers, wholesalers, or manufacturers. It is born of the conditions which exist to-day, where competition is the life of trade. But there is competition and competition. When competition is excessive or unjust, ruin is certain to follow.

Organizations, as a rule, are born of the desire, not to resort to unjust methods, but to remedy evils which exist. Even the organizations of the master plumbers and the supply men were at first created for this purpose. It was only when they became masters of the situation that they became arbitrary. Had they stuck to the early intentions

of their organization no one would have had just cause to complain.

Now, however, that the courts have started upon the repression of unjust combines or associations, it is just possible that such a narrow interpretation of the law may be taken, that wherever there is an organization of business men, prosecution for conspiracy or restraint of trade may follow.

Should it be found that this narrow interpretation of the law leads to the penalizing of organizations of business men who had no intention of either restricting trade or conspiring against non-members or anyone concerned, the law should be amended at the earliest possible moment.

Some 34 years ago, when the printers of Toronto struck for the nine-hour day, it was found that those engaged in the strike were guilty of infraction of the law, and several of the leaders were arrested, among them being the late E. F. Clarke, M.P. for Centre Toronto. Sir John Macdonald, however, came to the rescue and passed legislation which removed the disability under which trade unions then rested.

No one then, or since, has questioned the amendments that were made to the law; nor will anyone question the right of business men to organize for legitimate purposes, but, judging from the turn which affairs are taking before the courts, it will be necessary for the law to be amended in some way in order to protect such organizations from narrow and unjust prosecution.

The business men of this country, whether they are manufacturers, wholesalers, or retailers, need organization, and if the present law prevents them from enjoying this, the disabilities under which they labor must be removed. If working men, lawyers, doctors and others can be allowed to create what are practically close corporations, surely business men cannot be denied the right to organize simply for the purpose of rectifying evils which exist in their several lines of trade.

## PROTECTION FOR SHIPPING.

It appears from statistics, that, of the total imports received into Canada during 1905, 62 1-2 per cent. represented the goods coming from the United States; while indications are that the present twelve months will see an even larger proportion. The result of this situation is seen in the fact that ships are now coming out from Great Britain and the continent, comparatively light

indeed, it is said that they are not carrying enough freight to pay expenses on that part of the trip, so that, if the proportion of goods brought in from the continent keeps on decreasing, we shall be confronted with a serious problem, so far as carrying goods back again to Europe is concerned. As Canada relies on cheap freights for exporting grain and other products, and must have a good line of steamships for carrying perishable goods such as fruits, it would seem to be equally to the benefit of the Government of Canada to have plenty of carrying capacity for Canadian exports, as it is to encourage manufacturing enterprise here. For, if the steamship companies lose money on the trip out from the Old Country, they will have to make a heavy rate on the return journey, and that would soon put Canada out of the running for the British market.

Under these circumstances, it would seem that the steamship companies should be protected in some way, and prominent importers of British and continental manufactures are proposing that an automatic dumping clause be put into effect on goods not manufactured in Canada, but ordinarily imported from Europe.

A case in point is that of sheet metals, with which the American producers, according to whether or not they have a surplus stock, spasmodically invade the Canadian market, and cut well under the best British prices. But there is no stability in this condition, so far as Canadian manufacturers are concerned, for the Americans are on and off the market, and frequent recourse must, in any case, be had, to British producers.

A peculiar feature of this market just now, is that, on black sheets, Canada plates, and other comparatively rough metals, the British manufacturers are holding their own here, while in the more highly finished sheets, and those which require vastly more labor in their production, the Americans are, just now, practically ruling the market. In view of the fact that labor is much more expensive in the United States than in Europe, there is but one explanation for this condition.

It must be admitted that the question of Atlantic transportation is vital to Canada's prosperity. Hence, it will require much careful thought to so adjust Canada's tariff as to protect our shipping as well as our manufacturing interests.



**RETAIL HARDWARE ASSOCIATION**

After the holidays it was expected that many hardware merchants would take up the subject of organizing a retail hardware association in Ontario in letters to this paper, but since the timely and interesting letter written by Mr. Westcott, of Ailsa Craig, published two weeks ago, there has been almost a dead silence on this important subject. No doubt most dealers are busy stock taking, but if any action is to be taken towards improving the conditions under which the trade is now working the time for that action is now, when preparations can be made for holding a convention on Good Friday if enough interest is manifested to warrant the holding of such a gathering. There is not going to be any heaven-born leader come down to do the work of organization for the hardware trade of this province, and if any association is to be formed it must be done by the merchants themselves.

Hardware and Metal offers space in its correspondence columns to any reader who has anything to say on the subject of a hardware association, and it urges the formation of a provincial committee to undertake the preliminary work of sending out a call for the suggested convention. Possibly some members of the Western Retail Hardware Association can give some ideas to aid the proposed organization in Ontario.

To show the good use that conventions can be put to here are a few leftover questions at a recent gathering on the other side of the line. Can you answer them?

In a general cash and credit business, what percentage of annual sales should be in open accounts on the books on an average throughout the year?

What is the most effective way to advertise?

Is it good business policy to make concessions in prices to farmers' clubs on staple articles?

How is your business affected by the large corporations or the so-called "trusts"?

In what way can we be of benefit to each other between our regular meetings?

Is it more effective to handle and push one brand of goods than to carry several brands?

Does it pay to cut the established price on a standard article in order to hold business?

How do you keep track of your claims against the railroads for overcharges and damages?

How far should business courtesy extend between competitors in the same town?

What is a healthy limit for the expense account as compared with total sales; or, what proportion should be figured between the two?

Which brings the most trade, selling price, purchasing price, quality and quantity, location or advertising?

Does it pay to dress show windows in a small town?

Should a merchant sell at the same price to everybody alike, or make different prices to different customers?

Should the selling price of goods be marked in plain figures or characters?

Assuming that every business may be divided into three principal departments, 1—buying, 2 selling, 3—accounting, i.e., office work and collecting, which of these departments can be neglected with the least detriment to the general business?



A. M. Bell,

Wholesale Hardware Merchant, who has been Elected President of the Halifax Board of Trade.

Should a merchant make his remittances by local check or bank draft?

What are the leading characteristics of a good salesman?

Is it best to have strictly one price?

**PAINT ADULTERATION.**

Considerable interest has been aroused by the announcement from Ottawa that a pamphlet would shortly be issued by the Geological Survey Department showing how Canadian paint manufacturers could improve the quality of their product by using domestic minerals, and claiming that the paints made in this country now are "adulterated beyond measure."

It is the unanimous statement of manufacturers who have been interviewed on the subject that they would be only too delighted to make absolutely pure paints only, but their market would be ruinously

curtailed if they did so and added the price necessary to make a profit.

Among the most common adulterated paints are various shades of red. There are good deposits of iron oxides in the Three Rivers district, which have been worked up, but there are certain shades which cannot be produced from them, and it is consequently necessary to import from across the ocean certain grades of ochres and reds to produce the colors required. Furthermore, in actual use it is not necessary for Venetian red to be absolutely pure oxide of iron.

So far as white lead is concerned, it is agreed that every effort should be made to keep the article pure, as adulterants would seriously affect the durability of the paint. But oxides are much stronger than white lead, and the presence of adulterants is not so keenly felt. In fact, those most commonly used will last as long as the oil in which they are mixed.

At present, the old bog-iron district of Three Rivers, previously mentioned, is the only part of Canada where oxides approximating purity are mined, but even these have to be treated, and the impure matter burned out. It is probable that isolated samples can be produced from many parts of Canada, but manufacturers express serious doubts as to whether the pamphlet of the Geological Survey will disclose any new deposits of such quantities as to be commercially valuable.

**THE MARKET DAY.**

Western merchants are making good use of the market day. The number of towns using this trade coxer in the Western States has increased greatly during the past year, says the Hardware Trade.

Methods for making the market day a success depend much upon the community you have to please. In one community it is enough that a free auction for any and all kinds of produce or farm chattels be held. In other communities field day games are needed to draw the crowd. In still others the old plan of merchants giving prizes in various contests works well. In any of them the net result is bringing the merchants and the townspeople nearer to the farmers and their families. It is a good scheme, one that has awakened many a town from a sound sleep.

How are the roads? Are you doing anything toward keeping them in good shape? Do the merchants of your town realize that good roads are as necessary as good prices for product?

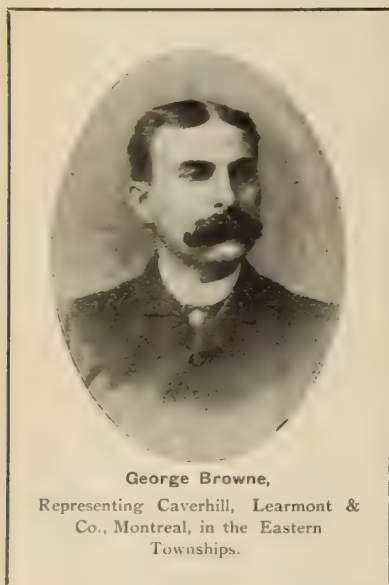


## SUCCESSFUL JOBBERS AND SALESMEN.

No. 15.

Twenty-four years ago Mr. George Browne entered the service of the firm of Crathern & Caverhill, in the capacity of traveling salesman. To him was allotted the entire Province of Quebec, and for many years he covered alone the ground which is now worked by six travelers. He was the pioneer salesman of his firm in this territory.

When Crathern & Caverhill withdrew from business and Caverhill, Learmont & Co. entered the field, Mr. Browne became identified with the new firm, and his territory was gradually narrowed as new men were put on the road until it came to include only that part of Quebec Province known as the Eastern



George Browne,  
Representing Caverhill, Learmont &  
Co., Montreal, in the Eastern  
Townships.

Townships, where he is to-day recognized as dean of the hardware trade.

The esteem in which he is held by his customers is evidenced by the fact that he still has their confidence, after a business relationship with them extending over twenty-four years. On the other hand, he is equally popular among his confreres on the road. Mr. Browne also possesses executive ability in a rare degree, and has for four years been a director of the Dominion Commercial Travelers' Association.

Mr. Browne is married, and is a member of the Montreal Amateur Athletic Association, the greatest athletic organization in the country.

In spite of his long service he expects still to hold his trade for many years to come.

Honest weights help more than tricky balances.

## SEASONABLE SUGGESTIONS.

It will pay to use good wrapping paper.

The road to success is not lined with shade trees and sod walks.

To avoid meeting misfortunes we must get off the road on which they travel.

The man of real nerve is the man who can keep his mouth shut, but is always there when needed.

Keep hatchets, axes and saws in mind when looking for window display material. This is when they are used.

Put a string of sleigh bells out in front where every boy that passes will give it a pull or where the wind will shake them.

Now is the time to close out your skates and sleds. You will have but a small business from now on in these lines and you had better try to make them move.

Barn door hangers, latches, hooks, pulls, etc., will soon be seasonable. The farmer will be figuring on repairs before long. Be ready when he wants the goods.

If you want to do a large amount of business in a short time you do not want to be bothered answering people who want to know the price of this or that article. For the busy season and for the dull season as well have price cards in plain sight.

A clerk who checks the invoice over carefully when the new merchandise arrives is said to be a rare bird. Most clerks check it any old way, and the proprietor has little to depend upon. Checking the goods in, examining of invoices, and the markings of goods seem to be duties which the merchant must look after himself if it is to be properly done.

Devote some of your spare moments to planning your advertising this year. You cannot lay out every detail, to be sure, but you can form a general idea of what you will advertise at certain seasons and prepare copy for a good many general ads to be used early in the Spring. Write to jobbers for cuts that you will need.

A city hardware store the other day had a window entirely devoted to food choppers. There was a board along the front, with choppers clamped on as closely as they would stick. This is the kind of repetition in trimming that is sure to catch the eye. Try it some time. Food choppers are a good line to use for this, by the way. They are always in demand.—Hardware Trade.

## OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

## A CLERK'S VIEW.

Editor of Hardware and Metal:—Having read with interest the views expressed by some employers on the subject of overtime and vacations, I should like to express a clerk's views on some matters of this kind.

The query arises, does it pay to be strict about time with all employees? Certainly clerks should be given to understand that they are expected to be on duty at the time appointed, and those who are continually late show a lack of interest in their work, and this will undoubtedly count against them in their promotion. But, especially in the larger firms, the tendency is to be too strict, and some houses not only have time clocks on which the employees record their time, but have a man to watch the clock and make a special report of all who are late.

"The time clock upon which you record your time shows that you were four minutes late this 5-27-02. This is the first time you have been late and notified, and we ask that you be more prompt in future."

A note of this kind naturally annoys a conscientious and punctual employee, and it is not to be wondered at if in future he makes it a point to punch the time clock on the minute instead of a few minutes early in the morning and late at night as previously, or walk up and down the street at noon until his full hour is up.

Not long ago a wholesale house issued a notice that "owing to their having been imposed upon by their employees they had been forced to adopt the policy of 'no work no pay,' and hereafter no lost time from any cause whatever, including sickness, would be paid for." The same firm had worked so much overtime in the past year that had it been allowed for at regular time most of the employees would have received about three or four weeks extra salary, but all they did receive was a meal ticket to a restaurant or car tickets both ways home to supper. Under the circumstances, is it not natural that these employees will not work a minute of overtime that they can help? A man that is a man wants to be treated like a man and no business is so large that it is necessary to treat him like a machine, or if they do, he will only do the work of a machine, not of a man.

A HARDWARE CLERK.



## HARDWARE TRADE GOSSIP

### Quebec.

Alex. Bonin, plumber and tinsmith, Joliette, Que., was in Montreal recently.

Robt. Kerr, of the Kerr Engine Co., Walkerville, Ont., was in Montreal last Tuesday.

C. E. Keeler, tinsmith, of Iroquois, Ont., visited Montreal on a buying expedition the other day.

J. W. Davis has been appointed publicity manager of the Canadian Rand Drill Co., with headquarters at Montreal.

W. Gaulin, tinsmith and plumber, of St. Cesaire, called on some of the supply houses in Montreal during the week.

Geo. H. Pedlar, Sr., of the Pedlar People, Oshawa, spent the latter part of the week in Montreal on a purchasing tour.

A. H. Campbell, of A. C. Leslie & Co., metal merchants, Montreal, is not able to attend to his duties this week owing to illness.

Eusebe Monbleau, steamfitter and machinist, of St. Johns, Que., was among the out-of-town merchants in Montreal this week.

Mr. Matte, of Vandry & Matte, plumbers, Quebec city, placed some orders with Montreal supply houses while in the latter city this week.

The contract for the galvanized roofing on the new addition to the Peck Rolling Mills, Montreal, has been let to F. F. Powell & Co. of that city.

Mr. R. B. Leslie, formerly of Caverhill, Learmont & Co.'s staff, but now with A. C. Jenkins, Montreal, spent part of this week in New York.

D. J. McCormick, of the Montreal traveling staff of the Pedlar People, has secured the contract for a metal ceiling to be placed in the parish church at Joliette.

The Notre Dame Hardware Co., Montreal, are moving into splendid new quarters on the corner of St. James and Fulford streets. This is three or four doors east of their old stand.

Frank Turner is the latest man to annex a Caverhill, Learmont & Co. sample case. He will cover part of New Brunswick in the interests of this firm, making his initial trip next week.

The J. C. McLaren Belting Co., Montreal and Toronto, are celebrating their "golden anniversary" by sending out to their customers a paper-weight representing a pile of ten gold pieces of large dimensions.

Maison Jean Paquette, Montreal, has bought the stock of the late Joseph Jean Paquette, who was instantly killed by an electric wire some weeks ago. The store at 1584 St. Lawrence street will be kept as a branch.

Versailles Freres, hardware merchants, Montreal, have dissolved partnership, and while one will continue the hardware business, the other intends to go into the manufacture of a railway signal apparatus which he has patented.

Joseph Keeffer, who has been clerk with David Drysdale, hardware mer-

chant, Montreal, for the past six years, has bought the hardware store of May Bros., 599 Wellington street, Point St. Charles. He intends opening about February 1.

In response to a small paragraph in last issue regarding a calendar published by Ludger Gravel, the well known Montreal hardware merchant, there came many requests. In explanation regarding his inability to grant these, Mr. Gravel stated that by an accident in his premises which caused the bursting of a water pipe, his whole remaining stock of calendars has been destroyed, or at least rendered unfit for use.

Ludger Gravel, Jacques Cartier Square, Montreal, has been appointed agent for Canada for M. Hunter & Co., Limited, cutlery manufacturers, Talbot Works, Sheffield, Eng. This agency was obtained really while Mr. Gravel was over the sea with the Canadian Manufacturers' Association, and he stated the other day that he had bought many British lines after seeing them made that previously he never used.

J. C. Pendray, manager of the British-American Paint Co., of Victoria and Vancouver, called at the Montreal office

### LAST MINUTE MARKETS.

Montreal, Jan. 19, 1906

Discount on Lead Pipe has been changed to 15 per cent.  
Ingot Tin is now quoted at 39½¢.  
Turpentine is firm at 95 cents.

of Hardware and Metal this week. Besides being interested in the paint business Mr. Pendray is the largest manufacturer of soap in British Columbia. His statement that business is brisk, with splendid prospects, should thus be accepted as coming from one who is best qualified to judge. Mr. Pendray is a most interested reader of Hardware and Metal and always looks forward to its arrival on Thursday, when it usually reaches the Pacific shores.

### Ontario.

James Clark, Brechin, called on Toronto hardware jobbers this week.

Wm. Conrad, plumber, Waterloo, paid a visit to Toronto supply houses this week.

L. A. Payette, of Warden King & Son, Montreal, was a visitor in Toronto this week.

Harry Moore, hardware merchant, Oakville, made a buying trip to Toronto during the past week.

James Ballantyne, plumber, Montreal, called on friends in the heating trade in Toronto this week.

It is said that the Murphy Varnish Company, New York, propose to establish a branch plant in Toronto.

Peter Hymmen, Berlin, is building a new hardware store, and expects to move into it in a couple of months.

H. E. Hamilton, of Drummond, McCall & Co., Montreal, returned from a

business trip to Pittsburg a few days ago.

E. Lawrence, hardware merchant, Toronto, has moved into his handsome new store on the corner of Bloor and Margueretta streets.

The Canada Brass Rolling Mills, New Toronto, have been closed down temporarily. Alterations will be made and the works re-opened in the Spring.

M. E. Murray, Canadian representative of the Borden Co., Warren, Ohio, has returned to Toronto from a trip to headquarters, but will soon leave on an extended trip to Chicago.

Mr. Smallpiece, of Lewis Bros., Limited, is spending a short vacation in Toronto and New York. He is accompanied on his trip by George W. Ecclestone, hardware merchant, of Bracebridge, Ont.

C. C. Ballantyne, of Montreal, president of the Canadian Manufacturers' Association, was in Toronto this week to attend the monthly meeting of the executive council of the association.

J. H. Stewart, Tilbury, son of M. Stewart, hardware merchant, has joined the army of benedicts. The ceremony was performed on Dec. 19 last, and the bride was the recipient of many handsome and costly gifts.

The hardware and tinware business of Wm. English & Co., at Hastings, has been purchased by Messrs. J. E. Wilcox and H. Lambert, the new firm to be known as Wilcox & Lambert. Mr. English intends moving to Western Canada.

The Peterboro Lock Company are fitting up new rolling and plating rooms, removing the brass foundry to the new addition, and making other alterations. The enlarged facilities will give the company an opportunity to increase the output from one-third to one-half.

Mr. R. J. Younge, secretary of the Canadian Manufacturers' Association, has tendered his resignation, having accepted the position as salesmanager of the Canadian Rubber Co., of Montreal. Mr. J. F. M. Stewart, secretary of the Toronto branch, will probably be his successor.

### Western Canada.

A petty strike has occurred in the Burton Saw Works at Vancouver, the whole force of nine men leaving because the foreman was dismissed.

### Maritime Provinces.

John O'Brien, plumber, St. John, was married on Jan. 8 to Miss Elizabeth Fulton, of Minto, N.B.

### United States.

The Champion Mfg. Co., Rocky Hill, Conn., have arranged with the Smith & Hemenway Co., New York, for the entire sale of the product of their factory of axes, hammers, hatchets, can openers, and seasonable goods, such as ice picks, etc. Prices and illustrations will be furnished by them to the trade on application.

Owing to the increased demand for their goods the Schatz Hardware Mfg. Co., Chappaqua, N.Y., have made an addition of 50 x 40 to their forging department, and have installed a new engine and boiler room, with new engines and boilers to handle their increased production. The company manufactures a cheap line of nail pullers, mitre boxes and electrical tools.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

**Ingot Tin** has advanced 1c.  
**Pig Lead** has declined 3c. per 100 lbs.  
**Antimony** is quoted at 15c. to 15½c.  
**Ingot Zinc**—An advance of ¼c. has been made.  
**Sheet Zinc** is also quoted ¼c. higher than last week.  
**Bar Iron** is up to \$2.05 f.o.b. Montreal.  
**Saturated Paper** is now \$2.00 per 100 lbs.  
**Cotton Candle Wicks** have gone up to 22½c.  
**Linseed Oil** is 3c. above last week's prices.  
**Turpentine** has declined 1c.  
**Canadian Paris Green** has advanced 3c.

### TORONTO.

**Paris Green**—Canadian pure has advanced 3c.  
**Linseed Oil**—Some dealers have advanced another 2c.  
**Jute Twines**—Certain lines have been raised ½c.  
**Ingot Tin**—Prices have declined 1c.  
**Antimony**—Another ½c. advance has been made.  
**Bar Iron**—Quotations are \$1 per ton higher.

### WINNIPEG.

**Barb Wire**—Prices have been cut 10c.

## Quebec Hardware Markets.

Office of Hardware and Metal,  
 232 McGill Street,  
 Montreal, Jan. 19, 1906.

During the past week trade has picked up considerably among the local jobbers. Travelers' orders are beginning to come in very regularly, and particularly from the west. There is no particular feature to note about the trade, except that owing to lack of snow, the sale of sleigh bells in some parts of the country has been quite disappointing.

Prices are all very firm, but changes of any importance are not numerous. Cotton candle wick is now being quoted at 22 1-2c.; saturated paper at \$2.00 per hundred lbs., and bar iron has again advanced to \$2.05. Frothingham & Workman, Limited, of Montreal, have adopted the American lists on Gilmore's augers and bits.

**Axes**—Nothing new has occurred to change the current of trade in this branch. Our quotations are as follows: Chopping axes, unhandled, \$6.00 to \$9.50 per dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—Sales are only moderate and prices remain as follows: Hand-sewing machines, \$11 each, net; complete machines, with stand, \$18.00 and up, according to quality.

**Lanterns**—Last week's conditions still

prevail. We are still quoting: Cold blast, \$1.50; No. 0 Safety, \$5.00.

**Rivets and Burrs**—The continued firmness in the iron and steel, as well as in the copper market makes prices extremely steady in this line. The demand is fair at the following prices: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 40 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—Our prices remain: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Screws**—The turnover is, as usual, at this time of year, not particularly brisk. Prices are still quoted as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Boits and Nuts**—Our prices remain as follows: 3-8 and smaller, 60 to 10; 7-16 and larger 55 and 5.

**Horse Nails**—Orders are in fair quantity, and the market remains firm at the new prices recently listed. Our discounts are quoted as follows: C brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—Trade is quite lively and orders for Spring shipment are numerous. Our price is: \$2.15 per keg, f.o.b., Montreal.

**Cut Nails**—There is very little activity manifest. We quote: \$2.20 per keg, f.o.b., Montreal.

**Horseshoes**—Our prices remain as follows: P.B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern. No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes.

**Sporting Goods**—In spite of somewhat unfavorable weather the trade in snowshoes and skates shows very little let-up. We quote as follows: Skates from 25c to \$2.50, according to quality; snowshoes from \$15 to \$35 per pozen pairs, according to quality.

**Building Paper**—Shipments are still very few in number, though orders for

Spring delivery have been booked right along. The new prices which we mentioned last week have been maintained.

**Cement and Firebrick**—There is very little doing except in firebrick, which shows greater activity than is usual so early in the year. We quote as follows: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00 to \$2.05. Firebrick, English and Scotch, \$17.00 to \$21.00; American, \$30 to \$35; White Bros. Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—Our prices are as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

**Shot**—Prices still being quoted at net list.

**Sleigh Bells**—Dealers in some parts of the country report that the lack of snow has made sales very disappointing. We still quote as follows: Back straps, 30c. to \$2.50; body straps, 70c. to \$3.50; York Eye bells, common, 70c. to \$1.50, pear shape, \$1.15 to \$2.00; shaft gongs, 20c. to \$2.50; Grelots, 35c. to \$2.00; team bells, \$1.80 to \$5.50; saddle gongs, \$1.10 to \$2.60.

**Horse Blankets**—Our prices are: Jute, unlined, \$4.50; 3-4 lined, \$9.50; full lined, \$12; 16-oz. Hessian, unlined, \$6.50; 3-4 lined, \$11.50; full lined, \$14, and up to \$24; Kersey blankets, \$9 to \$21; all wool, \$24, \$30, \$48 and \$60.

**Raw Furs**—Owing to the comparatively mild winter which is being experienced all over the country, the demand for furs has been much below the average this year, a condition which must, of necessity, have a depressing effect on the raw fur market.

Prices just now are fairly stiff, very favorable quotations being given on many skins, but those "in the know" are expecting a big tumble, as a result of the conditions before mentioned. January sales are sure to be disappointing, and they will react upon the raw fur market. We quote prices on leading lines:

	No. 1.	No. 2.	No. 3.	No. 4
Bear.....Black	\$18 00	\$12 00	\$4 00	\$1 00
".....Yearlings	15 00	8 00	3 00	0 30
Fisher.....	7 00	5 00	2 00	0 30
Fox.....Red	6 00	4 00	2 00	1 00
".....Cross	3 00	2 00	1 00	0 20
Lynx.....	5 00	4 00	2 00	0 50
Marten.....Dark	6 00	4 00	2 00	0 50
".....Pale	5 00	2 75	1 25	0 50
Mink.....Dark	6 00	4 00	1 50	0 50
".....Pale	3 25	2 50	1 50	0 50
Muskkrat.....Spring	0 20	0 15	0 15	0 03
".....Winter	0 15	0 15	0 15	0 03
".....Ont. & E. Fall	0 15	0 15	0 15	0 03
".....N.W.T.&W.	0 12 to 0 15	0 08	0 08	0 03
Rabbit.....	0 01	0 00	0 00	0 00
Raccoon.....	1 25	0 70	0 30	0 10
Skunk.....	1 00	1 00	0 75	0 40
Weasel.....White	0 50	0 25	0 10	0 04
Wolf.....Timber	4 00	0 00	0 00	0 00
".....Prairie	1 25	0 50	0 30	0 00
Wolverine.....	4 00 to 6 00	2 to 3 00	1 to 1 50	50c to 75c







"Air Hardening," 65c. per lb.; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

**Merchant Steel**—The market remains steady at last week's prices. We quote: Sleigh shoe, \$2.17 1-2; tire, \$2.27 1-2; spring, \$2.75; toealk, \$2.82 1-2; machinery iron finish, \$2.27 1-2; ruled machinery steel, \$2.75; mild, \$2.17 1-2 and upwards; square harrow tooth, \$2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

**Cold Rolled Shafting**—We give the following prices: 3-16 inch, to 1-4 inch, \$6.80; 5-16 inch, to 11-32 inch, \$5.78; 3-8 inch, to 1 7-32 inch, \$4.76; 9-16 inch, to 47-64 inch, \$4.08; 3 1-8 inch, to 3 7-16 inch, \$3.60; 3 1-2 inch, to 3 15-16 inch, \$3.75; 4 inch, to 4 7-16 inch, \$4.08; 4 1-2 inch, to 4 11-16 inch, \$4.42.

**Galvanized Iron**—There is a strong feeling among the trade that recent advances in all the metals which go to make up galvanized sheets, and especially that of zinc, will force prices up also in galvanized. We are still quoting, however, as follows: Queen's Head, 18 gauge, \$4.25; 26 gauge, \$4.00; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, \$3.50; Fleur-de-Lis, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals' "Best Best," 28 gauge, \$4.10. "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots 25c. extra.

**Black Sheets**—In common with all sheet metals, decided strength has been shown and metal experts are inclined to believe that higher prices must soon be asked. For the present we quote: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—As predicted in our last week's issue, another rise in price has been declared, and everything points to a long continued period of high quotations. We give: 15c. to 15 1-2c. for Cookson's.

**Tin Plates**—The market is very firm and in fact, so far as British product is concerned, it is altogether too firm, as one of the local importers put it. Although prices have not been increased this week, we are inclined to expect it very soon. We are now quoting: Cokes, base size, 1C, 14 x 20, \$4.00; charcoal, base size, 1C, 14 x 20, \$4.25.

**Terne Plates**—Our prices remain: \$6.85.

**Ingot Zinc**—Another advance declared during the week has left the market very strong at 7 1-2c. to 7 3-4c.

**Sheet Zinc**—Prices in this metal have also advanced, with conditions favorable to still higher prices. We quote: 8 1-4c. in casks; 8 1-2c. in less than casks.

**Sheet Lead**—We are quoting: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—Another increase of 5c. has been made during the past week, and our price now is \$2.05 f.o.b. Montreal.

**Old Material**—Practically no change has transpired in any of the metals. Wrought iron is about as inactive as before, while cast iron is still in good demand. The rubber market is very quiet and few, or no, transactions have taken place during the past seven days. On the local market, old rubbers have declined 1-2c. We are now quoting as follows: Copper wire, 14 3-4c.; light copper, 13 3-4c.; heavy red brass, 13c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 75c. to 90c. per 100 lbs.; old rubbers, 7 1-4c. to 7 1-2c.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto January 19, 1906.

While there is a good January business reported, and there are large bookings of import orders for the first half of the year, there has been nothing exceptional happen during the week.

Prices have fluctuated somewhat, the net result being three changes. Bar iron is up to \$2.05, an advance of \$1.00 per ton, ingot tin has dropped from 40c. to 39c., and antimony has jumped up from 15 1-2c. to 16c. Other metals remain stationary.

**Pig Iron**—There is little business offering, but the mills are all booked ahead for several months. We still quote:

Middlesboro, f.o.b., Toronto.....	\$22 50
Hamilton, No. 1, at furnace.....	20 00
No. 2, ".....	19 50
Midland, No. 1, ".....	20 00
No. 2, ".....	19 50
Radnor, at furnace.....	21 50
Londonderry, f.o.b. Toronto.....	21 53

**Bar Iron**—As predicted by us, prices have been moved up. We now quote \$2.05 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—A drop of 1c. is the feature of the week. We now quote 39c. per pound.

**Tin Plates**—Jobbers report an active demand. Prices are firm.

**Galvanized Sheets**—Conditions are unchanged, the demand being heavy at the same quotations.

**Brass**—Recent advances in copper have been followed by higher quotations on brass. We, therefore, have to revise our quotations from 10 per cent. discount, to net list.

**Lead**—The market is much firmer. We quote: Pig lead, \$4.85 per 100 lbs., and bar lead, \$5.00 per 100 lbs.

**Zinc Spelter**—Prices hold steady, with demand fair. We quote: 7 1-2c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Both sheet and ingot copper is firm, with stocks not very large. We quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—An advance of another 1-2 cent has been made and 16c. is now being asked by local jobbers.

**Old Material**—Dealers' buying prices are: Heavy copper and wire, 15c. per lb.; light copper, 13c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 7c. to 7 1-4c. per lb.; country mixed rags, 75c. per 100 lbs.

**Coal**—Prices keep very firm, and we still quote: Anthracite in cars at bridges, grate, \$5.50 per gross ton; pea, \$3.75 per gross ton.

Standard Hoeking, soft coal, in cars, f.o.b. at mines: Lump, \$1.70; 3-4 inch, \$1.60, run of mine, \$1.40; nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.80; 3-4 inch, \$2.70; mine run, \$2.60; slack, \$2.35.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## UNITED STATES METAL MARKETS

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, January 18, 1906.

Our Pittsburg correspondent reports that the United States Steel Corporation has purchased from the Valley furnaces 85,000 tons of Bessemer pig for delivery during the first quarter at \$17.25 and also 40,000 tons for delivery during the second quarter at \$17.75, Valley. Negotiations for about 50,000 tons additional for the second quarter are pending. When the latter purchase has been consummated practically all the surplus Bessemer and basic pig iron in the valleys for the first half of this year will be out of the market.

The cast iron pipe interests have been the heaviest buyers of pig iron lately. It is estimated that the consolidation has taken an aggregate of about 40,000 tons and the Massillon shop has bought 22,000 tons, the greater part from southern furnaces.

The general foundry trade has bought largely, and yet particularly for the second quarter prices are not quite as high as have been demanded lately and as are being freely paid for the first quarter delivery.

There has been a feeling all along that difficulties in the transportation of raw material might during the Winter cause a squeeze in spot iron, and while the season thus far has been exceedingly favorable all danger is not yet removed.

There have been numerous reports of large transactions for American account in the English markets. None of these can be confirmed on this side, and in view of relative prices seem impossible. The only exception, in which there may be an opportunity for importing pig iron, is in the case of low phosphorus iron, in which prices abroad and here are nearer and in which there is a shortage here.

Rail makers have taken quite some additional tonnage. Among the larger orders are 20,000 tons for the Pennsylvania Railroad, which carries the total requirements of the system to close to 200,000 tons, and 10,000 tons additional for the Gould lines.



The structural shops are booking a good deal of work. A fair percentage of the capacity of the shops of the Steel Corporation will be needed for the extensions and betterments of its own plants. Thus 8,000 tons alone will be required for Homestead, and about 7,000 tons for South Chicago. Bethlehem has placed an order for 5,000 tons in Pittsburgh, and the same shop, the McClintic-Marshall, has been awarded 1,500 tons for the Standard Steel Car Company, 6,000 tons for track elevation in Chicago, and 12,000 tons of the tidewater work, the balance, 5,000 tons, going to another plant. Among other contracts are 3,800 tons for the Franklin & Clearfield road, 3,100 tons for the M. K. & T. line and 1,400 tons for the Lake Shore road.

The material for another lake vessel has been placed in Chicago, and there has been some noteworthy covering by boiler manufacturers of requirements for the first half of the year.

The open Winter thus far has greatly encouraged work which calls for wire products, and the new orders and shipments continue at a rate extraordinary for this season of the year. The mills thus far have been quite unable to accumulate the stock for the Spring trade which they usually endeavor to do. To what extent this is counterbalanced by a disposition on the part of the trade to anticipate requirements it is difficult to gauge at the present time.

### LONDON METAL MARKETS.

**Pig Iron**—Cleveland warrants are quoted at 54s. and Glasgow standard warrants at 52s. 10d, making prices as compared with last week 6d lower for Cleveland warrants and 1d lower for standard warrants.

**Tin**—Spot tin opened weak at £164 5s., futures at £164 10s., and after sales of 150 tons of spot and 400 tons of futures closed easy at £163 15s. for spot and £164 5s. for futures, making price as compared with last week £1 15s. lower on spot and £1 12s. lower on futures.

**Copper**—Spot copper opened easy at £78 15s., futures £77, and after sales of 400 tons of spot and 800 tons of futures, closed easy at £78 5s. for spot and £76 15s. for futures, making price as compared with last week, £1 7s. 6d lower on spot and £2 5s. lower on futures.

**Lead**—The market closed at £16 10s., making price as compared with last week 10s. lower.

**Spelter**—The market closed at £27 15s. making prices as compared with last week, £1 10s. lower.

### 1905 METAL MARKET REVIEW.

From S. W. Royse & Co.'s (Manchester, England) report dated December 29, 1905, we take the following review of the English metal markets during the year just closed:

Pig iron opened firm after advancing strongly during the last quarter of 1904, but fell away during January-February, rallying again in March-April, and declining steadily until late July, when the lowest prices of the year were reached; since then there has been a steady advance of 8s. 6d. to 9s. 3d. per ton, or an improvement of 3s. to 5s. since the beginning of the year. During this

month there has been a steady business, but prices have latterly eased somewhat; the general position is, however, considered satisfactory, although Cleveland stocks of pig iron have increased over half a million tons during the last twelve months. Copper has had an extraordinary year, declining steadily some £4 10s. per ton during the first five months, since which there has been a steady appreciation until early November, and then a rapid rise to present level of £15 above the lowest of the year. There is a strong consumptive demand, and a confident expectation that the position will be at least maintained for some time to come. Tin has advanced steadily since late January and very strongly during the last two months, the total rise being £28 during the year or £46 during the last eighteen months. The price is now not much below the highest record of £168 10s. in 1888, and the demand continues strong. Spelter is £3 10s. dearer during the year and is strong, but has varied but little during the last two months. Lead is about £3 dearer during the last two months, or £5 dearer during the year, and is quite firm.

The following table shows the fluctuations in values during the year:

	Prices at beginning of 1905			Prices at close of year.			Highest prices in 1905.			Lowest prices in 1905.		
	£.	s.	d.	£.	s.	d.	£.	s.	d.	£.	s.	d.
Scotch Warrants.....	2	13	6	2	18	6	2	18	9	2	9	4½
Cleveland ".....	2	10	9	2	13	10½	2	14	6	2	5	3
Copper, G.M.B. ....	68	2	6	79	5	0	80	5	0	64	2	6
Straits Tin.....	134	5	0	162	12	6	166	5	0	130	5	0
Spelter .....	25	2	6	28	15	0	28	17	6	23	10	0
Lead, foreign .....	12	17	6	17	17	6	17	17	6	11	18	9
" English .....	13	2	6	18	2	6	18	2	6	12	1	3

### CAR CONSTRUCTION IN 1905.

The year 1905 has been a record one, both for car builders and locomotive builders, says the Railroad Gazette. Official returns from all of the car building plants in the United States and Canada, with the exception of one of the smaller builders the output of which has been estimated from current record, show that 168,006 cars were built during 1905, including cars for use on subway and elevated railroads, but exclusive of street and interurban electric cars. These figures do not include cars built by railroads in their own shops, of which an exceptionally large number have been built this year. Of the above total 165,455 are for freight service and 2,551 are for passenger service, 162,701 are for domestic use and 5,305 are for export. This is the largest car output in any one year on record, and is considerably more than double the total output for last year, which was 62,950. The next largest output for any one year was in 1902, when a total of 164,547 cars were built.

During the past three months, the car companies have booked some record-breaking orders. The majority of these are for 1907 delivery, and among them are orders from two of the leading railroads, which alone amount to almost as many cars as the total output in 1904. During the year, 2,164 cars were built by firms in Canada, an increase of 222 cars

over the number built in 1904. The following shows the estimate of cars built during the last seven years: 1899, 121,191; 1900, 117,267; 1901, 139,005; 1902, 164,547; 1903, 154,808; 1904, 62,950; 1905, 168,006.

Official returns from all of the locomotive builders in the United States and Canada, show 5,491 new locomotives built in 1905, as against 3,441 built in 1904. Like the car total, this does not include locomotives built by railroads in their own shops, nor does it include orders given for repairs or rebuilding. Of the total number of locomotives reported built, 140 were electric locomotives for last year. Of the total, 583 were for export, and 4,896 for domestic use, including 177 compound locomotives. The locomotives built this year exceed the total for any previous year. The nearest number was in 1903, when there were 5,151 locomotives built.

### THE DIVINE WATER MOTOR.

The Smith & Hemenway Co., New York, have taken the exclusive sale of the Divine water motor. A number of

changes have been made and it will hereafter be known as the Divine red devil water motor, and finished in carmine red, packed with blue buffing wheel, a bevelled emery wheel, a cake of polish, pulley and a bracket for holding articles to grind or polish.

Some of the improvements which have been made are extending the width of the case so as to not have any back motion in discharging the water, reducing the size of their buckets, and putting a wing nut on instead of an ordinary square nut as has been used heretofore. These improvements make the motor very much more durable. On an 80-pound pressure it develops 5,300 revolutions to the minute.

The motor is now so strong that it will drive successfully a jeweler's lathe, a 12-in. blower for blacksmiths and jewelers, as well as artizans, a sewing machine for household purposes, and will grind axes, hatchets, chisels, planes, knives of all descriptions, and scissors, run an ice cream freezer, or can be used for grinding all kinds of small tools.

N. A. Timmons, head of the Larose mines, in the Cobalt district, has announced that his company proposes to establish a \$250,000 smelter near their mines.

Four customs plants to be operated on the Kingsley process of extracting metals from ores direct, are to be established in the Cobalt district.



# Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, Jan 19, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,

Winnipeg, Man.

Hardware and metal lines have been quiet during the past week, though there are signs that the expected good Spring trade is commencing, and in fact some houses state that they are even now busy on Spring orders. With the exception of one or two articles, prices are unchanged. Barbed wire has been cut ten cents, the result of the throwing upon the market by an independent American concern of a large quantity of wire. It is not expected that the price will hold at this reduction.

**Game Traps**—A few game traps are still selling. Prices are unchanged. We quote:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66½ p.c.
Newhouse, ".....	35 p.c.
Bear.....	\$7 each

**Lanterns**—The market is "open" and it is hard to quote with anything approaching to exactitude. The average prices are about as follows:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

**Bluestone**—Price for 1906 delivery is \$6.50 per cwt.

**Wire**—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8.....	\$3 39 9..... \$2 50 2 90
" " " " 10.....	3 50 12..... 3 10
" " " " 13.....	3 20 14..... 3 90
" " " " 15.....	4 45 16..... 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10.....	\$2 96 11..... \$1 02
" " " " 12.....	3 10 13..... 3 20
" " " " 14.....	3 30 15..... 3 45
Annealed wires (uncoiled) 10c. less.	

**Horseshoes**—Prices have been steady since the recent advance in steel shoes. Quotations are as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
" " " " No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
" " " " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " " " No. 2 and larger.....	4 75

**Horsenails**—Discounts are as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

**Wire Nails**—The price has been steady since the recent decline to \$2.60 per keg.

**Cut Nails**—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

**Pressed Spikes**—Prices are firmly held at following quotations:

Pressed spikes, ½ x 5 and 6.....	\$4 60
" " " " 5-6 x 5, 6 and 7.....	4 25
" " " " ¾ x 6, 7 and 8.....	4 10
" " " " 7-16 x 7 and 9.....	4 00
" " " " ¾ x 8, 9, 10 and 12.....	3 90
" " " " ¾ x 10 and 12.....	3 75

**Screws**—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " " " ".....	80 p.c.
Flat " " " " " ".....	75 and 10 p.c.
Round " " " " " ".....	70 and 10 p.c.
Coach.....	70 p.c.

**Nuts and Bolts**—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " " " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " " " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " " " small lots.....	2½ c. "
Hex " " " " case lots.....	3c. "
" " " " smaller lots.....	2½ c. "

**Rivets**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	32
" " " " No. 12.....	37

**Coil Chain**—Unchanged in price. We quote:

Coil chain—	
3-16 inch.....	\$1 25 ¼ inch... \$7 20
5-16 inch.....	5 20 ¾ inch... 4 60
7-16 inch.....	4 45 ¾ inch... 4 30
¾ inch.....	4 10 ¾ inch... 4 00

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discounts are now 60 and 5 per cent.

**Axe Handles**—Quoted as follows:

Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90 No. 2..... 1 60
Octagon extra. 2 30	No. 1..... 1 60

**Axes**—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad " " " ".....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, " " " ".....	8.25
Model " " " ".....	8.50
Black Prince " " " ".....	7.25
Black Diamond " " " ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, " " " ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " " " Black Prince, per doz.....	9.25
" " " " Standard Flint Edge, per doz.....	10.50
" " " " Copper King, per doz.....	11.00

**Butts**—The discount on wrought iron butts is 70 per cent.

**Churns**—The discounts from list prices are 45 and 5 per cent.

**Chisels**—Quoted at 70 per cent. off list prices.

**Auger Bits**—Discount on common auger bits is 65 per cent.

**Blocks**—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

**Fittings**—Discounts are quoted as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	60 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.

**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T" and strap hinges is 65 per cent. off list prices.

**Hooks**—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " " " " per doz.....	1.70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

**Wringers**—Prices are as follows:

Royal Canadian per doz.....	\$30 00
R. B., per doz.....	31.75

**Files**—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

**Building Paper**—The big rush is of course over, but there is still a steady sale at unchanged prices. We quote:

Joliette, plain.....	40c.
" " " " tarred.....	65c.
Cyclone, plain.....	55c.
" " " " tarred.....	80c.
Anchor, plain.....	55c.
" " " " tarred.....	65c.
Pure fibre, plain.....	60c.
" " " " tarred.....	80c.

**Tinware, Etc.**—We quote again as follows:

Tinware, pressed, retinned,.....	70 and 10 p.c.
" " " " plain.....	75 and 2½ p.c.
" " " " pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, white.....	45 p.c.
" " " " Famous.....	50 p.c.
" " " " Imperial.....	50 and 10 p.c.

**Cordage**—The price is steady since the recent advance. We quote as follows.

Rope, sisal, 7-16 and larger, basis.....	11 25
" Manila, 7-16 and larger, basis.....	15 75
Lathvorn.....	11 25

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

**Vises**—Prices are quoted as follows:

" Peter Wright," 30 to 34.....	4½ c. per lb.
" " " " 35 to 39.....	14 "
" " " " 40 and larger.....	13½ c.

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$8. The "1904" sheep shearing machines are sold at \$13.60.

**Ammunition, Etc.**—Prices and discounts are unchanged. We quote:

Ammunition, cartridges, Dominion R.F.....	50 and 5 p.c.
" " " " Dominion, C.F., pistol.....	20 p.c.
" " " " " " " " military.....	20 p.c.
Ammunition, cartridges, American R.F.....	33½ p.c.
" " " " C.F., pistol.....	5 p.c.
" " " " C.F., military.....	10 p.c. advance.

**Loaded shells:**

Dominion Eley's and Kynoch's soft,	
12 gauge.....	
black.....	16 50
chilled, 12 gauge.....	17 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	20 50
Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F., keg, Hamilton.....	4 75
" " " " F.F.C., Dupont's.....	5 00

**Iron and Steel**—Prices are quoted as follows:

Bar iron (basis).....	2 60
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	9 50
Jessop.....	13 00



**WINDOW GUARDS,  
OFFICE RAILING,  
IRON GATES,  
WIRE FENCING,  
COAL SCREENS,  
SPRING BEDS  
AND MATTRESSES**

**MUNRO WIRE WORKS, Limited**

WINNIPEG, MAN.

NEW GLASGOW, N.S.

## ARTISTS' MATERIALS AND ARCHITECTS' SUPPLIES, ETC.

We carry a complete line of **WINSOR & NEWTON'S** and other leading manufacturers' goods in stock. Ask for our new catalogue.

**THE WINNIPEG PAINT AND GLASS CO., LIMITED**  
WINNIPEG, CANADA

## WINNIPEG CEILING and ROOFING CO.

Manufacturers of

**Corrugated Roofing and Siding, Metal  
Ceilings, Cornices, Etc.**

**WINNIPEG, - MAN.**

## Standard Lanterns for 1906

Banner Cold Blast Lantern (See New Design)  
Leader Cold Blast Lantern, " "  
Climax Safety Tubular Lantern, " "

SAMPLES OF ABOVE READY FEBRUARY 1ST.

For sale by all prominent jobbers of Hardware and Crockery.

The "Banner" and "Leader" Lanterns are both warranted Wind-proof, and, as usual, surpass all others for quality and construction.

MANUFACTURED BY

**ONTARIO LANTERN AND LAMP CO., LIMITED** Hamilton, Ont.

**Black Sheets**—No change in price. We quote as before:

Black Sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge .....	3 75
24 gauge .....	3 90
26 gauge .....	4 00
28 gauge .....	4 10

**Galvanized Iron**—The market is steady at the recent advance. We quote:

Apollo, 16 gauge.....	3 90
18 and 20 gauge.....	4 10
22 and 24 gauge.....	4 45
26 gauge.....	4 40
28 gauge.....	4 65
30 gauge or 10 1/4 oz.....	4 95
Queen's Head, 24 gauge.....	4 60
26 gauge.....	4 65
28 ".....	4 90

**Tin Plates**—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box ....	9 50
" IX " .....	11 50
" XXI " .....	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—We quote:

Canada plate, 18 x 21, 18 x 24.....	3 50
Canada plate, 20 x 28.....	3 75
Canadaplate, full polished.....	4 25

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

**Pig Lead**—Pig lead is now quoted at \$5.00.

**Iron Pipe**—Prices are still quoted as follows:

# PAINTERS' SUPPLIES

Stephens line of Painters' Supplies and Tools have a distinguished popularity among both dealers and painters.

Never have we had such a large and well assorted stock.

Prices are right — this class of trade is always a profitable one to handle.

If you have not already received a copy of our **ILLUSTRATED TRADE CATALOGUE**, write at once; we would like to send it to you at our expense.

It contains 94 pages, illustrating and describing the most complete line of **PAINTERS' SUPPLIES** in Western Canada.

We are sure that this catalogue would be a great help to you when ordering by mail.

**Write for Catalogue "D"**  
**WRITE TO-DAY**

**G. F. STEPHENS & CO.**

LIMITED

WINNIPEG, CANADA



Black iron pipe, 1/4 inch.....	2 5
Black iron pipe, 3/4 inch.....	2 85
Black iron pipe, 1 inch.....	3 15
Black iron pipe, 1 1/4 inch.....	4 00
Black iron pipe, 1 1/2 inch.....	5 75
Black iron pipe, 2 inch.....	7 85
Black iron pipe, 2 1/2 inch.....	9 40
Black iron pipe, 3 inch.....	12 90

**Petroleum and Gasoline—** Prices are quoted now as follows:

Silver Star, per gal.....	21 1/2 c.
Sunlight ".....	22 1/2 c.
Eocene ".....	24 1/2 c.
Pennoline ".....	25 1/2 c.
Crystal Spray ".....	24 1/2 c.
Silver Light.....	22 1/2 c.
Gasoline, 7-72 (Engine).....	25 1/2 c.
(In barrels f.o.b. Winnipeg.)	

**Paints, Oils and Turpentine—** There is an average trade for the present season. Prices are steady. We quote:

White lead (pure).....	20 5
Bladder putty, in bbls.....	0 02 1/2
Bladder putty, in kegs.....	0 02 1/2
Turpentine, pure in barrels.....	1 00
Less than barrel lots.....	1 09
Linseed oil, raw.....	0 64
Boiled.....	0 67

#### Window Glass—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2.25
26 to 40 ".....	2 40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4.00
26 to 40 ".....	4.25
41 to 50 ".....	4.75
51 to 60 ".....	5.25
61 to 70 ".....	5.75
21-oz C.S., double, in 100-ft. cases—	
26 to 40 united inches.....	7.35
41 to 50 ".....	8.40
51 to 60 ".....	9.45
61 to 70 ".....	10.50
71 to 80 ".....	11.55
81 to 85 ".....	12.60
86 to 90 ".....	14.75
16 to 95 ".....	17.30
6 t. 100 ".....	

## Nova Scotia Trade News

Halifax, N.S., Jan. 17, 1906.

Trade has not improved any since last report. The jobbers are still busily engaged in taking stock, and expect to be so until the end of the present month. The travelers are on the road again after the holidays, but so far the orders coming in are very small. Collections are a good average, and the firms are pleased with the outlook. Most of the jobbers have placed their orders for Spring goods, and all of them have booked their orders for import. In some cases the goods are now on the way from foreign parts.

Prices have undergone a considerable change of late, as the following will show, all being very recent advances on this market:

Linseed oil, raw 57c boiled, 60c.	
English coil chain—1, \$5; 5-16, \$4.10;	
1, \$3.90; 7-16, \$3.80; 1, \$3.70; 1, \$3.50; 1, \$3.40.	
Sheet iron—16 gauge, \$2.75; 18x20,	
\$2.35; 22x24, \$2.10; 26, \$2.55.	
Sheet lead—3 p. and heavier, \$5.75;	
2 1/2, \$6.	
Sheet zinc—Casks, \$8.25; less than	
casks, \$8.75.	
Glass—Up to 25-in., \$2.10; 26 to 40-	
in., \$2.20; 41 to 50-in. \$2.80; 51 to	
60-in., \$3; 61 to 70-in., \$3.50.	
Wire nails, base, -\$.25.	

Tarred felt, per 100, \$2. Ready roofing, 2-ply, per roll, 95c; 3-ply, \$1.20. Wire edge roofing, 2-ply, \$1.25; 3-ply, \$1.50.

\* \* \*

West Prince, P.E.I., Board of Trade has fallen in line with the request of the Halifax board, and adopted a resolution to ask the Federal Government for a bonus of \$6 per ton on all steel ships built in Canada.

\* \* \*

When the Tariff Commission visited New Glasgow last week, the greater part of the sitting was occupied with hearing the case of the Nova Scotia Steel & Coal Company, which was presented by Harvey Graham and Thomas Cantley. After referring to the extent of the steel industry in this province, they asked that the Government bounties of 1905 be continued for two years before applying to reductions as per the present schedules. Delegates from the Standard Drain Pipe Company asked for a specific, in place of an ad valorem duty on certain kinds of sewer pipe, and for the Humphrey Glass Co. asking that glass molds be made free. A representative of the Bailey-Underwood Co. asked for certain changes in the tariff on certain grades of steel used in the manufacture of springs. The I. Matheson Co., Limited, expressed satisfaction with the present tariff on boilers and tubes, but asked for a reduction on certain kinds of corrugated iron furnaces not made in Canada.

## New Brunswick Trade News

St. John, N.B., Jan 15, 1906.

Trade conditions generally are satisfactory in the local hardware world just now. Travelers report good orders and retailers state that business is such as to cause them to feel little worry. The openness of the Winter weather so far has, of course, been favorable to business, and as "times" are good it is but to be expected that trade conditions should be of the kind to be viewed with complacency. The feature of the hardware market at present is, above all else, the prevailing firmness and the evident tendency to higher prices. The firmness has been quite fittingly described as remarkable by more than one well informed man, for it has not often been more noticeable.

\* \* \*

New prices have gone into force in wire fencing recently. The advance ordered has the effect of bringing the price of this commodity up above those prevailing last year. Two dollars and fifty-five cents when carload lots are secured, and about two dollars and sixty-five cents in broken quantities, are the quotations now given. As previously noted here, the demand for wire fencing is showing a marked increase yearly, and, of course, this increase is not surprising. The agents of the Page Company are understood to have done excellent business in this territory during the past season, and the same is true of those who represent the Frost concern.

\* \* \*

The St. John Iron & Hardware Association has recently elected its offi-

cers for the year 1906. The men chosen to fill the various positions are: President, Mr. John Keefe; vice-president, Mr. W. S. Fisher; secretary-treasurer, Mr. John J. Barry; directors, Messrs. W. H. Thorne, Thomas McAvity, M. E. Agar; executive committee, the officers and Messrs. W. H. Thorne, Thomas McAvity, and Miles E. Agar. The association will hold its annual dinner on January 26.

\* \* \*

The demand for horseshoes has been good of late. This was to be expected and, consequently, is not causing any comment. But the unusually stiff figures at which horseshoe nails are selling is indeed a source of comment. In the past month or so the quotations for these nails have been advanced a dollar and a half. This in itself is something decidedly out of the ordinary but the fact that there is still an evident tendency to higher prices makes this state of affairs somewhat more surprising.

\* \* \*

Lead is still going upward in price. Two advances have been noted in a comparatively short time.

Bar iron has also advanced twice of late. It is now firm with a tendency upward manifesting itself. Black sheet iron is also tending to higher figures. It is now quoted at figures about 25 per cent. above those given earlier in the season.

White lead, linseed and turpentine are all showing the tendency to higher prices.

### IT PAYS TO ACCOMMODATE.

There is nothing people appreciate more than being served by those who really enjoy accommodating them. What a comfort, at a strange hotel especially, to be served by those who seem anxious to please us, who seem to take real pleasure in making us feel at home and comfortable! There is no one quality which will help youth along more rapidly than the cultivation of this desire to please, to accommodate. It appeals to everybody; it creates a good impression.

What a pleasure and a comfort, when traveling, to be served by pleasant, good-natured people who try to please us! A surly, impudent Pullman porter often destroys the pleasure of a whole journey on a train. An impudent clerk in a hotel office can make everybody in the house uncomfortable, and such service is dear, even if it could be had for nothing.

It is noticeable that a boy who always tries to help wherever he can, and to make everybody comfortable, who is accommodating in everything, is very popular, and other things being equal, most likely to be promoted.

### TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

10. A Belgian glass manufacturer would be glad to obtain the address of any Canadian importer interested in this commodity.



**CATALOGUES AND BOOKLETS**

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

**Useful Year Book.**

"Surety Sayings" is the title of a convenient red cloth-bound year book issued by United States Fidelity & Guaranty Company, of Baltimore, Md., for which A. E. Kirkpatrick is Canadian manager, with offices at 6 Colborne street, Toronto. The book provides a blank page for every day of the year at the top of which appears a quotation; each quotation makes a pointed allusion to the surety business. Occasionally a cartoon is inserted with the same object. The book is about as clever a production in its line as could be imagined.

**Trophies and Prize Cups.**

The Toronto Silver Plate Company, Toronto, are making a specialty of trophies, prize cups and designs, and some very fine illustrations of silver plate made by them are shown in catalogue No. 20, which should be in the hands of every hardware merchant. It will be sent on request if this paper is mentioned.

**Jones' 1906 Price List.**

The D. F. Jones Mfg. Company, Gananoque, have issued in catalogue form their 1906 price list of shovels, spades, scoops, draining tools, etc. Dealers who desire a copy should mention this paper when sending for one.

**Reliance Water Boilers.**

A very neat catalogue has been issued by the A. C. Thompson Company, North Sydney, N.S., describing the good features of their Reliance water boilers, which they consider the best on the market. Sectional cuts of the various parts of the boiler are shown, each part being described very minutely. The company also manufactures stoves, ranges, soil pipe, etc. If Hardware and Metal is mentioned the company will probably be glad to send catalogues and give other information regarding their products.

**"Marguerite."**

E. C. Atkins & Co., Indianapolis, Ind., and Toronto, have sent their customers as a New Year's greeting a large picture entitled "Marguerite," together with a neatly printed and well worded circular. Those being sent to the trade have an advertisement of the firm on the bottom, but others are procurable without lettering by remitting 50c. to cover cost of picture, postage, etc. Mention Hardware and Metal if a copy is sent for.

**Beautiful Calendar Free.**

The Horton Mfg. Company, Bristol, Conn., are offering one of their 1906 calendars free to any hardware dealer who clips the coupon in their advertise-

**"Metallic" Fronts**

Suggest a "Metallic" Front to your neighbor for that new building.

Pages 384 to 399 of our Catalogue show styles that cannot fail to please him and reveal to him possibilities in Sheet Metal work he never thought of. A quick sale at a good profit will surely be the result.

We make up these fronts in a great variety of beautiful designs.

Nothing is too simple or too intricate for us to undertake.

New trade and extra profits are in store for live dealers who don't overlook the local possibilities of "Metallic" building materials.

**OUR NEW  
\$10,000  
CATALOGUE**

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopedia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

**THE METALLIC ROOFING CO.**

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

We also manufacture:

"Eastlake" Metallic Shingles  
"Metallic" Ceilings and Wall Plates  
"Metallic" Cornices, Skylights and Ventilators  
"Metallic" Siding, (Stone, Brick, etc.)  
"Impervia" Fireproof Windows  
"Empire" Metallic Shingles  
"Metallic" Crestings and Finials  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eavetrough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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ment and sends it on their letterhead to the above address. The illustration shows a pretty fishing scene, appropriate to the "Bristol" rods made by this company.

**Canada Paint Calendar.**

A good combination of ornament and advertisement is the 1906 calendar of the Canada Paint Co. It is in the shape of a long panel, 36x11 inches in size, and the dates are printed so boldly as to be readable for a long distance. A beautifully lithographed representation is given of a sailor in regulation uniform on a seat suspended from above, painting the sides of a great liner with C. P. Co.'s black marine paint. This calendar is noteworthy for the almost unconscious manner in which it presents its advertisement.

**Estey & Co.'s Reminder.**

Estey & Co., St. John, N.B., selling agents for steel and metal of all kinds, have issued a pretty calendar, cataloging the various lines they handle. A colored reproduction of the famous painting, "The Smithy," will entitle this calendar to a place on any wall, and Estey & Co. will be pleased to send it to anyone in the trade who mentions Hardware and Metal in requesting it.

**Lockerby & McComb's Calendar.**

Lovers of the beautiful will be greatly pleased by the fine calendar which Lockerby & McComb, manufacturers of building paper, Montreal, are now sending to their customers. The striking feature of this calendar is the fact that the high coloring, while adding to its beauty, also marks it out distinctly from all others. The background is green, enfaming a dainty sample of feminine beauty arrayed in red gown and hat. Anyone who has not yet received this calendar

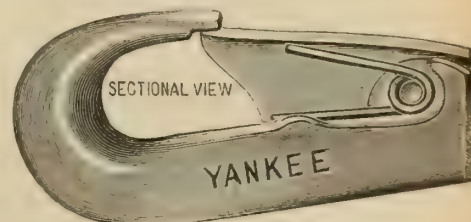
will be supplied with one on request. Please mention this paper in writing for the calendar.

**Red Sheet Packing.**

The Canadian Fairbanks Co., Montreal, are offering to send a sample of their red sheet packing to hardware dealers who clip coupon in their advertisement on another page.

**THE YANKEE SNAP.**

One of the most important improvements in the Covert Manufacturing Company's line of goods is the brass lever spring used exclusively in their Yankee snaps. The sectional view of the body and hook of one of their Yankee snaps accompanying this article illustrates and



Yankee Snap with Brass Lever Spring

demonstrates the practical advantages of this great improvement. No other snap manufactured possesses this invaluable feature. It is practically indestructible, and will remain unimpaired as long as the snap lasts. When writing the Covert Manufacturing Company, Troy, N.Y., mention this paper.

The man who never does the thing he puts off until to-morrow ought to put off until then the thing he ought not to do to-day.



# THE BUSINESS SITUATION IN CANADA

## Mr. Byron E. Walker at the Annual Meeting of the Canadian Bank of Commerce.

The thirty-ninth annual meeting of the Shareholders of the Canadian Bank of Commerce was eminently satisfactory, for they had a most prosperous year. The directors' report showed, in addition to a balance of \$28,726 39 from last year, net profits of \$1,376,167 63, premiums on new stock \$564,996 63, so that, in addition to paying dividends at 7 per cent. to the amount of \$666,784 27, writing off bank premises \$219,233 99 and transferring to the Pension Fund \$25,000, there remained \$1,000,000 to be transferred to the Rest Account, together with a balance forward of \$58,871.76. The reserve fund is now \$4,500,000 and the capital \$10,000,000.

The feature of the gathering and the talk in Canadian financial circles was the address of the General Manager, Mr. B. E. Walker. It is probably the best review of the business situation in Canada that has ever been presented. We publish his remarks in full. This address, taken in connection with Lord Strathcona's recent prophesy of a population of 80,000,000 for Canada within the century, is flattering to Canadian sentiment and should encourage a conservative investment in both public and private enterprises of a permanent character.

### GENERAL MANAGER'S ADDRESS.

In reviewing the business situation a year ago we found it a much more difficult task than usual because of the very varying state of many of the factors which influence our progress. We began the year 1904 expecting some curtailment of a prosperity which had perhaps lasted too long without a check. But although the results from the forest, from agriculture, pasturage and fishing, were all less than we had hoped, the end of the year found us prosperous and more confident than ever. Beyond a doubt, however, we were spending money in all matters, public and private, on an unexampled scale for this usually prudent and economical country, and nothing but large results from industry for the past year would have justified our course. Throughout the whole of 1905, however, there has been no moment of national doubt, and nature seems to have furthered almost every effort we have made. This has clearly produced an optimism which is fraught with great danger, and it is to be hoped that everywhere in Canada the many who did not hesitate to incur debt because they believed in the future, will, now that partial fruition of their hopes has come, hasten to get out of debt before they consider what new expenditure the still further removed future will justify. In saying this I need not apologize for repeating what has already been said elsewhere; indeed, it can hardly be said too often.

It may be well before dealing with details, to consider the main facts which seem to influence our immediate future. So far as our interests are in common with those of the rest of the world, the end of the Russo-Japanese war seems the most important event of the year. The cost of money in the markets of Europe, owing to recent wars, has been abnormally high for many years. If, after the final loans caused by this last war are placed, we are to have a long period of peace, then the value of money in Europe should gradually decline, and this would have a most favorable effect not only in the ease with which money could be got for Canadian enterprises, but in the cost of the fixed charges upon the enterprises arising from such borrowings. Of course the present terribly disordered state of Russia must pass away before Paris and other continental money markets are restored to a normal condition. But in any event, unless China intends to resent her bad treatment by the western nations, it seems as if we may reasonably

expect peace and great industrial development in that part of Asia which looks across the ocean to our own Provinces and to those States in the American Union which have their shores on the Pacific Ocean. If so, we are reasonably certain that this bank will share largely in the trade which must come to both Canada and the United States. While the purchasing power of each individual of these Japanese and Chinese peoples may be very small—and that part of it which represents what is called foreign trade is certainly very trifling—still the aggregate, owing to the vast population, will be very large as soon as they are well enough off to buy such staples as wheat, flour, timber, railroad supplies, etc., in any proportion to their desire to obtain these commodities.

Another great factor in the gradual restoration of the money markets to a normal condition is the rapidly increasing new gold supply. The addition in each year to the world's store of precious metals of about \$350,000,000 worth of gold and about \$100,000,000 worth, at present market prices, of silver, is large enough not only to steady the money markets in the course of time, but also to give great impetus to the efforts being made in some countries to escape from a mere paper basis, and in others which are on a silver basis, to advance to a gold basis. We have entirely recovered from the decline in the volume of production caused by the South African war; indeed the output of \$350,000,000 for 1904 means an increase in the annual production of \$150,000,000 in nine years. So that we may soon be able to say that the world has doubled its annual new supply of gold in twelve or fifteen years.

Other important facts, but of more local and direct concern to Canada, are our good crops, the enlarged scale of our railroad building, the satisfactory inflow of immigration, the development of steel and iron making, and the tremendously enhanced interest shown regarding Canada in both Great Britain and the United States, particularly exemplified by acute discussions of tariff preference and reciprocity.

It is hardly necessary to enter as fully into the details of our foreign trade as we did a year ago. The fiscal year covered by the Dominion Government reports ended 30th June, 1905, and the effect of the harvest of 1905 on our exports is therefore not yet evident. We again show a serious loss in exports, the total falling to \$203,316,000, about

\$10,000,000 less than in 1904, and \$22,500,000 less than the high-water mark of 1903. The loss is practically all in agricultural products, other increases and decreases about offsetting each other. Doubtless in the first half of the present fiscal year the loss will have been made up. The more serious aspect of our foreign trade is on the import side. We had \$10,000,000 less to pay with by way of exchanging commodities, and yet we bought \$7,500,000 more than for the previous year, widening the unfavorable balance between exports and imports to \$63,500,000. From 1895 to 1901 inclusive, but deducting the small contra balance of 1899, the excess of exports over imports was \$51,000,000. This has been followed by an excess of imports over exports from 1902 to 1905 inclusive, but practically for only three years, of \$125,000,000. As we said a year ago, we are spending money in public and private improvements, looking to the future for a return, but do not let us overlook the fact that we are putting a heavy mortgage on the future. It is well to notice that we imported a little less from Great Britain in the year under review than in the previous year, while our imports from the United States were nearly \$11,000,000 greater. Of our imports iron and steel in all forms, including rails, account for nearly \$40,000,000. This gives a concrete illustration of what it would be worth to Canada to make these articles entirely, or as nearly as possible, in our own country.

The Clearing House returns help us to understand the growth of the internal trade of Canada. In 1904 the total of the operations of eleven clearing houses was \$2,735,744,235. For 1905 the total is \$3,336,602,170.

### THE MARITIME PROVINCES.

In view of the rather unhappy conditions we had to report last year regarding the Maritime Provinces, it is pleasant to have to deal with a much improved state of affairs this year. The Provinces experienced another unusually severe winter, and this had a somewhat adverse effect on business. For instance it increased the cost and lessened the cut of lumber. The cut, it will be remembered, was being in any event intentionally reduced because of a sharp fall in the price of deals. The usual result of this curtailment of product has happily been obtained, and returns for all lumber products are again high while the prices offered for the next season's cut of spruce deals are almost a record, and the demand for freight space at St.



## ONTARIO.

John, N.B., has very greatly increased rates. For fish, prices have been paid which have not been reached before, and results in some kinds of fishing are quite satisfactory. There are, however, details in this important industry which are worth our attention. While the bank and the bay fishing have been equal to the average of the last three seasons, with better prices, the shore fishing, except in lobsters, is nearly ruined by the so-called dog-fish, the predatory incursions of which have almost ruined for the time being the valuable mackerel and herring fisheries. The loss incurred in money is very large indeed, and it is certainly to be hoped that the experiments of the Government, looking to the material decrease of the numbers of dog-fish, may be successful.

The enforcement of the Newfoundland Bait Act, as it applies to United States fishing vessels, is helping the fishermen of the Maritime Provinces as well as of Newfoundland, and the importance of the matter to us makes it an additional cause for regret that Newfoundland is not in the Confederation. Is it not time for Canada to reconsider the *modus vivendi* arrived at after the rejection by the United States Senate, in 1888, of the Chamberlain-Bayard Treaty? Why should we give United States fishing vessels the very privileges which enable them to undersell us in their markets? We realize that this is a matter which must be viewed broadly if any breadth of view is shown by our neighbors, but we have as yet seen little evidence of that. Canada and Newfoundland together own magnificent fishing areas, large enough to influence greatly the fish markets of the world. As the various countries of the world increase in wealth and purchasing power, the demand for fish, cured in one form or another, must steadily increase. The prosperity of our Atlantic and Pacific Provinces depends virtually on the permanence and increased volume of our fisheries. Why should we hesitate to take every step necessary to protect and develop such a national asset? Indeed it is most pleasant to see that the Department of Marine and Fisheries, under the late Minister, has been exhibiting considerable energy in this direction.

The yield of apples was only about 60 per cent. of a normal crop, but prices are high. In hay, from the lack of which last year great loss arose, there was at least a normal, and, in some parts, a very large crop. Produce of almost all kinds has brought good prices and while there are a few localities where progress has not been made, the general results are excellent. The completion of the Halifax & South-Western Railway should do much for some parts of Nova Scotia. We are able once more to report that the various branches of manufacturing in these Provinces have been, as a rule, very profitable, and that in many cases the yearly output has again been the largest known. In some very important industries the orders in hand are particularly large, and the quantity of coal mined has somewhat increased. Perhaps the most gratifying and important industrial fact is the further improvement in the conditions surrounding the manufacture of iron and steel, and particularly the beginning of the manufacture of rails, the excellent quality of which seems to have been demonstrated at once.

To the people of Ontario, as a whole, the year has been one of very general prosperity. The industries of the Province, whether on the farm or in the town, the geographical situation, and the conditions of soil and climate, are all so varied that we can hardly have years in which there are no localities which differ in prosperity from the general average. What is clear, however, is that, while we have not had a year so good for the farmers as 1903, we have had a very much better year than 1904. Crops of wheat, oats, barley and other grains have varied more than usual in yield in different parts of the Province, and in some grains prices have not been as good as last year, but the total result is satisfactory. These crops, except to the extent that they affect the value of cattle fed for the market, are no longer of prime importance. The crop of hay has been heavy in some parts, not so in others, but a good crop as a whole, while pasturage has been abundant almost everywhere. Roots, as a whole, have been unsatisfactory, but this does not apply to sugar beets, which are being grown more extensively each year in several parts of Ontario. Fruit crops have been variable, but shipments of apples from Montreal are larger than in any year except 1903. The total for 1905 from that port is 539,000 barrels, against 348,000 for 1904, and 732,000 for 1903. When we turn to the great farming interest, that of the dairy, the figures become very interesting. Taking, as we should, the results from cheese and butter together, the figures for the past year are almost the largest in the history of shipments from Montreal. The quantity of cheese shipped is about 10 per cent. less than in 1903, and not appreciably more than in 1897, 1902 and 1904, but the average price is so high that 1905 remains the largest in money value except 1903, when both quantity and average price were the largest ever known. It is in the more lately established export of butter that pronounced gain has been made. The total shipments were 573,449 packages, valued at \$7,400,000. The price is better than last year, but not as good as for several years previous to 1904. The only year which surpasses 1905 in results is 1902, when a somewhat smaller quantity brought a larger sum of money owing to a much higher price. Taking the two articles together, the totals for the last four years, three of which exceed all other years, are as follows:

1905 .....	\$25,426,000
1904 .....	20,704,000
1903 .....	26,366,000
1902 .....	25,863,000

The other great farming interest of Ontario, that of live stock, is less satisfactory, taken as a whole, than is desirable. Shipments of cattle have been larger than for any year except 1903, when they exceeded the shipments of 1905 by 25 per cent. The business, however, has been unprofitable to both grazier and shipper. The grazier paid too much for the cattle he put on grass, and at present prices feels forced, in many cases, to feed them over the winter in the hope of better prices next spring. The home and United States markets for sheep have been good, and

the prices paid in Canada for hogs particularly so. Horses also have been in good demand. The general result of all farming industry in Ontario is shown by larger purchases, and by payments on mortgages, implement notes, and other debts, indicating a most healthy and prosperous condition. In the lumber trade in Ontario there has been a reduction in the cut, as in New Brunswick, but prices for pine and hemlock are about at the highest, and the year has been a prosperous one. While there may, in the coming season, be a still further advance in the cost of production, prices are so high as to ensure a good profit, and unless there is a scarcity of water in the streams we shall probably have an increased quantity manufactured.

Interest in mining has been stimulated by the publicity given to the discovery in northern Ontario of rich deposits of silver-nickel-cobalt ores. So far as is yet known, the area in which these ores exist is very limited, all the discoveries of any real value being within about four miles of the new town of Cobalt, where we have recently established a branch. At present nothing definite can be said as to the extent of the deposits or the probable life of the *cam*. Comparatively little development has taken place, and to what depth the veins of ore may run is uncertain, although a diamond drill has traced one rich vein to a depth of over 300 feet. But it may safely be said that from the veins already discovered several million dollars' worth of ore will be taken, while there is hardly any question but that within the small area which is known to contain the ores further discoveries will yet be made. A large proportion of the ore produced is of a very refractory nature, and difficulty is being experienced in disposing of it at prices which will give returns for all the valuable constituents. It is to be hoped that before long a satisfactory method of treatment will be made available, and that it will be found practicable to treat the ores within the Province of Ontario.

It is probable that during the coming summer there will be a considerable influx of population into the district surrounding Cobalt, and signs are not wanting that an attempt will be made to create not only a mining but a mining stock boom. Serious losses to the public have in the past resulted from attempts to capitalize mere prospects at prices which only producing mines should command, and it is to be hoped that no encouragement will now be given to any movement of the kind.

In the manufacturing centres, large and small, there is, with scarcely an exception, but one experience, that of continued growth. Factories are still being enlarged, manufacturers in the United States are still opening branch manufacturing establishments in Canada, and in important businesses, which have an unbroken record of increased sales for several years, further increases of 20 and 25 per cent. are still not uncommon. This growth again is causing, in cities and towns, an unusual activity in building and a great increase in the saleable values of real estate. Such questions as the building of workmen's dwellings are becoming acute, and it is evident that the larger manufacturers



may have to do what has already been done occasionally in Canada—build houses for their men. Manufacturers, contractors, and even the class of smaller builders, are, as a rule, behind in deliveries of goods or in work being executed. One of the specially noticeable features is the resumption, on a more stable basis, of the manufacture of steel rails at Sault Ste. Marie. While we are speaking particularly of Ontario, many of these remarks apply to Canada as a whole, and of course much of this activity is the result of the great growth of the West. Unfortunately, we cannot have prosperity, apparently, without a general increase in the cost of everything, and in this connection the cost of building and the consequent cost of house rent should be a matter of great concern. When hard times come, as come they must, there will be a sharp adjustment in some direction, because clearly the wage-earner will not be able to continue to pay such rents as are being paid now by the workmen in our larger cities, both in the east and in the west.

The Province of Quebec has shared fully in the general prosperity of Canada and the only reason for not enlarging upon this fact is the absence of branches of this bank, apart from that in Montreal, and therefore of natural sources of information regarding industrial matters.

In Ontario and Quebec railroad building is proceeding at a pace which marks a new era in transportation in this part of Canada. The Canadian shipping on the lakes is increasing in volume most satisfactorily, while at Montreal there were increases in the number of ocean arrivals and departures, in freight and passenger traffic, in the revenue of the port, and in local canal traffic. Shipbuilding in Canada is now very active, terminal facilities at Montreal and Quebec are being gradually improved, and in almost every direction progress is evident.

We have had, however, on the St. Lawrence route another season of heavy losses. This must be a matter of very great disappointment to most Canadians who have been indulging the hope that the condition of navigation on the St. Lawrence would, before long, be sufficiently improved to warrant the belief that it is in every way a satisfactory highway. We need not hesitate to say that this is one of the most important points in connection with the development of Canadian transportation. There is little use in spending money and energy in the development of the railway systems of this part of Canada unless we can be sure that the communication by sea is as perfect as it is humanly possible to make it. We believe great improvements are being made and are in contemplation, in the way of lighting, and, if there are obstructions to navigation which can be removed, we presume that this will be done, but investigations seem to show that many of the accidents are due solely to the carelessness or incompetency of the pilots. This is a grave charge, and if true no time should be wasted in dealing with it, as well as with any other defects which are capable of remedy. We feel sure that the people of Canada will sustain the Government in practically any expenditure that is necessary in this connection.

#### NORTHWEST PROVINCES.

At the moment, Canada, to many people in the United States and Europe, means our three Northwest Provinces, and we who live in the east may as well become used to the fact. Having regard to present population, few places are more talked about than Winnipeg. We waited long to come into possession of this country, guarded as it was so carefully from the settler, and in the short time during which we have controlled its destiny we have struggled hard with the two great problems of settlement—transportation and immigration. It now looks as if we are to have our reward. Many claims have been made for this part of Canada which fail to take into account the laborious part which man must play in its development and the probability that, being inherently lazy, he will not quite do his best. On the other hand, there have been writers about the Northwest whose pessimistic views are obviously the result of holding a brief which calls for the counsel of despair instead of hope. The plain statement of the truth, however, as far as it has been ascertained, is all that the country needs. It is clearly a part of the world where many millions of people may work out their material independence; may, in proportion to their industry and intelligence, become owners of property; and where a larger proportion than is often the case in the world may become actually wealthy.

When in August many were estimating the wheat crop at 90,000,000 to 100,000,000 bushels, we sent to London the estimate of our Winnipeg manager, which was 82,540,000 bushels. For all grains together his estimate was 174,125,000 bushels. The crop has now been harvested and largely marketed, and the revised report of the Northwest Grain Dealers' Association at October 15th, was as follows:—

	Acres.	Bush. per acre.	Ttl. bush.
Wheat ...	4,019,000	21.6	86,810,400
Oats ...	1,423,000	46.6	66,311,800
Barley ...	433,800	31.0	13,447,800
Flax ...	34,900	13.7	478,130

A total of 167,048,130 bushels.

The conditions under which the crop was sown, ripened and harvested were all more favorable than we have the right to expect every year, and a marked contrast to those of the previous year. Perhaps the most satisfactory feature of the wheat crop is the proportion, said to be as high as 80 to 85 per cent., which is classified as high-grade milling wheat. And it is to be remembered that our wheat, when compared with the wheat similarly graded in the United States, is really so superior to the latter as to put our farmers to some disadvantage in obtaining what their wheat is really worth.

The money value, although seriously affected by the fall in the price of wheat, must, nevertheless, be from \$70,000,000 to \$75,000,000, and to this must be added that of the cattle, hogs, horses, dairy produce, etc. This is not a large sum of money compared with agricultural figures in older parts of the world, but it is a very large sum of money for a country so young in everything which contributes to industrial success. Statistics regarding new countries have much greater significance as indications of the possibilities of the future than as illustrations of the present, and those we submit, regarded in connection with the very small proportion of the available area which has yet been settled, are

enough to dispose of doubt as to our ability at some time in the not distant future to supply Great Britain with her requirements in cereals.

When nature is willing to do so much for us it is depressing to consider how badly man often does his part. There is unfortunately no longer any room for doubt that many of the more early settled of the Manitoba farms are decreasing in productive power because the land has been allowed to deteriorate. Farmers who are careless year after year in the selection of seed, who neglect to destroy noxious weeds, who will not consider their land in changing crops from year to year, or protect their crops when being harvested, are simply enemies to the public good, and should, as far as the law permits, be treated as such. If the municipal authorities would carry out the law, both as to farmers who allow noxious weeds to grow on their farms, and as to their own road allowances, a change would at once result so great as to show how criminally reckless is the neglect of such a course. We are glad to hear that the Canadian Pacific and the Canadian Northern Railways, working in conjunction with the officers of the Experimental Farms, are sending over their lines special cars filled with samples of grain and of noxious weeds, and in charge of lecturers who will illustrate the advantage of good seed, the best methods of cultivating grain and of exterminating weeds, and the effect and the loss in money from diseases of wheat. By far the most interesting fact in grain-growing in the Northwest at present is what might be called the discovery that we have great winter wheat areas where until lately we had not even considered that winter wheat could be grown. In 1903 we raised less than 30,000 bushels of winter wheat, while last year the quantity in Alberta is estimated at over 1,500,000 bushels. The highest authorities in the United States are most enthusiastic as to its quality, and as to the value of land which produces such an article of commerce, while in competition with winter wheat from all parts of the United States the best of our varieties carried off the gold medal at the Lewis and Clark Exhibition, recently held in Portland, Oregon. To add to the importance of the discovery, this wheat has, thus far in Alberta, been most largely grown in localities which were not by eastern people included in the wheat, but rather in the cattle, country. Winter wheat has also been grown successfully in other localities, notably in the Swan River Valley in northern Manitoba, where, for four years, experiments have demonstrated its success. These two districts are so remote and so different geographically that it is hardly safe to venture a guess as to what we may not hope to accomplish in this very important development.

There has been a large increase in the shipments of cattle to the east, and as a whole prices were better than last year. While conditions for the profitable grazing of cattle by farmers are not as favorable as we could wish, there will doubtless be a steady increase in live stock shipments, and in time this will be a most valuable feature in farming throughout the three Provinces. There is a noticeable improvement in the character of the breeding of cattle and horses in several localities, but hogs are



not increasing satisfactorily in number; nor are dairying and the smaller adjuncts of good farming, such as poultry-raising, obtaining sufficient attention. Our Northwestern farmers should not delay too long developing along lines which have been successful in such States as Iowa, Minnesota and others, especially in view of the deterioration of the land to which we have referred.

In the ranching districts the conditions under which cattle were fattened have varied, being excellent in most parts and in others while not bad, still not quite satisfactory. Sales have been larger than last year, prices better, and the industry has prospered. The sale of one of the largest and best-known ranches in Alberta, however, to the authorities of the Mormon Church, at a price which means the re-sale of the ranch for farming purposes, is only one of many indications that the future of the large ranch is at least uncertain. There are undoubtedly large areas much more suitable for ranching than for anything else, while other parts of Southern Alberta are destined to be converted into successful farms, growing among other things the best of winter wheat. And in this connection we must not forget the important enterprise of sugar-making in Alberta, based entirely on beet crops, grown in that Province.

One wonders how many eastern Canadians realize that there are already in Manitoba alone over 3,000 miles of railway. When we consider what railways have done for Manitoba, we may imagine the intense interest in the new Provinces in the building of the Grand Trunk Pacific Railway, which will open up another great stretch of fertile lands; in the entry of the Canadian Northern Railway into Edmonton; and in the proposal of the Canadian Pacific Railway to build from the southeast to the same point. These new Provinces, transected by main lines of transcontinental railways, will need rapidly many miles of branch lines, and we may expect great development of this kind.

Saskatchewan and Alberta are each so much larger than Manitoba, and the new settlers are to so much greater an extent going into these new Provinces, that it will try our ability to the utmost to keep pace in railways and all other aids to material progress. These new Provinces are not only possessed of great possibilities as producers of grain and cattle, they also contain in large quantities, coal, lumber, oil and other natural resources. The fur trade of last year for that part of the Territories north of the new Provinces which is tributary to Edmonton, is estimated in value at over a million dollars.

Immigration is now very large, the numbers coming from the United States being still much greater than those from Europe, while the movement of Canadians from the east to the west of Lake Superior is almost half as great as the immigration from the United States. The land sales are so large that the railway, land and colonization companies have materially advanced their prices. In this connection we again draw attention to the wide range of land speculation throughout the west. That men should invest or speculate in land where land is almost the one great asset is inevitable; that farmers should buy and try to hold more land than they can easily cultivate, although they

are dependent upon an uncertain labor market, is quite natural under the circumstances; but when an entire community — merchants, manufacturers, farmers, professional men and clerks — is engaged in the effort to increase the price of land, trouble must come sooner or later. There are, of course, many things transpiring which will legitimately advance the market value of land in town and country, but these influences are at the moment probably less powerful than the mere views of a community bent on holding for a rise in land for which many have no personal use. Some day or other an uncomfortably large number will wish to sell at the same time, and grievous loss will doubtless result.

Public improvements by municipalities and the erection of buildings of all kinds throughout the three Provinces have been proceeding at a remarkable pace. The increase in building during 1904 in Winnipeg seemed to make it improbable that there would be a much further increase in 1905. The buildings erected, however, in 1905, are almost twice as many as in the previous year, although the aggregate cost is not very much in excess. The supply of houses in Winnipeg seems now about equal to the demand, and it is to be hoped that this will cause some check to building of a speculative character.

The payment of debts is of course materially better than in 1904. It is abundantly evident, however, that people throughout the West have incurred heavy debts for the holding of farm and city property, and but for this and the unsatisfactory crop of 1904 the financial effect of the present crop would have been much more satisfactory. We are glad to notice that throughout the West there is a determination on the part of those extending credit to be much more rigid and careful in future.

#### BRITISH COLUMBIA.

While the Northwestern Provinces have had more attention from Eastern Canada and from the outside world during the past year, no Province in Canada has had greater prosperity relatively to its immediate possibilities than British Columbia. This huge Province, destined probably some day to outstrip all others in wealth, with resources which require literally millions of people for their development, has at present but a handful, as it were, of people. It is so rich in products of both sea and river, valley and mountain, — fish, fruit, grain, cattle, timber, coal, and almost all minerals; it is so lovely a country for man to live in; and it can eventually be so largely self-supporting because of its possibilities in producing varieties of food and varieties of manufactures, that no one can doubt as to the character of its industrial future. But the physical and financial problem of British Columbia is by far the most difficult of any of the Provinces, and it seems desirable that the other people of Canada should appreciate what the British Columbians have to do. Individually the people of this Province are well off, and the growth of the city of Vancouver is as startling as that of Winnipeg, Calgary or Edmonton, but the number of people in British Columbia is about the same as in the city of Toronto, and a large part is not of white blood. This small body is called upon to make the initial expenditures necessary to render

even the earliest conditions of settlement possible. And these initial expenditures mean roads built in one of the most difficult of countries, bridges across great rivers, etc.; indeed, at every point, the first outlay is most costly, especially as compared with that of the prairie Provinces. And when communication is made the individual again has to expend unusual labor and money before he can get any return. The ultimate result of such initial expenditure, if wisely made, is not a matter of doubt, but the difficulties explain why British Columbia grows more slowly in population than we all wish.

The lumber business, depending as it still does mainly upon the prairie Provinces, has been very satisfactory, as to both volume and price. In coal mining there has been a handsome increase in production of both coal and coke, and several new mines are being opened. There seems to be no reason why these two staple industries should not grow steadily, especially in view of the almost unlimited raw material, until British Columbia takes its place among the great coal and lumber producers of the world. In anticipation of this several large sales of timber limits have recently taken place at good prices, and among the buyers are a good many Americans. Copper mining and smelting are now established and profitable industries. They require large capital and complete technical knowledge, but the results of such a combination seem to be as sure as in other well-managed manufacturing businesses. The year's output of the Boundary mining district is about 1,000,000 tons. There is a marked improvement in lead and silver mining and the outlook seems better than for many years.

The cattle ranching business has been fairly good; important movements looking to the growing of fruit on a large scale are being made; irrigation in some dry districts is being successfully carried on; farming and dairying in the districts where pursued have been profitable, and, generally, all land operations have yielded a good return for labor bestowed thereon. Increase in the value of real estate and activity in building have been as marked as in other parts of Canada, and in Vancouver especially speculation in real estate has reached proportions which promise trouble for some of the investors.

This being the year for the curious quadrennial recurrence of large returns from the Fraser River, salmon fishing in British Columbia has been successful, and the fish have fortunately brought a high market price. The previous three years have been so unsatisfactory that vigorous steps for the preservation of this great industry have become plainly necessary, and we are glad to know that as one of the results from a Commission appointed by the Dominion Government we are likely to have much more attention paid hereafter to the fishing interests of the Pacific than has hitherto been the case. We cannot expect that the next three years will produce satisfactory results, but if arrangements now in contemplation can be completed, the result should be a steady prosecution of efforts at increasing the number of salmon, and, if these are successful, we may in the course of time build up the three lean years of the Fraser River to the level of the fourth year, and we may also improve all other British Columbia salmon rivers. The



object is so vitally important to British Columbia that we can only hope that politics will not be allowed in any manner whatever to interfere with the desired result. Salmon fishing is, however, only a small part of the great fishing rights possessed by Canada in the Pacific Ocean and the rivers running thereto. The supplies of halibut and herring are almost inexhaustible, and there are large quantities of other fish, such as smelts, cod, whiting, etc., but at present the business of fishing is not well organized, nor is there sufficient skill in the community to make the best use of this great natural source of wealth. It is doubtful if in eastern Canada and in foreign countries any conception has been formed of the extent and richness of the fishing grounds owned by British Columbia. At the present time the United States fishermen are taking large quantities of halibut, using our ports for refuge in case of storm, and shipping their halibut from Vancouver in bond to the United States. We cannot, of course, interfere with any legal rights they have, but surely, as in the case of the Atlantic fisheries, we ought not positively to aid such a diversion of our natural products. In this connection we should also like to draw attention to the unfortunate effect of the exclusion of Mongolian labor. It was of most noticeable value in connection with both fishing and canning, and the lack of such labor must have a very deterrent effect upon progress in this particular industry.

There has been considerable railroad building in southern British Columbia, and sooner or later large developments must follow the building of the Grand Trunk Pacific Railway across the upper part of the Province. The sale of the Esquimalt & Nanaimo Railway to the Canadian Pacific Railway should also have an important effect upon the development of Vancouver Island.

#### UNITED STATES.

In common with most other portions of North America, the Pacific coast States of Washington, Oregon and California, in all of which we have branches, have enjoyed unusual prosperity during the past year, exceeding in many respects any record in the past.

The wheat crop in Washington has been the largest in its history; the salmon season has been very satisfactory and profitable, both in volume and in price; the lumber business has improved over that of the previous year; the crop of hops is larger than usual, but the great fall in price has made the business unprofitable; the trade with Alaska and the north has been better than for several years; the end of the Eastern war has been followed by a great increase in the trans-Pacific trade; preparations are evidently being made for the entrance into Seattle of new transcontinental roads; and generally the year has been one of the most prosperous in the history of Washington. It would not be wise for any one to venture upon an estimate of the probable effect on Washington of the development of Alaska—which is so rapidly going on; of the trans-Pacific trade now only in its infancy; and of the development of its own vast resources in timber, and in lands suitable for wheat culture. While the gold which has reached Seattle from the Yukon shows a total of

only \$7,861,000, the results from Nome, Tanana and other sources bring the total up to \$18,667,000, and it seems clear that, while there must be decreases in various camps, the total is not likely to decrease for some time to come, especially as so little territory has as yet been worked by dredges or hydraulics.

We find a similar prosperity in Oregon. The product in lumber was about the same as last year, with better prices. The State is said to have in standing timber two hundred and thirty-five billion feet, occupying about 54,000 square miles. This must be one of the world's greatest timber reserves. The yield of wheat has increased, with a better outlook for the next crop than for many years past, and flour exports are larger. The results from fishing were excellent, indeed as good as in 1904. Other industries, such as dairying and wool, have done well, while hops, fruit, etc., have had varying success. The total results of all industry have given Oregon a signal year of progress.

California has had some features of an unfavorable kind, but still the year is regarded as the best in the history of the State. The wheat crop was very unsatisfactory, the yield being but about 12,000,000 bushels, against 32,000,000 in 1899. The character of farming in the State is apparently bad, and the decline can be only partially attributed to an unfavorable season. The receipts of salmon from Alaska were the largest since 1901. The manufacture of redwood lumber has increased and the total for 1905 is about 340,000,000 feet, as against 209,000,000 in 1900, each intervening year showing a moderate but steady growth. The receipts of lumber of all kinds at San Francisco for 1905 were 759,000,000 feet, a handsome increase over 1904. The value of the crops of oranges and lemons is about \$40,000,000, as compared with \$30,000,000 in 1904. The crop of grapes for wine, table and raisins was about three-quarters of an average, but the quality was the best yet known. The trade in canned and green fruits was very large and profitable, stimulated particularly by the poor fruit crops of the Eastern and Middle States. California is steadily increasing in wealth and population, railroad building is proceeding rapidly, shipping is again profitable, while real estate and building both here and in Oregon and Washington are exhibiting the same activity as elsewhere in the United States and Canada.

Considering the United States generally, the conditions are distinctly prosperous. With another great corn crop, this year exceeding two and a half billion bushels, with a wheat crop of about 700,000,000 bushels—only once exceeded before, and about 150,000,000 bushels larger than in 1904—with other grain crops slightly larger, and with a cotton crop of about normal proportions, the basis of a great commerce is established. The exports exceeded a billion and a half of dollars, while the imports for the second time exceeded a billion dollars, these figures leaving an enormous balance of trade in favor of the United States. The internal trade has been on a greater scale than ever. There is evidence of this in every kind of business activity, but in nothing more clearly than the usual test of expanding trade—that of iron and steel. Almost every blast furnace is in operation, the

volume of ore being transported from the mines, and consequently of pig iron manufactured, exceeding all previous experience. This enormous volume of legitimate and profitable trade is unfortunately, but perhaps naturally, accompanied by excessive speculation in securities, with prices which certainly seem perilously high. The country's requirements for bank loans are very large indeed, and the rates paid for money in New York recently, although only from day to day and for speculative purposes, are a sufficient indication of an overstrained condition. One cannot view without concern such an abnormal state of affairs, and it is to be hoped that the real business interests of the country will not suffer because of the volume and the pace of stock speculation.

Before sitting down I would like to remind gentlemen who are here—and I have said the same thing before—that this report, which is filled with many dry facts, and altogether too many figures, is really not prepared so much for those who are good enough to be present and listen to it, as for the 3,500 shareholders and for the customers of the bank in the various Provinces, and in the various States to which I have referred. I make this statement because it may seem curious to you that we should be interested in many facts which seem quite local. They are local so far as people in Toronto are concerned, but they are deeply interesting to people in the various sections with which I have dealt.

The motion for the adoption of the report was then put and carried.

#### WAS OUT OF SODA.

Tom Ricker kept a country store in Shapleigh, Me., years ago. He was constitutionally tired; hated to move unless it was absolutely necessary. One Summer afternoon, when he was enjoying a nap in his old armchair, his head tilted back against a pile of grain bags, a customer came in.

"I want a package of washing soda, Tom," she said.

"Haven't any," the proprietor drawled, as he stretched his arms and rubbed his eyes.

The customer looked along the top shelf, where he had generally kept his washing soda packages.

"Why, yes, you have, Thomas. I see a package of soda up there on the top shelf," said she.

The trader yawned again, and, still holding down his comfortable seat, replied:

"Yes, I know they's one package there, but it's the last I've got in stock, and, yer see, I don't want ter git entirely out er sody."

Then he resumed his nap, and the exasperated customer left.

"Say, you oughtn't to push me so about that account. I really am short."

"Yes, but why should you be short so long?"

"How often do you kill people on this line?" asked a nervous passenger of a trolley car conductor one day.

"Only once, sir," replied the conductor.



## THE CLERK'S COLUMN

### GETS BETTER TRAINING.

A merchant of long experience recently said that the clerk in the country store gets a better training than the clerk in a city store. This is true in many other lines of endeavor. In the small town, or the small city, the young man learning the business has the opportunity to learn all sides and all features of it. In the city institution he usually learns but a part of it. In the first case his experience is well rounded. In the other it is lop-sided. The young man who learns the country store and its business thoroughly is better equipped to win success on his own hook later on.

There are many features and many sides to any business. The city clerk who gets but one side naturally grows more and more lop-sided the longer he stays at it, unless he can find some opportunity to branch into a one-line store or become the hired manager of some department. But when it comes to starting in business for himself his opportunities are limited, while the opportunities for a clerk well trained in a country store are much broader.

If the editor, to-day, were to begin his career over again he would select some country store, doing a good business and carrying several good lines. There is where the best experience is to be found.

### SUGGESTIONS FOR SALESMEN.

A man who has faith in what he is trying to sell is a hundred per cent. better salesman than one who has not. Pick out good machines and tools and your conscience will be perfectly free in all you say about them.

Tool cabinets are a good line to push. One city retailer makes a specialty of these at this season of the year, and always sells a lot of them. They appeal to every man and every boy and can be sold at almost any price, depending on the number of tools. One that retails about \$3.50 is a good seller usually.

If you want to sell a razor or two take the pains to get the names of all young men just approaching or who have just arrived at the "shaving age." Send them circulars about your razors and if you don't land one or more of them it will be because they "haven't the price." Try it and see.

Wrap up your nails so that the package will not break. The extra cost of good paper is as nothing when compared with a satisfied customer.

### A TIP TO THE CLERK.

Helping the clerks with helpful suggestions in the right way is one of the important duties of the proprietor. An enterprising merchant offers this: "It frequently happens that in going around the store I will hear some clerk in talking to a customer make a foolish or, at least, an unnecessary statement. Of such I make a mental note, saying nothing at the time. Shortly thereafter I call all the

clerks together, bring up the incident—of course, without mentioning names, and in many cases so changing things around that the clerk cannot be quite certain whether I am hitting at him or not—and explain why the procedure was foolish

### A NEW PUBLICITY MANAGER.

The Canadian Rand Drill Company, Montreal, has grown extensively during the last few years and as a supplementary evidence of this later development has established a publicity department and placed J. W. Davis in charge. Mr. Davis is a young man who has practically grown up with the company and has had a thorough training. New ideas and new energy will be applied to a needed

department and Mr. Davis will have a free hand to display his accomplishments.

### BELGIAN NAIL SYNDICATE.

A syndicate composed of fourteen of the most important nail manufacturers in Belgium has been organized to exist for five years, one of the first acts of the new body being to advance prices \$1.15 for 220 pounds (100 kilos).

Live in the present with a watchful eye on the future.

Trouble postponed always has to be met with accrued interest.

Free of charge



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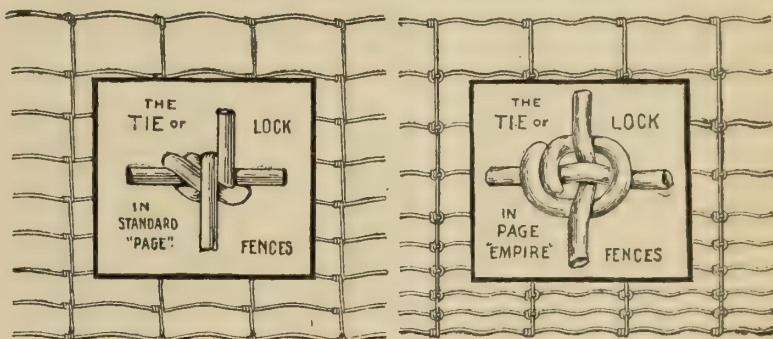
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These Excellent Show Cases can be obtained free of charge with the purchase of J. A. Henckel's Leading Razors.

Just drop a postal card to your jobber or direct to us and we will tell you how you can procure one.

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Two Styles—"Standard Page," and "Page Empire."

Double strength Wire; coiled for elasticity; Wire is not injured at joints; joints cannot slip; best galvanizing; all painted. 3,290,000 rods in use. Fences supplied in two weights—medium and extra heavy.

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## HONESTY AN ASSET.

The following interesting article on honesty appeared recently in World's Work.

"In Scotland when a man has arrived at years of discretion and has won a reputation for capability a bank will, simply on his note, backed only by his character, advance him sufficient money (usually a moderate sum) to start in business. This is considered—and the conclusion is based on results—to be a good risk. In large cities, New York and Chicago, for example, business is not so frequently conducted in that way but there is no doubt that our great western country owes much of its wonderful growth to those far-sighted country bankers who realized that the borrower's character was the chief asset to be considered. Naturally, character plays a relatively larger part in the loaning operations of a small bank than in a large bank, in a country bank than in a Wall street bank, and in the beginning of a business man's career. Its relative importance is a matter of environment.

"In 1895 a New York firm of merchants became heavily involved in enterprises that were sound but in which the realization of cash was slow. The head of the house informed the representatives of the banks that they would be obliged to 'carry the firm' through its difficulties or there would be a failure, when the banks would be heavy losers. The banks agreed that this was so, and assumed the burden. In the ensuing investigation it appeared that the head of the house, in securing loans, had omitted certain facts that indicated a lack of frankness, we will say. Six years later that same man was elected president of a newly formed industrial corporation or trust. It appeared in the money market as a large borrower. There was no reason why the accommodation should not be granted, until a particular banker was attracted by the signature of the president, when he recalled the episode of 1895. The final result was that the bankers informed the directors of the corporation that they could only have the credit desired when another president was elected. A flaw in that man's character cost him the presidency of this particular corporation.

"A mining promoter, a man with a charming personality, endeavored to float a valuable mine several years ago in Wall street. He failed to do so. Another man took up the work where he left off and succeeded. Asked why he failed, he said bitterly:

"Personally I am honest. Some years ago I had the misfortune to be associated with a man who accumulated his money out of a questionable trade. I was said to be his adviser and confidential man. No one would trust him, and now I find that everyone is reluctant to trust me. I am a 'nice fellow, but'—and then I fall down. A good reputation would have been worth a fortune to me in the last few years."

"One of the most successful Wall street bank presidents was invited upon one occasion to become a partner in a private banking firm. The opportunities for money making were very great. He thought it over and was favorably dis-

posed toward the proposition. He consulted a friend.

"But," said the friend, 'a man of your character could not get along with (mentioning a member of the firm). Why? He's tricky.'

"Two years later the firm in question dissolved, and the tricky partner retired, but he had impaired the standing of the house.

"The same banker was offered \$25,000 to become a director of an industrial company that appeared to be, and was, financially sound.

"Your duties," said the lawyer making the offer, 'will be only nominal. We simply want your name.'

"The banker concluded that he could not afford to be associated with the other men of the board. Surely the character of this man is a very tangible credit asset.

"A Swede walked up to the president of a western bank and said:

"Av tank Ay want to borrow \$5,000, and Ay tank Ay get him here."

"Cross-examined, it was ascertained that he had no money except a few hundred dollars, but he wanted to buy a mill. He was honest, a hard worker

## Advertising that Draws Trade



THE advertising aid we give our agent not only draws new trade to him, but it retains old friends and business. We work heartily for the building up of every line he carries and we have a sincere interest in his success.

This is one reason why The Sherwin-Williams Paint Agency means so much to the agent who has it. It means that he handles the best paint made and sold; the most widely advertised paint—the paint that wins and holds the confidence of his trade, and it means that he has back of him a company with forty years of experience in making and selling paint and that they are constantly working with him and for him. It means that he has the paint trade of his locality and that he need not fear competition. It means good profits and best quality always. In short, The Sherwin-Williams Paint Agency means the greatest success attainable in paint selling. *Write us about it today.*



**THE SHERWIN-WILLIAMS COMPANY**  
PAINT AND VARNISH MAKERS.

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and a good trader. The banker liked him so well that he was willing to back his own judgment, and so loaned the Swede the money he needed. The borrower made good and became one of the most useful citizens of that community.

\* \* \*

"There are ten thousand business men in New York who to-morrow might lose every penny they possessed and yet on the day following they would start new careers, full of courage and confidence, backed by the seemingly intangible but very definite assets—brains, health, and, most important, good character."

**WIRE NAILS  
TACKS  
WIRE**

Prompt Shipment

**The ONTARIO TACK CO.**

Limited.

HAMILTON, ONT.



## FOUNDRY AND METAL INDUSTRIES

An explosion in the blast furnace of the Algoma Steel Co., Sault Ste. Marie, a week ago, killed one man and injured two others.

The Wellington Colliery Co., Victoria, B.C., are to commence boring operations on a new discovery of coal near Parksville, not far from Nanaimo.

Legislation will be introduced at the coming session of the Ontario Legislature for the purpose of securing the refining in Ontario of all nickel produced in the province.

The Canada Foundry Co. have recently secured a large contract for the superstructure of Fredericton highway bridge. It is said that nearly 300 tons of steel will be required on the installation, and that it will be completed early in the Spring.

The Rothschilds have taken a trial shipment of Cobalt ore for their smelters in England. They are considered the largest smelters of precious metals in the world and their purchasing of Cobalt ore should mean much to that camp. The Government is considering the advisability of erecting sampling works at Cobalt, for the convenience of miners. This has been done in seven western states, and provides a useful check on the reduction plants. Warnings are being issued against the dangers of "wild-cat" mining schemes floated on the strength of the mining boom at Cobalt this Spring. There is plenty of capital available to develop these mines, but the influx of prospectors will provide an opportunity for speculators.

The recent strike of rich cobalt ores in Ontario has drawn attention to the fact that similar ores are found in the Kootenays, and eastern capitalists now propose to prospect further for this metal in British Columbia. Until recently, the only mines producing cobalt to any extent, were those in New Caledonia, Norway, and Sudbury, the annual total product being in the neighborhood of three to four hundred tons. Up to the present, cobalt has been mainly used as a paint and for chemical work, but new uses are being found for it, and as the price has dropped considerably within the last year, a greater demand is likely to develop very shortly. Ores containing this metal are known to exist in paying quantities at Creston and Fort Steele in East Kootenay, and also in the Similkameen. Nickel is another metal that great demands are being made for. In British Columbia it is widely disseminated, usually not being found rich enough to be treated for the metal alone. During the last 12 months experts have been sent to prospect and examine this class of ore in British Columbia, whilst a company has been formed in the State of Washington to exploit the various known bodies of nickel in that state.

## INGOT METALS

**Tin**—"Straits" and "L & F"

**Lead**—Best English

**Copper**—Lake and Casting

**Spelter**—"V M" and Ordinary

**Antimony**—Cookson's

From Stock or for Import to wholesale buyers only.

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MONTREAL.

**Deseronto Iron Co.**  
LIMITED  
DESERONTO, ONT.

Manufacturers of

**CHARCOAL PIG IRON**  
BRAND "DESERONTO."

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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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**NOVA SCOTIA STEEL & COAL Co., Limited**  
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Standard  
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They'll appreciate getting a pump that doesn't have to be thawed out every zero morning

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## LEAD MINING IN CANADA.

A resume of the conditions surrounding the lead mining and refining industry in Canada has been prepared by G. O. Buchanan, Government inspector under the Bounties Act, and published in British Columbia papers. According to Mr. Buchanan the production of lead in British Columbia during 1905 was as follows:

Hall Mining & Smelting Co., Nelson .....	17,785,862
Canadian Smelting Works, Trail .....	12,754,901
Other mines .....	11,206,169
Exported in ore to Europe .....	15,525,835

Equal to .....	57,272,767
Output, 1904 .....	28,636 tons
Output, 1904 .....	20,000 tons

Increase .....

Except for the blank in shipments from the St. Eugene, caused by damage to their works by fire, (the months of October and November having been practically lost) the output for 1905 would have gone close to that of the banner year 1900, which was 31,679 tons.

For the fiscal year ending June 30, 1905, the returns to the department of trade and commerce for bounty purposes shows as follows:

Lead delivered to B. C. smelters, pounds .....	33,704,932
Exported to Europe, pounds .....	21,972,999

Total .....	55,676,931
Equal to .....	27,838 tons
Bounty on home smelted lead .....	\$240,058.71
Exported lead .....	97,157.30

\$337,216.01

For the year ending June 30, 1904, the figures were: Lead production, 13,397 tons; bounty earned, \$195,283.90.

On November 29, 1904, lead was quoted in London at £12 12s 6d., and the rate of bounty payable was reduced, the rate of diminution being 1.3579 cents per 100 pounds of lead for each advance of one shilling and three pence above £12 10s. The whole bounty being wiped out by 57 of such advances.

The price went to £13 3s 9d. on January 7, fell to £11 17s 6d. on March 3, rose to £12 11s 3d. on April 4, and from that time has steadily climbed: £16 was reached on November 29, and the extinction of bounty payments for the time being was accomplished.

The extremes or variation for the last five years have been: 1900, September 15, £18; 1902, January 14, £10 5s; 1903, March 12, £13 15s; August 16, £10 18s; 1905, December 12, £17 8s 9d.

That lead will remain permanently above £16 is not to be expected, but it is probable that we have seen the last of £12 lead. The predominant influence of the American Smelting & Refining Company, not so much in favor of an extremely high price, is beginning to be internationally felt, and there is beyond that universal testimony to the fact that the legitimate demand for lead has overtaken the supply, that the demand is growing and bound to grow,

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence



or attack can be had  
than the Iver Johnson  
Revolver. No safety mechanism could be  
more simple and perfect—a device that *means safety*,  
without any “ifs” or “buts” about it. The

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## REVOLVERS

need not be handled carefully;  
with chambers fully loaded,  
drop it on the floor, *hammer*  
the hammer—it can't possibly  
go off unless you deliberately  
pull the trigger.

Iver Johnson Revolvers are for  
sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.80  
Write for our bright little  
booklet, “Shots” and complete  
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Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.



and the sources of fresh supplies are not in sight.

Of our home smelted product the electrolytic refinery at Trail is now treating 50 tons per day, or at the rate of 18,000 tons per annum. At the present moment the refinery is busy with orders for Canadian consumption, and it is probable that we can count the Canadian market as good for, from this time onwards, 18,000 tons per annum.

The year has introduced an era in the provision of lead smelting facilities. In the early Spring the Sullivan Company's new smelter went into blast at Marysville in East Kootenay. This smelter has two stacks of a capacity of 100 tons per day each, only one of which is yet in operation. The company has also installed as a part of their plant a Huntington-Heberlien outfit of ovens and pots for ore roasting. The smelter has run almost continuously, with no ore supply except that afforded by their own mine. At both the Hall mines and Trail smelters similar roasting plants are under erection.

The Hendryx smelter at Pilot Bay, after eight years of idleness, is undergoing renovation at the hands of the Canada Metal Company, and it is announced that the lead stack there will soon be in commission. This company has almost completed at Frank, Alta., a massive establishment for the treatment of zinc ores, and proposes to also establish a lead stack at Frank. This multiplication of smelters and introduction of metallurgical economics, should certainly foreshadow better treatment rates for the producer at an early day.

Some profitable disposition of the increasing quantities of zinc ore developed in connection with lead mining in the Slocan and Ainsworth camps had become the most serious problem confronting the mine owners. The problem has been attacked from all sides by local enterprise in the installation of separating plants by foreign capital in the erection of the magnificent works at Frank, and by commission of inquiry under the direction of the most eminent living specialists employed by the Dominion Government. Extensive works for the corrosion of lead were established during the year in Montreal by the Carter White Lead Company. The contract for their supply of pig lead for a term of years is held by the refinery at Trail. Their method of corrosion is new and improved, and this, coupled with the perfect freedom from adulteration of the lead from Trail, has enabled them to put upon the market a high grade of paint lead. The works are rushed with orders, and their requirements of raw material accordingly increased.

At the Tariff Commissioners' sitting in Nelson in September interested parties were heard upon the subject of an increase in the duty upon other lead products (including pig) the Government having the prospect of a grateful relief in the matter of lead bounty payments for the current fiscal year. Under the dwindling rates at which bounty has been payable since July 1, the earnings have been kept down to about \$80,000, and should lead remain above £16 until June 30, the surplus will be larger by \$420,000 than was expected.



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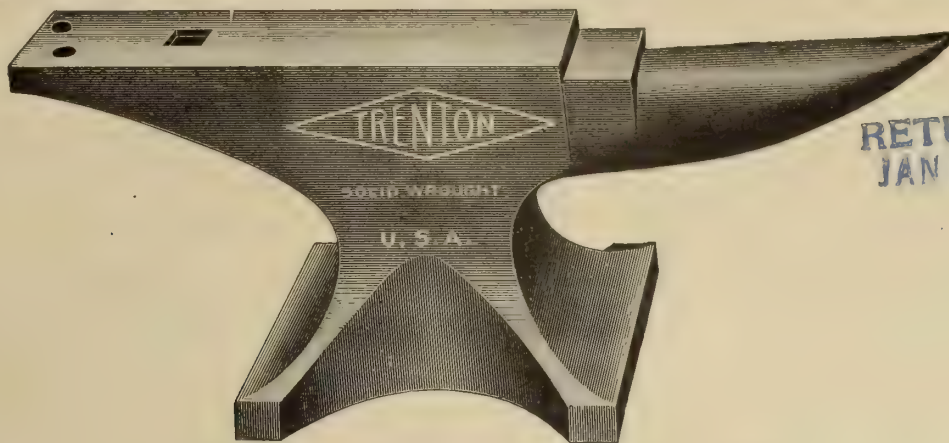
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High Grade.

Solid Wrought.

Weight from 50 to 175 lbs.

The Anvils are forged in two pieces and welded at the waist. The Face is one solid piece, made of a special grade of the finest Tool Steel.

The makers have recently made improvements in the design of this Anvil, which enables them to offer to the Trade an Anvil very much superior in shape to any that has ever been put upon the market. The opinions of innumerable Horseshoers and Blacksmiths testify to that.

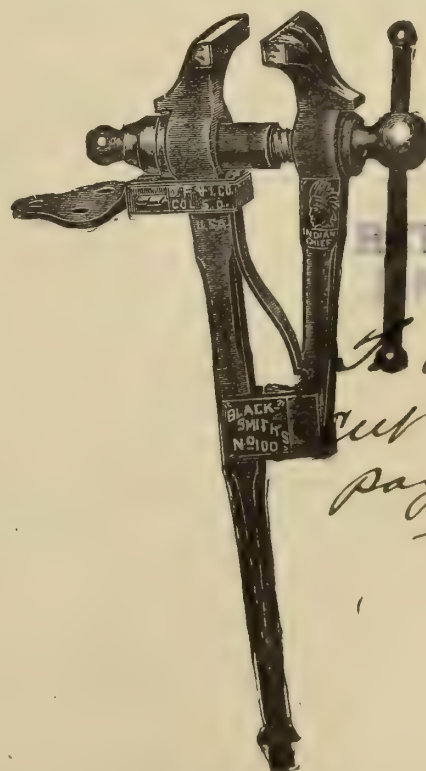
It has a **base** that does not require "**strapping down**" will set **firm without "shifting" or "rooking"** and combines a most **practical and graceful shape** with the **least** amount of **weight** attained.

This is an Anvil, that, combined with the **best material** and **workmanship**, stands unequalled for **superior shape, graceful design, stability on the block**, and the absence of **superfluous weight** in the Base.



SILVER'S PORTABLE FORGES

with and without hood.



"INDIAN CHIEF" VISE

Solid Box.

Weight 35 to 70 lbs.

High Grade.

FOR POST DRILLS, PROSPECTOR ANVILS, PARELLEL VISES, SEE OUR CATALOGUE

## H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST.

Our Prices Are Right

Factory: Dufferin Street, Toronto.

We Ship Promptly.



# PAINT, OIL AND BRUSH TRADES

## PAINT AND OIL TRADE IN 1905.

Speaking generally, the year just closed proved to be the greatest in the history of Canada, so far as the paint trade is concerned. There is scarcely a paint manufacturing plant in the country that has not been compelled to extend its premises and increase its facilities in order to cope with the phenomenal demand.

Not do we need to look far to find an explanation of this most satisfactory condition for the paint situation, as is well known, depends very materially upon the extent of building operations, and 1905 was an exceptional year for construction work everywhere. It is due to these causes that the paint manufacturers were called upon to supply such tremendous quantities last year, and it is upon the genuinely healthy conditions that they base their optimistic forecasts for 1906.

A general review of the trade would be quite incomplete without some reference to the splendid manner in which dealers have met their obligations, and in more cases than usual taken their discounts. The losses through bad debts were, perhaps, the smallest in the history of the trade.

### Turpentine.

At the beginning of last year turpentine was quoted in Montreal at 78 cents, single barrels, and in Toronto at 75 cents, but since that time prices have ruled much higher. The production during 1905 was comparatively short, owing to scarcity of labor in the pine belts and the inclination on the part of turpentine producers to curtail it. The labor situation is still one that causes some anxiety to producers, as to future results, though this is not considered an altogether unmixed evil, as there is a growing feeling among both producers and exporters that the supply should be kept well within the consumptive demand. Under the circumstances it is estimated that the shortage for 1906 will be about ten per cent., as compared with the production of previous years. Turpentine saw a number of fluctuations in value during the year, but the tendency was, for the most part, upward. The high water mark was reached in the middle of November, when the price quoted was 98 cents in Montreal and \$1 in Toronto. The end of the year displayed a somewhat weaker condition, both Montreal and Toronto quotations being five cents under the November figures.

### White Lead.

One of the most interesting phases of the trade has been the situation in white lead. In the last Canadian tariff revision a heavy duty was put on dry white lead coming into Canada, this being done to protect the Carter White Lead Company, who were establishing works in Montreal to supply the Canadian market. Grinders were given notice of this change and a date was set, after which no foreign lead might be imported with-

out paying the duty. It is said that the majority of Canadian grinders took advantage of this warning to order sufficient quantities to last them, as they supposed, a considerable time. The demand was so great, however, that they soon found themselves applying to the Carter White Lead Co. for supplies. These latter, having been delayed in the construction of their additional capacity by petty strikes among the builders, have been unable to make shipments in accordance with their contracts. Of the many contractors employed upon their building only two completed their work within the specified time, while all others have been behind from one week to two or three months. In consequence of this, steps were taken as soon as it was seen that early deliveries were impossible, to increase the capacity of the plant to 4,000 tons a year, more than they expect to sell for some time. This entire capacity has been brought to bear upon furnishing lead for the Spring demand. After this has been supplied the additional capacity will be idle until the growth of the Canadian trade brings it into demand. So far, the company have delivered about 1,100 tons, but they ex-

pect in February to have a monthly capacity of 700 tons, which should be increased in March to 900 tons.

### Linseed Oil.

In January, 1905, the ruling prices were 44c for raw and 47c for boiled, prices having been so low in the preceding Fall that the Canadian crushers closed their mills as the oil could be imported from England, crushed from the tremendous crop of Argentine and Indian seed, cheaper than it could be produced here. Consequently the flaxseed grown in Canada was allowed to be exported to the United States and the oil for the entire season imported from England. Prices gradually picked up and during the Summer from June to September the ruling figures were about 56c to 59c. As soon as the Canadian mills could crush seed, however, they put their stock upon the market and from October to the end of the year raw oil could be bought for from 46c to 50c, with boiled 3c higher, these low figures shutting off imports from England where the market was gradually strengthening. The situation at the beginning of 1906 is that a scarcity of seed is reported from India and quota-

(Continued on page 45)

## Out for Spring Business

Our travellers will solicit your orders some time before opening of Spring Trade. Wait for their proposition. **Hollywood, Elastilite, Orolite, Mangolite, Grenitine, M. L. Varnish Stain and Coach Enamel** are old standards worthy of consideration.

## The Imperial Varnish & Color Company

**TORONTO, Ontario, Canada**

Limited



# SUPERFINE COLORS IN OIL

Finely Ground in Refined Linseed Oil

The natural pigments used in our Colors in Oil are the purest, strongest and finest obtainable, the chemical colors are all of the best manufacture and are guaranteed to be chemically pure.

Now, Mr. Dealer, are you carrying the guaranteed goods? Don't you think you would have a larger trade if you bought from the house whose Motto is: "The excellence of our Product the first consideration?"

CATALOGUE SENT ON REQUEST

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**



**Ledgers**

**Monthly Account  
Systems**

**Invoicing Systems**

**Statement System**

In fact any system you want—we can assist you.

Our travellers will call on you, by telephoning to any of our agencies.

If there is no agency in your city, write us.

**The Rolla L. Crain Co.**  
LIMITED

OTTAWA, Canada

TORONTO OFFICE	-	18 Toronto St.
MONTREAL OFFICE	-	74 Alliance Bldg.
ST. JOHN, N.B.	-	Schofield Bros.
WINNIPEG, MAN.	-	Sylvester-Willson Bldg.
VANCOUVER, B.C.	-	White & Bindon

Mention this Paper.

## McCaskill, Dougall & Co.

**Manufacturers**

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the  
principal Hardware  
Dealers and Glass  
Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

# OILS

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION"  
BRAND**

OILS GUARANTEED GENUINE.

Canadian Agents—  
J. A. BERNARD,  
21 St. Peter Street., Quebec  
HOMER TAYLOR,  
Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
LONDON, ENGLAND.

## GLAZIERS' DIAMONDS

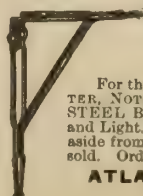


Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL



## Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

**ATLAS MFG. CO.,**  
New Haven, Conn., U.S.A.

## PRIEST'S CLIPPERS

Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.  
Wiebusch & Hilger, Limited special New York  
representatives, 9-15 Murray Street



# "Anchor AND English Liquid Paints"

Paint economy, like economy in other lines, depends upon getting good value for your money.

## Anchor and English Liquid Paints

we know to be the best value obtainable in paint.

They are perfect paints. There is nothing used in their manufacture but the purest pigments, linseed oil, turpentine, dryers, and the world's best white lead—BRANDRAM'S B. B. GENUINE.



Manufactured by

**HENDERSON & POTTS, Limited**

HALIFAX and ST. JOHN

**HENDERSON & POTTS CO.,**

LIMITED

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### QUEBEC.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, January 19, 1906.

The week just past has been notable for a sharp advance in Paris green, which has gone up with a rush, in consequence of advances in the essential chemicals. The Canadian manufacturers have been forced to advance their prices 3 cents per pound, and it is likely that imported Paris greens will have to follow suit next week.

Linseed oil has received an impetus, owing to a flow of cables from the Old Country, announcing higher prices there. Authentic reports indicate a scarcity of seed for the coming season, and indications are that still higher prices will be reached before many days have passed.

The white lead situation is becoming serious. Many grinders who had contracted for dry white lead for December delivery, have not yet received their shipments, and fear is expressed that they will not be able to fill Spring orders on time. The corrodors are doing their utmost to hasten the construction work in their plant, and are charging new cylinders daily. They are being held back, however, by strikes among carpenters and others engaged in the work of construction, and are unable to give much encouragement to their customers, who are clamoring for deliveries. Once the Spring demand has been satisfied, they will have the situation well in hand, as their monthly capacity, by that time, will be maintained at 900 tons.

General business, in the province, is "good in spots," some items experiencing good inquiry, while others are somewhat sluggish. White lead, Paris green, linseed oil, and vermillions, are the most active lines on the market.

**Linseed Oil**—Prices have advanced 5 cents, owing to reports of a scarce crop. We quote as follows: Raw, one to four barrels, 57c.; five to nine barrels, 56c.; boiled, one to four barrels, 60c.; five to nine barrels, 59c., f.o.b., Montreal, net 30 days.

**Turpentine**—In spite of expectations, a further decline of 1c. has been registered this week. We quote the following prices: Single barrel, 92c. per gallon. Two barrels or over, 91c. For smaller quantities than barrel, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment, net 30 days.

**Ground White Lead**—We quote as follows: Best brand Government standards, \$6.00 to \$6.05; No. 1, \$5.65 to \$5.80; No. 2, \$5.30 to \$5.55; No. 3, \$5.05 to \$5.30; all f.o.b. Montreal.

**Dry White Lead**—We quote: Barrels,

\$5.40; 100 lb. packages, \$5.65; 6 to 10 lb. tins, \$6.65.

**Dry White Zinc**—Our prices are as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc** (ground in oil)—We quote as follows: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We give the following prices: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—We are still quoting as follows: Genuine red lead in casks, \$5.00 to \$5.25; in 100-lb. kegs, \$5.25; in less quantities at the rate of \$6.00 per 100 lbs.; No. 1 red lead, casks, \$4.75; kegs, \$5.00, and smaller quantities, \$5.75.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Paris Green**—Advances have been declared on the Canadian products. We now quote: C.P. Co's pure Paris green: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; drums, 50 lbs., 18c.; drums, 25 lbs., 18 1-2c.; 1-lb. packets, 100 lbs. in case, 19c.; 1-lb. packets, 50 lbs. in case, 19 1-2c.; 1-2 lb. packets, 100 lbs. in case, 21c.; 1-lb. tins, 100 lbs. in case, 20c. Berger's English: Barrels, 600 lbs., 15 3-4c.; kegs, 250 lbs., 16c.; drums, 25 lbs., 17c.; drums, 50 lbs. and 100 lbs., 16 1-2c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packages, 20 1-2c. per lb. Terms, 2 per cent. off, 30 days.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—We quote from \$1.20 to \$1.40 per gallon.

**Castor Oil**—Advances have been steady of late. The scarcity of castor beans, will still further raise prices. We are quoting: Firsts, in cases 8 1-2c., in barrels 8c., seconds, in cases 8c., in barrels 7 1-2c.

**Refined Petroleum**—We still quote: American water white, 16 1-2c. and 17 1-2c.; Canadian prime white, 14 1-2c. and 15 1-2c.; 18 1-2c. and 19 1-2c. ex warehouse.

**Window Glass**—Booking for Spring delivery is going on actively. The demand will be very large, from present indications. Our quotations are as follows: First break, 50 feet, \$2.10; second break, \$2.20; first break, 100 feet, \$4.25; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break,



100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00, and twelfth do., \$28.50.

### ONTARIO.

Office of HARDWARE AND METAL.

10 Front Street East,

Toronto, Jan 20, 1906

Canadian Paris green has made a sensational jump of 3c., owing to conditions in the primary markets, and while the English figures remain unchanged, it is considered only a question of days as to when the English article will follow the rise in the Canadian article.

White lead is very scarce, and some paint manufacturers have none whatever in stock, supplies bought before the duty was imposed last Fall, having been cleaned out by the heavy demand during the past few months. Orders placed with the corroding works in Montreal, for delivery last Summer, have not yet been filled, but the higher price now ruling will compensate buyers somewhat. The fear of a shortage when the Spring demand becomes active is, however, causing some talk of a request for a suspension of the duty in order to secure goods the Canadian corrodors are unable to supply. All this tends to make the market stiff.

Linseed oil continues very firm, and some dealers are quoting as high as 62c. for single barrels of raw. The English market is undoubtedly very strong, but we are still quoting 60c. as the ruling price. Some buyers are refusing to pay these high prices, and trade is not so brisk. Turpentine continues at 97c. for single barrels.

**White Lead**—Ex Toronto, pure white, \$6.05; No. 1, \$5.67 1-2; No. 2, \$5.30; No. 3, \$5.05; No. 4, \$4.80 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages: genuine dry white lead, in casks, \$5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.00, ditto, in kegs of 100 lbs., \$5.50; No. 1, in casks of 500 lbs., \$4.75; ditto, in kegs of 100 lbs., \$5.25.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs. 8 1-2c.

**Shingle Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Canadian Government Standard: Barrels, 600 lbs., 18 1-4c.; kegs, 250 lbs., 18 1-2c.; 50-lb. and 100-lb. drums, 19c.; 25-lb. drums, 19 1-2c.; 1-lb. packets, 20c.; 1-lb. tins, 21c.; 1-2 lb. packages, 22c. Berger's English: 600 lb. barrels, 15 3-4c.; 250-lb. kegs, 16c.; 50 and 100-lb. drums, 16 1-2c.; 25-lb.

drums, 17c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packets, 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c.; boiled, 1 to 4 barrels, 63c.; 5 to 9 barrels, 62c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, 97c. f.o.b., point of shipment, net thirty days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' round, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Plaster Paris**—New Brunswick, \$2.00 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

### PAINT AND OIL TRADE IN 1905.

(Continued from page 42.)

tions in England and Canada have already advanced about 10 cents, and the indications are that prices will go much higher during the year. About 300,000 to 400,000 bushels of flaxseed have been harvested in Canada in 1905 and as the crushers use about 2,000,000 bushels the balance will be imported from the Western States via Duluth.

### Window Glass.

One of the most serious situations of the year was that developed in the window glass market. As is well known, Canada's chief bases of supply are England and Belgium. In both these countries the production of window glass has been greatly handicapped, owing to persistent labor troubles. Occasional agreements would start the works going for a time, only to be followed by a long period of inaction on the outbreak of further trouble. So acute did the situation become that Canadian importers were unable to take orders for 1905 delivery after the month of July. Throughout the year glass was extremely hard to obtain, and prices were consequently high, with an ever-present upward tendency.

# THE CANADA PAINT COMPANY

MAKERS

TORONTO

# VARNISH VARNISH

FOR SUPERIOR  
AND RELIABLE  
VARNISHES  
AND JAPANS

# THE CANADA PAINT COMPANY

MAKERS

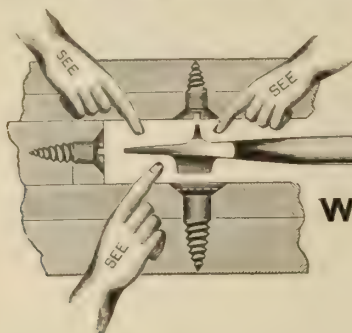
MONTREAL



## NOVELTIES FOR THE HARDWAREMAN

### TRIPLE SCREW DRIVER.

Russell & Erwin Mfg. Company, New Britain, Conn., and New York, are offering the triple screw driver illustrated in the accompanying cut. It is made by the James Swan Company,



### ACME BALL BEARING JACK.

We herewith illustrate the new Acme ball bearing jack, which is intended for light or extreme heavy loads. One very strong feature is their ratchet brake, which is said to make it impossible to



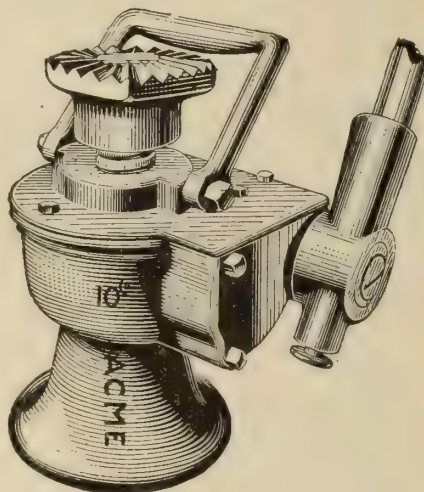
Triple Screw Driver.

and designed especially for automobile and machinists' use. The side blades allow additional leverage in setting and taking out screws and also permit taking out or inserting screws very close to or underneath projections.

### PULLMAN FOLDING COAT HANGER

Pullman Mfg. Company, Rochester, N.Y., manufacturers of hardware specialties, are putting on the market a new folding coat hanger, illustrated herewith. It is made of best grade cold rolled Bessemer steel stock, with heavy coats of copper and nickel plate, and is highly polished. Besides being designed for coats and waists it has an eye to receive a Pullman trousers or skirt hanger, as shown in Fig. 1, making a combination hanger which will hold a whole suit at the popular price of 25c. In Fig. 2 is shown the hanger folded for packing in trunk or grip, while Fig. 3 shows the neat display box in which it is put up for the trade. The folding feature makes the article especially desirable for traveling, as it can be folded into very small space. The Canadian firms handling the Pullman in-

drop the load when in use. The jack has been tested on some very severe loads, such as 100,000 pound capacity cars and heavy bridge work, and has



Acme Ball-Bearing Jack.

been pronounced one of the most successful of any jack heretofore offered to the trade. One man with a 20-in. lever can raise a 100,000-pound capacity car.

and illustrations will be furnished on application. Mention Hardware and Metal when making the request.



The Vandegrift Wrench.

### THE VANDEGRIFT WRENCH.

The Smith & Hemenway Co., New York, have taken up the sale of the

Vandegrift wrench, which is herewith illustrated.

The large increase in this company's business has forced them to build larger quarters since their fire, and in rearranging their factory they brought out a knife handle wrench in conjunction with their special Vandegrift screw wrench.

Prices and illustrations will be furnished to the trade on request.

### USEFUL YEAR BOOK.

"Surety Sayings" is the title of a convenient red cloth-bound year book, issued by the United States Fidelity & Guaranty Company, of Baltimore, Md., for which A. E. Kirkpatrick is Canadian manager with office at 6 Colborne street, Toronto. The book provides a blank page for every day of the year at the top of which appears a quotation; each quotation makes a pointed allusion to the surety business. Occasionally a



Fig. 3.—Folding Coat Hangers, in Display Box.

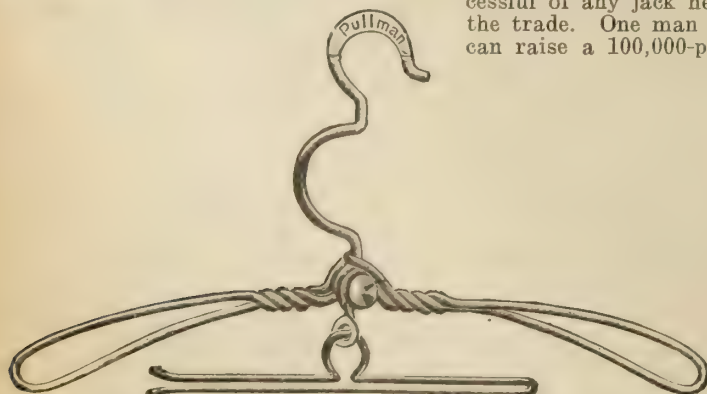


Fig. 1.—Folding Coat Hanger with Trousers Hanger Attached.

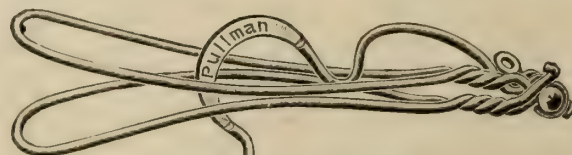


Fig. 2.—Pullman Coat Hanger, Folded.

clude Rice Lewis & Son, Toronto; Caverhill, Learmont & Co., and Lewis Bros. & Co., Montreal.

This article will be sold by the Smith & Hemenway Co., New York, and will be made in six different sizes. Prices

cartoon is inserted with the same object. The book is about as clever a production in its line as could be imagined.



## STOVES AND TINWARE

### START A STOVE SELLING CAMPAIGN NOW

You should now be ready to begin the Spring campaign on stoves—no, call it the mid-winter campaign, although you really should be looking up Spring business right now. If you follow the following plan outlined by the Hardware Trade you will be working up Spring trade and at the same time cleaning up on Winter lines. How to go about it?

In place of the long line of heaters that you have had out since early in the Fall, you will want a little different assortment.

For one thing, you will want to get a cook stove and a range or two on exhibition now. You want to get the trade to thinking about your line of ranges and cooks so when the buying begins in the Spring they will think of your store.

To that end take out a part of your heaters and put them in the storeroom. In their place put one of the best ranges that you sell. If it is a large one beautifully trimmed and with all appliances and attachments it will be all the better. It should be something that will attract attention.

While you may not sell any cooks for two months yet, it is not too early to exhibit them. This is going on the supposition that you always have on hand a few ranges and cooks. Of course you have not received your Spring lines yet, but the old ones will do very well. In addition to the range put out a cook or two, also of the highest price. When your customers come on they will notice them, and you and your clerks can casually call the attention of the customers to the stove. If you have received a new sample of the 1905 line you can call attention to that fact through the weekly advertisement or by some other means. However, it is a little early to begin to pound the trade on this line. It will become monotonous. What you want now is merely to have a reminder in the store that you sell cooks and ranges as well as heaters and other things.

#### Never too Late to Sell Heaters.

But don't throw out all the heaters. Put a few of the slow sellers forward in a good position and mark them "\$19.50—was \$25," or whatever the case may be. These you can well advertise all the time. As noted, it is never too late to sell a heating stove. The weather may turn so cold yet that additional stoves will be needed or some of the old standbys that were expected to last through the Winter may give out, so you never can tell when the end of the heater trade is at hand.

But the idea now is to begin gradually on the cooks and ranges and work them into the most prominent place inside of sixty days.

Then get out your mailing list—of course you have one. Go over it carefully and pick out names of people that

you think are at all likely to buy a heater yet this Winter. To them send a strong letter calling attention to the stoves that you have left, describing them and giving the lowest price. It may be that you will find but twenty-five or fifty to whom you think it will be useful to send these letters—but that will be all right. If one of them buys a stove you will have gotten your money back.

Then begin to prepare your list for the cook and range trade. Get the names of all the new settlers in the country round about and in town. Go to the land men and they can tell you the names of a good many actual or prospective settlers—if not just now before a great while.

Get your list in good shape, and if you address your envelopes by hand, put in the dull days in the store getting several sets of them ready. Put stamps on, too, if they are not already stamped.

If you prepare your own stove advertising matter you can write to the manufacturers for cuts to use in your ads and your circulars, and you will then have everything ready to send out the advertising matter just as soon as it is time.

It will not be a bad idea to plan a series of ads, though, whenever you have time. But that can be left until you get your cuts, your prices on the new stoves and all the particulars of them.

It is not easy at the beginning of a year to sit down and figure out just how much you are going to spend in your store advertising and how you are going to spend it. Changes may be necessary in your plans as you travel along through the year, so you can only outline things in a general way.

#### A Card Discount Sale.

If you have a good many more heating stoves on your floor than you want you can inaugurate a card discount sale. To do this have a lot of cards printed with some such wording as this:

"This card entitles ..... to a discount of twenty-five per cent. on any heating stove bought for cash out of our stock on or before the first of February, 1906. This card is not transferable and is of no value if presented by any other than the person named hereon or if presented after February 1, 1906.

"No.....

"Jones & Smith Hardware Co."

These cards should be sent to all your cash customers and as many more as you think can bring the cash.

Then advertise the sale and stick to the terms. Do not give the discount to anyone that hasn't the card and do not shove your prices up for the occasion. Make the holder of the card present it in person and impress upon him the value of the card. This may not result in a grand rush to your store but it may help you to sell two or three or four of

the stoves that you would otherwise have had to carry until next Fall. If it does it will have paid.

#### CAST IRON HEATING STOVES.

When the oak stove was received generally by the trade many dealers expressed the opinion that it would soon supplant the old style cast iron parlor stove. They argued that the changed construction and its general usefulness in being adapted to almost any form of fuel would soon lead to the oak stove supplanting the older forms. This was in a great measure true. The public quickly took up the idea, buying the oak stove on account of its simple arrangement, its heating capacity, the ease with which the firing was done, and so on. Now, or for a year at any rate, dealers have begun to complain regarding the increased cost of oak stoves. They say in no uncertain tone that the original popularity of the oak stove was due to its simplicity, and that when the stove became encumbered with nickel rings, fancy urns, nickel-plated foot rests, as well as magazine feeders and base heating attachment, the price was increased to such an extent that the users were unwilling to pay for ornamentation and uninvited improvements. Again, the dealers claim a reduced heating capacity, due to skirting around the fire pot. This Fall the complaint became louder. Cast iron stoves, they explained, were in much greater demand than for a number of years past, and they held that the oak stove was practically the only drag on the market, though such was the general demand for heating stoves that these, too, were eagerly bought by dealers who had not the forethought to order heavy supplies earlier in the season. It may be that the cast iron stove is regaining favor because of the increased prosperity of the country, as at the present time it is a matter of but \$5 or \$10 whether the user purchases a cast iron base heating stove or one of the high price oak stoves. There seems to be no objection on the part of dealers to the oak stove except in the matter of price and surplus ornamentation. They argue that its first form was the best, but that with the later improvements the designs have so far departed from the originals that many oak stoves now strike them as monstrosities.—Metal Worker.

#### REVERSIBLE DRAFT SYSTEM.

Cornelius Roell, of Independence, Missouri, has been granted a patent on a hot air furnace with a reversible draft. He has entered into negotiations for its manufacture and promises to place the furnace on the market in the near future.

#### COMPANY EXPANDING.

The Record Foundry Co., Moncton, N.B., which has been gradually pushing its wares into the markets of Western Canada, has, with the beginning of the year, reorganized the staffs in Montreal, Toronto and western towns, with a view to further increase business in that direction. Seven of the staff in the head office have been transferred to Montreal, Toronto and the west.



### CONSUMERS WANT FREE TIN.

At the Tariff Commission's session at St. John, N.B., a week ago, J. Sutton Clark, of St. George, asked that tin plates be left on the free list. He called attention to the fact that Welsh tin was much superior to the American article and spoke of the large quantity used in Canada in the various canning factories. The competition was very keen and an increase of duty would greatly increase the cost of production of various canned goods. In reply to some question of Hon. Mr. Fielding, Mr. Clark gave the commission some information regarding the machinery used in the manufacture of cans.

James Pender, of the Maritime Nail Works, described the conditions surrounding the wire industry, and said while wire manufacturers are satisfied with the tariff as it at present exists, we at the same time think that it would be advantageous to Canada and the people in the steel and wire business if the wires now free, namely, barbed wire No. 9, 12 and 13, should be dutiable to the same extent as other wires now on the twenty per cent. dutiable list. And if this duty were imposed in the way we would suggest, we are convinced that the price would not be advanced but a very small amount, if any. We are confirmed in this opinion by the results of several years' experience in the wire nail business, the price of which, for several years, had been only a small amount higher than the cost in Pittsburgh with the freight added. These results were brought about by competition between domestic manufacturers of wire nails. We are convinced that similar results would follow the imposition of a duty on barbed wire for the same reasons.

John Keefe, of the James Robertson Co., Limited, and Secretary E. A. Everett, of the Hardware Importers, also appeared, the latter reading a number of articles on which objection was made on paying duty. Linseed oil was taken as an instance. The great fluctuation in the price of this article made the payment of an entry duty excessive. They never knew just what the price was going to be and the duty was often paid on a considerable higher list price than what the same article might be worth at time of its actual requirement. They were also opposed to the duty on tin plates, as it placed the can manufacturers at a disadvantage.

A resolution passed by the Hardware Association favoring the British preference only when goods are brought in through Canadian ports was passed. The hardware men also asked for a reduction on window glass and cotton waste.

At the meeting of the Commission at Sydney, the Nova Scotia Steel & Coal Co., and the Dominion Coal Co., called the attention of the Commission to the importance of the coal industry to Nova Scotia. Last year the output of the province was 5,247,135 tons, the mining of which gave employment to 11,650 persons, yielding a royalty to the local Government of \$517,543. The sales to the Province of Quebec in 1904 were 1,730,948 tons; and this year they will not be less. The coal companies, owing to long rail haul and position on the seaboard, are vitally dependent on the St. Lawrence market, which includes

the city of Montreal and west. Competition at these points, with both American and English coal, had been keenly felt. It was considered absolutely necessary that the present duty of sixty cents per gross ton on bituminous be maintained in order to hold the market for Nova Scotia coal, and thereby furnish employment for a large population. Without this duty the production would be reduced one-half. The exports of coal from Nova Scotia to the United States consist almost wholly of slack coal, on which there is a duty of 15 cents, and other grades are practically shut out of the New England market by a duty of 67c. The persistent efforts which have been made during the past four years to find foreign markets have not resulted in regular business, although trial cargoes have been sent to various countries. Efforts have also been made to find markets west of Montreal, but owing to the keen competition of American coal, with the existing duty, it has been found impossible to establish trade in that direction.



**SEALED TENDERS** addressed to the undersigned and endorsed "Tender for Hamilton Wharf," will be received at this office up to and including February 5, 1906, inclusively, for the construction of a wharf in the City of Hamilton, Wentworth County, Ont., according to a plan and specification to be seen at the office of J. G. Sing, Esq., Resident Engineer, Confederation Life Building, Toronto, on application to the Postmaster of Hamilton, Ont., and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for eight thousand dollars (\$8,000.00), must accompany each tender. The cheque will be forfeited if the party tendering decline the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order,

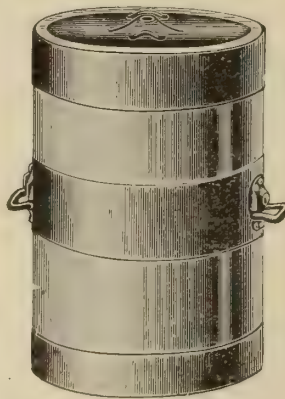
FRED. GELINAS,

Secretary.

Department of Public Works,  
Ottawa, December 16, 1905.

Newspapers inserting this advertisement without authority from the Department will not be paid for.  
(3)

## E. T. WRIGHT & CO. HAMILTON, ONT.



**MILK CANS,  
MILK CAN TRIMMINGS,  
SAP BUCKETS,  
SAP SPOUTS,  
DAIRY PAILS,  
STRAINER PAILS, etc.**

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### SITUATIONS WANTED.

**ENGLISHMAN**, exceptional Canadian and British experience; capable reliable worker; hardware office or store; used to managing working business. Palmer, 122 McGill, Toronto, Ontario. [52-2]

**BY** experienced hardware salesman, either as salesman or traveler for hardware specialties, paints or oils; energetic salesman; good references. Box 237 HARDWARE AND METAL. [3]

**YOUNG** man with eleven years practical experience in hardware business desires position as traveler; A1 references. Box 235, HARDWARE AND METAL. [3]

**TRAVELLING** sale-man wanted to handle a well-known line of stoves and hot air furnaces in Ontario; state experience. Box 501, HARDWARE AND METAL. [2]

### SUPERINTENDENT WANTED.

**FIRST-CLASS** man to take full management of Furnace and Stove plant; would prefer if he would take a financial interest in the business, which will bear the closest of investigation. Address Room "C" Confederation Life Building, Toronto. [52-2]

### FOR SALE.

**HARDWARE** business in good town, surrounded by best farming country in Canada. Stock \$5,000; turn-over \$25,000 per annum. Good profits. Reason for selling, dissolution of partnership. Address Box 139, HARDWARE AND METAL. [4]

**HARDWARE** business, thriving town in Western Ontario. Write at once; Box 483, Essex, Ont. [2]

**PART** set of tinsmith tools in good shape; will sell cheap. Apply to Box 500, HARDWARE AND METAL. [2]

### OR SALE

**GROWING** hardware and furniture business in 10-a-head Western Manitoba town; investment of slightly over three thousand, less than three years ago, will show at the end of third year surplus about twelve thousand; owner retiring; this will soon go. Apply quick to Box 236, HARDWARE AND METAL.

### SITUATIONS VACANT.

**WANTED** tinsmith, good all-around man. Yearly job. Must be temperate. Single man preferred. State wages and experience. Porteous Bros., Carlyle, Sask. [4]

### BUSINESS CHANCES.

**FOR SALE**—2,000 stock stoves and tinware in the best market town in Ontario; natural gas for fuel. Turnover \$18,000; good chance for quick buyers. Ill-health the cause for selling. C. J. Werner, Dunnville, Ont. [4]

**FOR SALE**—Hardware and stoves, \$5,300; population, 3,800; one opposition. Box 502, HARDWARE AND METAL, Toronto. [4]





## GET RIGHT

Is your business a Growing Business? If not there is something wrong. We are offering you the opportunity of your Life Time to in-

crease your business for 1906. Never before have you had the chance to buy

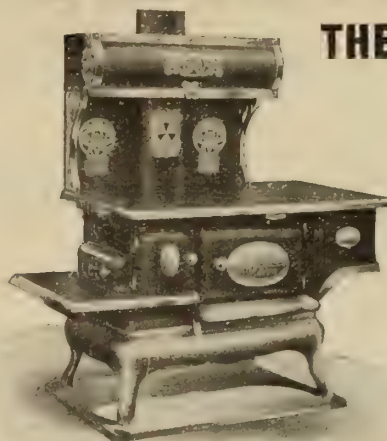
## A Malleable and Steel Range

made in Canada. Are you aware of the superiority of this construction over others? If not, a request will bring particulars. If you are, remember "procrastination" works into the hands of your competitor.

### Joy Manufacturing Co.

32 William Ave., Toronto

The Stove that is Needed  
Is the Stove to Sell.



## THE EMPIRE QUEEN RANGE

Is replete with good points. The Firebox is perfectly proportioned to the size of the oven, fitted with the latest duplex grates and heavy sectional cast iron linings for coal and separate grate for wood.

The Empire Queen Range is constructed to produce perfect baking. The heat is spread uniformly on all sides of the oven.

The Empire Queen Range is easy to clean. The ash-pit is especially deep, and the flues are made on the most modern principles.

The Empire Queen Range is the stove that is needed. Sell it!

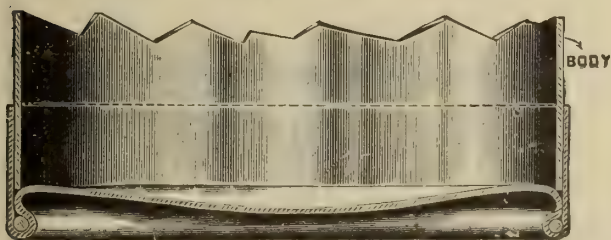
Write for Booklet.

The Canadian Heating & Ventilating Co.  
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man.  
Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St.,  
Montreal, Que., Agents for the Province of Quebec.

# "Samson" Milk Can Trimmings.



Section of "Samson" Milk Can Bottom.

Strongest, neatest, most sanitary  
and only one-piece bottom made.

Has no seams or rivets to corrode and collect dirt.

Every bottom in each size is of an exact diameter. Being stamped out with a die—not spun—there can be no variation as in a bottom made in several pieces.

Requires less solder and work in putting together than pieced bottoms—also wears longer.

## The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

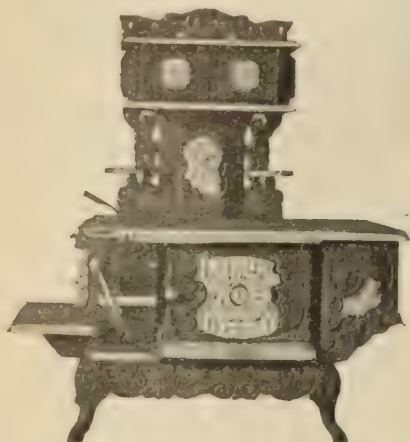
"Everything for the Tinshop."



## WHY NOT?

Are you using all the means at hand to make your business a success? Wise dealers take advantage of our systematic, aggressive and universal advertising and stock goods always in demand.

The individual dealer may not advertise much. Make our advertising help you. Place the



Our guarantee bond goes with every range.

## Imperial Oxford Range

on your floor. As a practical man you know the Imperial Oxford is the handsomest and best range in Canada. It rivets the buyer's attention completely, it keeps making the purchasing suggestion while you explain its exclusive features, and, in a few moments, the sale is made.

Our patented diffusive oven flue, exclusive to the Imperial Oxford, maintains a steady, even temperature.

Repairs can be easily effected without disturbing the linings by means of our Draw-out Duplex Grate.

But you know about the many exclusive features which go to make the Imperial Oxford superior.

Dealers should not forget that their customers, too, know much about these exclusive features from the experience of satisfied friends and neighbors, and by reading our advertisements.

The Imperial Oxford means fuel economy, cooking perfection, satisfied customers and more trade for you.

Write for Catalogue 61.

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Hot Water and Steam Boilers and Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

## The Gurney Foundry Company, Limited

TORONTO

WINNIPEG

VANCOUVER

84

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.

GRIMSBY, ONT., Jan. 1, 1906.

To the Trade:

In extending to you our very best wishes for a Happy and Prosperous New Year, we trust the past year has yielded both pleasure and profit and that the experience gained will enable you better than ever to push onward to the goal of success.

For our customers of 1905 we have the most kindly feeling. We appreciate their favors and kindnesses and most sincerely hope to have a continuation of same.

On the other hand, added facilities and new lines will enable us to serve you better than ever and to care for those new customers which we earnestly hope to secure.

For 1906 we call your attention to

## Walker Stoves and Ranges

"SUCCESSFUL EVERYWHERE"

and wish to say that all our experience, energy and time will be devoted to making good this motto.

Sincerely yours,

**The Walker Steel Range Company, Limited**  
Grimsby, Ont.





"VICTORIA" IMPROVED  
COAL GRATE

24½x30½. Dump Grate. Double Damper.

"MADE IN CANADA"

Take note of it. In your next  
order specify

## Mantel Coal Grates

finished in Oxidized Copper, Brass  
or Dull Black.

Mantel Coal Grates are fast winning  
favor.

Wouldn't you like to sell them?

**Whittaker Stove Works**  
WINDSOR, ONT.

## A BRIGHT STORE

PLEASES YOUR CUSTOMERS  
ATTRACTS BUSINESS  
SAVES TIME

A modern Acetylene plant will light your  
store perfectly and economically. Ask  
us about it.

**THE CONTINENTAL HEAT & LIGHT CO.**

MONTREAL

## Chances for Business

In these days of prosperity large  
public buildings are constantly being  
planned in all parts of the country.

These are your chances for getting  
business.

Good air is a necessity in all build-  
ings, but more especially in those built  
for public use.

The best way to get good air is by  
the use of our

### AEOLIAN VENTILATORS

They have been tried all over  
Canada, and have never failed to give  
complete satisfaction.

Montreal, June 15th, 1903

Messrs. J. W. HARRIS CO., LIMITED, Montreal.

Dear Sirs,

In answer to your request, we take very much  
pleasure in saying that we have your system of ven-  
tilation installed in our Church for several years and  
it has given us entire satisfaction.

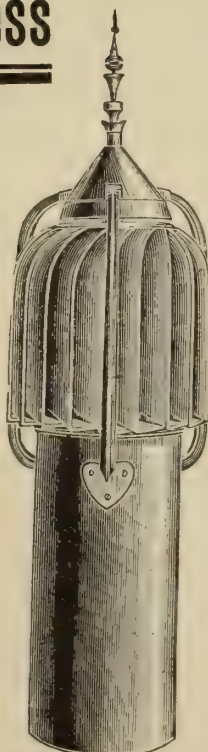
Fre. MARIE RAYMOND, O. F. M.

Write us for terms.

**THE J. W. HARRIS COMPANY, LIMITED**

Contractors

Montreal



THE AEOLIAN VENTILATOR  
(Can be supplied in cop-  
per, if so desired.)

## The New National Oak Heater

For Hard or Soft Coal, Lignite, Coke or Wood

Smoke consuming. Double Heater from floor.  
Duplex Grates. Double Mica Door. Straight, Deep  
Firepot. Deep Reflector Ring. Hot Blast Ring is  
entirely outside—does not obstruct interior. Smoke  
Pipe Collar is in rear of double-heating collar. No  
Elbows or Offsets required to connect with double-  
heating flue.



Made only by

**THE MOFFAT STOVE CO., LIMITED**

WINNIPEG

WESTON, ONT.

HALDARY

No other manufacturer in the world has a stove just like  
this. In brief, it's the biggest, tallest and best stove of its kind ever  
offered. Places you absolutely beyond competition. Seize the oppor-  
tunity and write for the agency to-day.



**Consolidated  
Plate  
Glass  
Company  
of Canada  
Limited**

**WINDOW**

**GLASS**

**PLATE**

**GLASS**

**TORONTO  
MONTREAL  
OTTAWA  
LONDON  
WINNIPEG**

**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

J. W. Young is proposing to establish a fertilizer factory in Toronto.

The Eagle Spinning Mills Company are to establish a large plant at Hamilton.

Keenan Bros. will extend their wood-ware factory at Owen Sound at a cost of \$25,800.

A beet sugar plant is proposed at Chatham, Ont., to be financed by American capitalists.

The Niagara Engine Works are to be put into operation shortly. Orders for 30 engines are on hand.

The International Silver Company, Welland, are installing considerable new machinery and electric equipment.

The Climax Road Machinery Co., composed of American capitalists, may establish a Canadian factory at Guelph.

McInnes & Lyons have established a planing mill at Edmonton, in connection with their large saw mills near that city.

Work on the big power plant at Fort Frances is progressing favorably, and it is announced that a pulp mill will be built there.

The Miramichi Lumber Co. will establish a mill at Chatham, N.B. The plant and building will cost \$50,000, and 60 men will be employed.

The Restigouche Woodworking Co. have completed the construction of a large woodworking plant at Dalhousie. The plant is said to be the most modern in New Brunswick.

Plans for the new Canadian Northern Railway shop to be built in Winnipeg have been completed. It is estimated that the cost of the work will be between \$600,000 and \$800,000.

The Canadian Northern Railroad will spend \$2,600,000; orders placed embracing 400 box, 400 flat, and 50 stock cars, 30 coaches, 16 baggage cars, 7 sleepers and diners, and 44 locomotives.

It is announced that the Canadian Northern Railroad will build a road to skirt the north shore of Lake Superior, connecting their lines in Manitoba with their lines east of Georgian Bay.

The British Columbia Electric Railway Company have placed orders for electric machinery and equipment worth \$125,000, to be used in enlargements of their power plant near Vancouver.

The N. B. Electrical Power Co., St. John, intend to establish a large electrical power plant at Aroostook Falls, and will have it in working shape before the Grand Falls plant is in operation.

The Lake Superior Box Company, West Superior, Michigan, have purchased a site in Winnipeg and intend to erect a five-storey factory building. Machinery to the value of \$70,000 is to be installed.

Prescott expects to secure electric power this Spring from the Ogdensburg

Light & Power Company, which secures its power at Hannawa Falls, and intends to look for business on the Canadian side this season.

An electric expert has reported that there are from 12,000 to 13,000 horsepower to be generated, except in the dry season, at the power plant at Erindale, which was established with York County Loan Company money.

It is proposed to establish a steel billet mill in connection with the Portland Rolling Mills at St. John, N.B. Such a plant would cost about \$200,000 to construct, and another \$100,000 would be required for its operation.

The Maritime Coal & Railway Company have decided to establish an electric power plant at their mine, eight miles from Amherst, N.S., and an agreement has been entered into giving them the right to bring the power to Amherst and dispose of it for factory purposes there.

Western Canada is speculating on the probable move to be made by James J. Hill, the Canadian who has become a railway king in the United States. Rumors are rife regarding different projects he is said to be considering to build railways into the Saskatchewan wheat districts.

The Farrar Transportation Company at Collingwood have decided to build a 9,000-ton steel carrier for use on the Upper Lakes. The work will be done at the Collingwood ship yards, and the boat will be completed in the Spring of 1907. It will be one of the largest Canadian vessels on fresh water.

A. B. Palmer, R. H. Palmer and Robt. Kelly, Vancouver, are applying for charters for three companies at Conrad City, on Lake Bennett, in the Yukon District. The Conrad Telephone, Water & Supply, and Electric & Power Companies are the three, each being capitalized at \$10,000.

The White Sewing Machine Company, with headquarters at Cleveland, Ohio, are negotiating with the town of Welland for a site where they propose to establish a manufacturing plant in Canada. If the deal goes through they will secure certain advantages from the town and in return will employ 300 workmen.

A large factory for patented platform gear for lorries, wagons, and drays, is to be established at Galt, if arrangements are completed for a factory site there. The concern will do business under the name of the Galt Wagon Company. The promoters have a factory in Indiana, but the Canadian tariff forces them to establish a factory in this country.

The Canadian Consolidated Mines, Toronto, have been incorporated by Dominion charter, with a capitalization of \$5,500,000. The incorporators include H. S. Osler, W. B. Raymond, E. Ford, J. M. Ewing, and Britton Osler, and the



company is organized for the purpose of amalgamating several successful mines at Rossland with the Trail Smelter and the Rossland Power Company.

The Henderson Roller Bearing Co. is to be wound up as a result of litigation. Shareholders have entered actions for recovery of money invested, and the affairs of the company are in a very unhappy state. D. Burke Simpson, of Bowmanville, is president of the company; George F. Marter is vice-president, and among the directors are Messrs. Albert Ogden, Dr. John Ferguson, A. E. Henderson, George Breeze, Elias Lemon, and Whitworth Anderson.

Representatives of Nova Scotia industries appeared before the Tariff Commission during their sessions in Nova Scotia and requested that the steel bounty be continued, and also protested against the reduction of present schedules. The Standard Drain Pipe Company, New Glasgow, asked for a specific duty on certain kinds of sewer pipes, and the Humphrey Glass Company requested that glass molds be placed on the free list. I. Matheson & Co. asked for a reduction on certain kinds of corrugated iron furnaces not made in Canada, and representatives of the N. S. Steel & Coal Company asked that the bounty of 1905 be continued for three years before bringing into effect the reduction proposed in the present schedules. The Dominion Iron & Steel Company asked for a continuance of the bounty system, and also asked for duty on barbed and galvanized wire.

#### Companies Incorporated.

Fiddes & Hogarth, Toronto, have been incorporated with a share capital of \$40,000, for the purpose of carrying on the business of plumbers, gas-fitters, etc. The directors are H. Hogarth, J. A. Doidge, and F. J. Hogarth, Jr., all of Toronto.

The Conboy Carriage Co., Toronto, have been incorporated with a share capital of \$100,000, for the purpose of manufacturing and dealing in wagons, etc. The directors are D. Conboy, W. C. Conboy, R. Webster and S. D. Conboy, all of Toronto.

New York & Canadian Mining Co., Toronto, have been incorporated with a share capital of \$40,000, for the purpose of carrying on the business of a mining, milline and reduction company. The directors are G. R. Geary, F. D. Byers, and O. F. Taylor, all of Toronto.

The Dwyer Mining Co., Toronto, has been incorporated with a share capital of \$100,000, for the purpose of carrying on a mining, milling, reduction and development company. The directors are John Brush LeRoy and J. R. Humphreys, Toronto, and D. R. Dwyers, Seattle Wash.

The Sudbury Machine Shop & Foundry Co. have been incorporated with a share capital of \$40,000, for the purpose of carrying on the business of mechanical engineers, machinists and foundrymen, the provisional directors being D. H. Haight and John Lawson, Copper Cliff; A. B. Gordon and L. O'Connor, Sudbury, and O. R. Smith, Victoria Mines.

Campbell & Tough Stock Scale Co., Arnprior, have been incorporated with

a share capital of \$50,000, for the purpose of manufacturing and dealing in weighing machines, refrigerators, etc., and carrying on the business of woodworkers, machinists and founders. The directors are D. J. Campbell, Arnprior; R. J. Tough, Toronto, and D. Craig, Renfrew.

Dominion Brazing Co., Montreal, have been incorporated with a share capital of \$100,000, for the purpose of carrying on a business of brazing, welding, soldering, repairing, etc., and to manufacture and deal in all goods used in connection therewith. The directors are A. Hendery and W. Eckenstein, of Montreal; H. L. Dinning, Lachine; C. Ralph, Longueuil, and C. A. Duclos, Westmount.

#### IS IRON IN BUILDINGS UNSAFE?

The collapse of the roof of the Charing Cross Station at London, England, is causing a serious discussion as to the advisability of the use of iron in modern buildings. A leading British architect, T. G. Jackson, in discussing the matter declares that iron construction is still on trial and that in many respects we have only reached the experimental stage.

Mr. Jackson points out that the life of an iron structure exposed to the weather depends absolutely and solely upon the thin skin of paint which must be constantly renewed, but there are necessarily many parts which cannot be reached by the paint brush, but to which water can penetrate. Mr. Jackson questions the claim that a coating of cement and concrete renders steel imperishable, and draws attention to the danger of miles of London house-fronts which are entirely carried by iron girders, saying that the mere condensation that will take place on cold metal at changes in temperature is enough to do the mischief, and as the mischief is covered from sight its progress cannot be detected.

Mr. Jackson concludes: "It is reported that an engineer has prophesied that no one will use iron or steel in a building thirty years hence. I feel sure that no architect who wishes a building to live should use it now. He would do wisely to exclude it except in such minor matters as ties, bolts, plates to stiffen the timbers or small girders to carry the floors. When so used iron is a valuable servant, but it makes a very bad master."

#### DURHAM CEMENT WORKS.

Reference was recently made to the proposed removal of the cement mill belonging to the National Portland Cement Co., at Durham, to some other point, owing to a supposed absence of raw material in that district. The mill has since been closed down and a hot time is promised at the annual meeting which is to take place soon. The company was originally organized about three years ago, the promoters taking one-quarter of the million dollars capital as their remuneration for floating the concern. During the first couple of years about \$700,000 was sunk in buildings, plant and experiments, and stock fell to rock bottom figures. Last year, however, the company did business at a

considerable profit, and as an investigation has proven that there is a large supply of high class marl near Durham, the local stockholders who have their money invested in the enterprise, are securing proxies and preparing to oust the present directors, and install a new board who will continue the present works and endeavor to produce a dividend for the stockholders.

#### ANOTHER FIREPROOF BUILDING.

Among the fireproof buildings which will be erected early this Spring is that of Messrs. Stauntons Limited, on Yonge street, Toronto. The structure will be 348 x 60 feet, the front 100 feet to be two storeys high, and the balance one storey. The entire roof is to be strong enough to serve as a future floor, and the lower storey columns throughout are to be strong enough for a future addition of two storeys.

The walls will be brick, but everything else—columns, girders, joist beams, window and door lintels, etc.—will be of metal reinforced concrete. The floors and roofs themselves will also be of concrete reinforced electric conduits ETAO crete, reinforced with heavy expanded metal. All gas pipes and electric conduits are to be bedded in the concrete floor panels. The floors are designed for loads varying from 270 to 420 pounds per square foot.

#### BUILDING NOTES.

A \$20,000 morgue is to be built at Toronto.

A new school is to be erected at Qu'Appelle, Sask.

A \$40,000 hotel is to be erected at Battleford, Sask.

A new hospital is being planned at New Westminster.

A new custom house is to be erected at Canning, N. S.

The new Methodist church to be built in Regina will cost \$45,000.

A \$35,000 church is to be erected by the Young Methodist congregation at Winnipeg.

John Stevens has taken out a permit to build two \$2,000 brick houses at Hamilton.

W. A. Hood, Vancouver, has let the contract for a new \$40,000 business block in that city.

The Backus-Brooks syndicate are to erect a lumber mill in the vicinity of Fort Frances, Ont.

The Terminal Warehouse and Cartage Co., Montreal, are to erect a \$200,000 fireproof warehouse.

The Methodist people of Boharm, Man., are perfecting plans for a church to cost between \$2,000 and \$3,000.

Thirteen large frame buildings are being erected at Atikokan, Ont., near the works of the Atikokan Iron Co.

Pemberton & Sons, Victoria, intend to erect a business block this year for Hutchison Brothers, automobile agents.



The B. C. Electric Railway Co. are to erect a power house at North Vancouver, for their new tram line at that place.

W. W. McKeague, Winnipeg, is building a three storey business and residential block. The building will be steam heated.

E. C. Tuckett, Toronto, is to build two stores and a stable on Dundas street, and J. Acheson is to build three stores on Queen street west.

British Columbia shingles have been advanced to \$1.85, an advance of 15 cents. It is said all grades of B.C. lumber are to be moved upward in price.

The Montreal Hotel Co. have been organized to build a hotel in that city to cost \$500,000. One of the incorporators is David Russell, of St. John.

Manson Campbell, president of the Chatham Fanning Mill Co., has bought a site at Brandon, Man., for \$10,000, and it is understood that the Chatham company proposes erecting a wholesale depot in Brandon.

The Hanover Portland Cement Co.'s works are being remodelled and the output increased from 150 barrels a day to about 400 barrels. The plant is driven by electric power generated from water power at the company's own power plant on the Saugeen River.

The average value of the building permits issued in Vancouver, B.C., in 1905, was \$2,617,760, for 889 new buildings. These figures show an increase of over \$600,000 over 1904, which was a little short of the \$2,000,000 mark, and almost double that of 1903, when the total was \$1,426,148.

The Watson Dry Pressed Brick & Stone Co., at Calgary, has recently amalgamated with the Alberta Portland Cement Co., with which a number of Toronto capitalists are identified. The amalgamation involves a capitalization of about half a million dollars. This will be one of the largest Portland cement plants in the Dominion.

Robert Martin, J. P. Nicholls and D. Gavin, Vancouver, have secured a permit to erect a \$40,000 business block in that city. The plans call for a brick structure three storeys in height, 120 x 104 feet. The lower floor will be made up of five stores, and the second and third storeys will be laid out for business offices entirely.

The International Portland Cement Co., Ottawa, have secured an order for 25,000 barrels of cement for early Spring delivery at Winnipeg, and another order for 25,000 barrels from the west, which makes a total of 50,000 barrels that will soon go forward from the big Hull works to points in Western Canada. A circular just issued to the shareholders of the International Co. shows that the net earnings of the factory for the five months ending Nov. 30, 1905, were \$80,518, which is equal to a little over 8 per cent. on the total capital of the company.

The term "cold cash" applies when it does not stay in one's pockets long enough to get warm.

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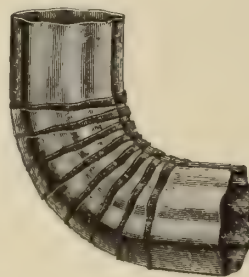
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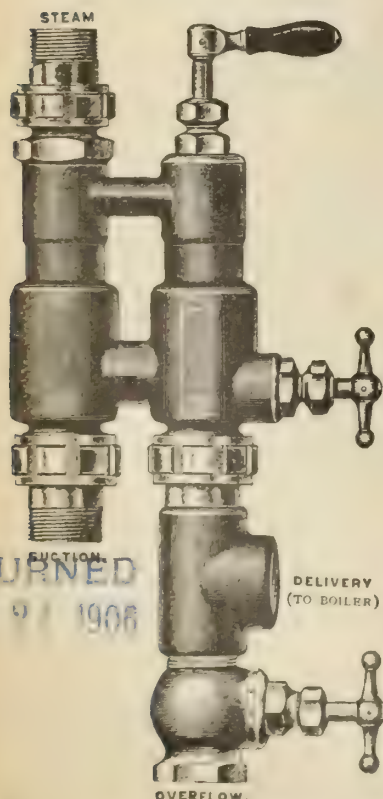
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# PLUMBING AND STEAMFITTING

## HEAVY FINES IMPOSED ON MASTER PLUMBERS.

Practically all the criminal cases against Toronto master plumbers were disposed of on Monday last when Chancellor Boyd passed sentence upon those who had pleaded guilty on the preceding Friday.

The grand jury found true bills against all the journeymen, master plumbers and supply men committed for trial with the exception of H. E. Jarman, who had given evidence in a previous trial.

### To Plead Not Guilty.

On Friday the cases came before Judge Boyd at the Assize Court and Mr. Riddell, who appeared for the defendants, said that the evidence had already been threshed out before Mr. Justice Clute, who declared that the methods of the plumbers in the association were illegal, so that in the majority of cases they would plead guilty. But he called His Lordship's attention to the fact that they acted innocently and under legal advice.

Those pleading guilty in the fraud cases were as follows: W. J. McGuire, Geo. F. McGuire, Geo. Clapperton, Joseph Wright, Hy. Hogarth, Alex. Purdy, W. Mashinter and D. Menzies, who admitted getting \$400 from the Toronto Bedding Co.; W. J. Stevenson, A. Malcolm, Geo. Clapperton, J. W. Wright, Alex. Purdy, H. Mahoney and R. Mahoney, who received \$800 from the Home Sanitarium at Guelph.

In the Warwick Bros. & Rutter case, W. J. McGuire, Geo. McGuire, Geo. Wallis, H. B. Hogarth, Geo. Clapperton, F. R. Maxwell, Alex. Purdy, J. B. Fitzsimons, K. J. Allison, W. Mashinter, Jos. Wright and Herbert Johnson were accused of obtaining \$1,200. Of these Geo. Wallis and Jas. Fiddes asked to have a plea of not guilty entered.

In the Isolation Hospital case H. Hogarth, W. J. McGuire, G. F. McGuire, C. Robertson, Geo. Wallis, Geo. Clapperton, J. Wright, W. Mashinter, A. Welch, F. R. Maxwell, H. Johnson, A. Purdy, K. J. Allison, and W. J. Williams all pleaded guilty with the exception of Geo. Wallis.

Mr. Riddell, for the master plumbers, announced that the money secured on I.O.U.'s had been refunded so that it would not be necessary for the judge to deal with this phase of the case.

### Journemen Also Object.

Nearly 100 members of the Master Plumbers' Association, who had not given evidence or been convicted previously, entered a plea of guilty in order to facilitate matters and get the case over with.

There was also the charge of conspiracy against Wm. J. Storey, Wm. Bush, F. J. Lawlor, Chas. Corner, C. H. Beavis, K. J. Allison, L. Legrow, and W. J. Mason, who were accused of attempting to injure J. B. Reeves and of

hindering workmen in his employ, and enticing them from his hire. The last four defendants pleaded guilty. J. G. O'Donoghue appeared for the journeymen and entered a plea of not guilty.

The case against the fifteen supply men was also passed on to the Assize Court by the grand jury, but this case was left over for hearing until Monday, January 22, when the remaining cases against master plumbers and journeymen who have pleaded guilty will also come up.

### The Judge's Address.

On Monday the bulk of the cases were disposed of by the imposition of fines varying from \$200 to \$500 on forty master plumbers, the remaining half hundred being let go on suspended sentence. The reasons for his decision were largely covered in his address as follows:

"It was a novel spectacle presented last Friday," said Chancellor Boyd in giving his decision, "when scores of men in good standing were in open court and admitted that they were guilty of acts of criminal misconduct. The salutary lesson of this case ought to suffice for them and others, so that the country shall have no repetition of such a deplorable scene."

### Legal Profession Under Censorship.

"Besides the plumbers, the legal profession, too, has been under public censorship in this long-drawn case. The public prints have not been silent in their comments on the legal side. It has been put forth also for the merciful consideration of the court that the body of defendants had been acting under legal advice. I have asked for information on that point, but have not received the usual evidence of the advice given. When business men prepare to enter on some scheme of importance as to which any doubt exists respecting its propriety or legality, and thereupon seek legal advice to guide them, the usual and proper way is to set forth in a written statement all the facts and the various points on which advice is asked, and to these the counsel responds in a written opinion. These documents can be produced when required, and they will manifest the precise scope of what has been asked and answered."

"I assume that no such accurate course has been taken here, for none has been laid before me, though some advice may have been informally or loosely given. But upon that I dwell no further. However, I must not pass from this aspect of the case without giving wider currency to a few words spoken by me to the law students last Friday, after leaving the court, touching the relation of the lawyer to crime."

### Privilege Does Not Apply.

"After explaining to the students about the privilege of secrecy between solicitor and client, I proceeded: 'There

are exceptional cases when the privilege does not attach. Thus if the client applies for advice in respect to matters intended to guide or facilitate him in the commission of a fraud or a crime (the legal adviser being ignorant of the purpose) then such communication is not privileged. The client cannot claim to close the lips of the lawyer from telling the truth. He (the lawyer) is not to be left in the serious plight of one suspected of being a part to the wicked scheme without being able to exculpate himself.' In this case the true doctrine is that there is no privilege to protect the disclosure of iniquity."

"Again, where the professional man becomes a party to the scheme of fraud or of a criminal attempt to evade the law, no protection attaches to what passes between them, because to contrive wickedness of this sort is no part of the lawyer's duty. There is, however, a marked difference between these cases and others common in modern days of business competition and criticism. A leading newspaper wrote thus a short time ago: 'Within the four corners of the law men may combine to circumvent the law, to frustrate the purposes of the law and to make the provisions of the law of no effect.'

### Duty of a Lawyer.

"The obvious remedy is to procure an amendment to the law, or to enact a law responsive to public opinion, which by proper and well-worded provisions will frustrate all attempts at circumvention. The newspaper proceeds thus:

"With the aid of experts skilled in the use of legal technicalities men may be enabled to do an unlawful thing in a way less dangerous to themselves, but not less extortionate to the public than is done in some other way."

"Given such conditions, what course is the lawyer to take, to speak or to be silent when asked for advice? Now, there are many occasions on which lawyers will be consulted as to matters trenching on crime, and in which the greatest circumspection should be used, and a distinction will be made between things which are mala in se, misdoings which are recognized to be crimes in all civilized communities, and things which are mala prohibita, declared to be unlawful by virtue of by-law or penal statute. In all attempts to get advice to facilitate or to protect a criminal act, the lawyer should withhold professional assistance and give his reasons for so doing—namely, that his duty is to repress and not to further the commission of crime."

### Clients Should be Warned.

"Again, there are cases wherein questions of degree make all the difference. Things which are per se legitimate, but in which excess brings the actor within the boundary of things prohibited. For instance, a newspaper man may wish to criticize a book on account of its sup-



posed dangerous or immoral tendencies. This he must do within bounds or he may be guilty of a criminal act of libel. He may rightly seek and rightly obtain advice as to how far he can legitimately go. So where dealers seek to combine to control or enhance prices or to prevent competition, it is a question of less or more as to how far they can go before the combination becomes conspiracy. They do not wish to break the law by acting in direct violation of its prohibition, but they seek how to circumvent it with a fair prospect of immunity. Granted that they do not consult a lawyer as to the honesty of what is proposed, but as to its legality he may advise them as to the area of safety and the area of what is forbidden, but if he is a worthy member of his profession he will warn them of the danger they run, and strenuously dissuade them from engaging in any undertaking likely to be morally reprehensible, while it may be legally permissible. He will enforce Whatley's maxim that people may have the right to do a thing which is not right to do. This ethical factor he should emphasize as a part of his duty in advising on all aspects of doubtful or dangerous questions, so that the moral side would have to be taken into account. Whatever course is taken by clients, the onus rests on them. He at least has delivered his soul and has violated no rule of sound professional ethics.

#### Reasons for Leniency.

"I have anxiously considered," His Lordship said, "as to the best manner of imposing fines in the cases of conspiracy to restrict trade and enhance prices, which have been admitted. The following considerations and principles have been my guide. From the materials laid before me it has been evident that the larger firms and the leading master plumbers have controlled the men in smaller businesses, so that they have been forced into the combination to endeavor to make a living, and in some way strive to better their condition.

"Many of the latter are hardly able to make headway, having large families and little work. Many have actually been losers by being driven into the combination. These classes have been as leniently dealt with as possible. As to those better off and in a larger way of business, I have scaled or graded so as to impose some fine on those who have received dividends from the illicit prices, but heavier fines are imposed, though far from the maximum of the statute, on those who have made the largest gains from the combination. I have been limited as to the highest amount imposed by the discretion exercised by Mr. Justice Clute. It seems to me better not to go beyond his highest figure, though I think he erred on the side of leniency."

#### The Fraud Charges.

After having announced the fines in a number of cases Chancellor Boyd said:

"In regard to those charged with fraud under section 394, in all of which cases restitution has been made, I have decided not to inflict any further punishment. The only possible penalty was imprisonment, there being no alternative of a fine.

"I have, therefore, suspended sentence on the express and emphatic condition that there be no further transgression of the criminal law. The sentence will never be pronounced unless they bring it

upon themselves by further transgressions."

His Lordship did not doubt that all would outlive the blemish on their record, and all would behave in the future so as to warrant the extension to them of the confidence and respect of their fellow-citizens.

#### Fines Amounting to \$10,600.

W. J. McGuire and G. F. McGuire, \$450; G. Clapperton, \$500; J. Wright, \$500; Henry Hogarth, \$400; Alexander Purdy, \$500; W. Mashinter, \$500; D. Menzies, \$200; J. B. Fitzsimons, \$500; K. J. Allison, \$250; C. Robertson, \$200; F. R. Maxwell and Herbert Johnson, \$300; James Fiddes, \$250; L. Legrow, \$250; W. J. Mason, \$250; W. R. Willis, \$200; A. Allison, \$200; S. Ryding, \$200; R. Patterson, \$250; W. J. Street, \$200; J. Elliott, \$250; J. T. Aggett, \$250; F. Wallis, \$200; J. E. Fullerton, \$250; C. E. Pickard, \$200; R. Wright, \$200; J. J. Power, \$200; A. M. Bond, \$200; S. Wright, \$200; W. G. Adams, \$250; W. H. Benson, \$250; A. Welch, \$300; D. McMullen and N. McMullen, \$200; Edward Larter, \$200; A. H. Stinson, \$250; D. J. Morgan, \$250; H. Richards, \$200; W. R. Ranne, \$200; J. H. Erwood, \$200.

#### On Suspended Sentence.

J. Monahan, T. E. Hoar, B. Bryan, J. Down, H. Richards, George Moore, John Ross, G. T. Ashdown, Edward Myers, C. J. Hellier, A. A. Care, E. Butler, W. Boddington, A. T. Passmore, R. J. Leaman, J. J. Lyndon, H. J. Pell, E. W. Aikins, W. Walker, Edward Bird, T. W. Sloan, T. H. Hutchinson, E. T. Needham, R. W. Robson, G. T. Mason, W. J. Williams, W. B. Inwood, J. R. Bolan, G. T. Thompson, A. E. Cottrell, J. R. Brown, Neil McMullen, J. Gibbs, Herbert Johnson, C. H. Beavis, W. J. Stevenson, A. Malcolm, H. Mahoney, R. Mahoney, J. H. Erwood, J. T. Lendrevil, J. J. Graham, John Torpey, J. Berry, B. Willett, J. E. Knott, C. J. Tomney, Thos. Cook, E. A. Phillips, J. H. Parkes, G. A. McDonald, E. A. James, James Furey, E. Restall, William Clewes, A. Gibson, J. H. Ellacott, A. J. Richardson, W. G. Munns, M. Blumberg, Peter Jessamine, William Telford, R. T. Robinson, J. T. Matthews, J. L. Pincombe, T. E. Hoar, J. R. Seagar and A. M. Macpherson.

#### STEAM HEAT IN SOD HOUSE.

A steam-heating plant in a sod house is one of the latest signs that the star of civilization is steadily wending its way westward. The home of Frank Gillispe, a farmer near Bonesteel, South Dakota, is now heated with a modern plant, just installed.

Gillispe is well-to-do and says he has no time to erect a brick home, but he does not intend to go without the comforts of steam heat. The sod house is very satisfactory to him, but the stoves which he previously used did not give satisfaction, and he resolved upon a more modern method.

While the sod home occupied by the Gillispe family is not prepossessing on the exterior, its interior is comfortably finished. It has seven rooms, all of liberal size. The steam-heating plant, instead of being installed in a basement, is in one of the rooms, adjoining the kitchen, which is also used as a store-

room. Here the boiler stands and is connected with radiators just as it would be if located in the cellar of a fine dwelling.

#### CROOKED THREADS IN FITTINGS.

Some of the trade do not seem to know how to determine whether crooked threads are in the fitting or on the pipe. Although we give special attention to the matter of tapping fittings straight, as manufacturers we admit that with the utmost care in manufacture, occasionally a fitting will be sent out which is tapped slightly crooked. But in justice to ourselves we should say that we receive many complaints in regard to crooked thread in fittings, when, as a matter of fact, the fittings complained of are perfect, these complaints being due to the fact that the threads on the pipe are crooked.

If, when a piece of pipe is screwed into a fitting, it is out of line, it is a very simple matter to determine, by turning the pipe a half-turn, whether the trouble is in the fitting or in the pipe. If the pipe then maintains its original alignment, the trouble is in the fitting; but if the pipe slants in the opposite direction, it is perfectly apparent that the difficulty is in the way the threads have been cut on the pipe.

Crooked threads on pipe are usually threads that are cut by dies in stocks, and are caused by the fact that the distance between the die and bushing is too short. In cases where the bushing is badly worn, the die is quite as apt to cut a crooked thread as a straight one, as the bushing does not keep the die in alignment with the pipe.—The Valve World.

#### GENEROUS MANUFACTURERS

The Crane Company, Chicago, manufacturers of valves and plumbing materials, distributed amongst their employees at Christmas time the sum of \$300,000. Every employee, irrespective of his position or length of service, was presented with ten per cent. of the total amount he had earned during the year.

This practice of giving employees a share in the profits of the business was first adopted in 1900. Each year since that time the policy has been continued. For the first three years five per cent. of the total amount earned by each employee was given him. In 1903 the rate was increased to ten per cent. The total amount distributed during the entire period is about \$1,250,000.

By sharing his earnings each year with those who work for him and in that way avoiding the possibility of acquiring an over-abundance of wealth, Mr. Crane believes that the employer can find a satisfactory means of escaping the perplexity of a certain well known philanthropist, who, while believing it a disgrace for a man to die rich, finds it a burden to dispose of his accumulated wealth.

N. O. Nelson, of Leclaire, Ill., is another plumbing supply manufacturer who believes in profit sharing amongst his employees and has established a model town around his factory.

The American Radiator Company are now in possession of the Cockshutt old works at Brantford and have asked the city council for sewerage connections as soon as possible.



## PLUMBING MARKETS

### QUEBEC.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Jan. 19, 1906.

Supply houses in Montreal have experienced a noticeable lull in the volume of business, this week. But, even so, the slackness is not so bad as it has been during other seasons, and it has set in a couple of weeks later than usual.

With the travelers getting back on the road again, trade is expected to pick up immediately, especially as the weather is by no means unfavorable to plumbing contracts.

Iron pipe still remains at its former prices, but jobbers are awaiting an advance on the part of the producers.

**Range Boilers**—Although orders are coming in the situation is for the most part a dull one. We quote: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28.00. The discount on copper boilers is 15 per cent.

**Lead Pipe**—This article is unchanged in price, and is likely to remain so for some time, although there has been a slight decline in the primary markets. We give the following prices: 20 per cent. f.o.b. Montreal, Toronto St. John, N.B., and Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—The market during the past week has been without feature. We are still quoting: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

**Iron Pipe**—Nothing has been done to advance prices, though it is still felt that this will occur before long. Our prices are still quoted as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—Sales are light this week. Prices remain: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list;

medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—Ruling prices are being well maintained, the slight decline in pig lead being more than compensated by an advance in tin. We are still quoting as follows: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder), 18c.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, January 19, 1906.

There is little to report this week, except that trade in enamelware and finishing materials continues very brisk. The open weather is allowing much work to be done and the total for this month is certain to be exceptional.

There are no further price changes to report, but some buyers are complaining of the recent jump on brass goods, although it was predicted in these columns several weeks ago. The prices are in keeping with present prices of raw materials, and jobbers say they do not expect a decline for some months, with possibly higher prices before lower ones are reached.

**Lead Pipe**—Market is strong, and business active. We quote: Lead, 7c.; lead waste pipe, 8c.; discount, 20 per cent.

**Soil Pipe and Fittings**—Normal business is reported. Prices are firm. We quote as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Buying is active, with the same prices ruling. We quote as follows: Black, 1-4 inch, \$2.09; 3-8, \$2.09; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch, \$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

**Iron Pipe Fittings**—Demand continues satisfactory, with prices unchanged. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring

hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—A good seasonable trade is being done. Prices continue firm, the cost of raw material being on the increase. We quote as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—A good trade is being done at steady prices. We now quote: Bar solder, half-and-half, guaranteed, 23c., and wiping at 20c.

**Enamelware**—Demand continues lively, because of the continued mild weather. Prices continue stiff. We quote: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

### PLUMBING ITEMS.

Napanee is installing a municipal electric light plant, which will be in operation this month.

\*\*\*

Stratford is considering the question of establishing a municipal heating plant. It is proposed to utilize the exhaust steam from the gas company's works for heating the post office, court house and other buildings and business blocks.

\*\*\*

Joseph Weisley sued Keith & Fitzsimons, master plumbers, Toronto, and the William Hendrie Company, of Hamilton, for \$10,000 damages for injuries sustained by his son while working on a plumbing job on the premises of the latter. The jury rendered a verdict in favor of the defendants.

\*\*\*

There is a strike of journeymen plumbers at Calgary. The men are holding out for a union wage of 45 cents per hour. The employers agree to give this to some of the employees, but not to all.

\*\*\*

The Canadian Fire Underwriters' Association has decided to have a systematic inspection of electric wiring in Ottawa. Both the Ottawa Electric Company and the civic electric plant have agreed not to supply current to premises until the underwriters' certificate is granted.



## THE HEROISM OF INDUSTRY.

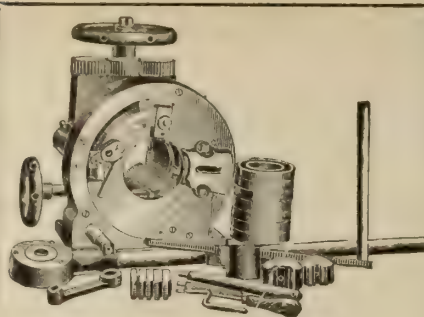
Heroes of the battlefield, and heroes of the sea! Of these, now frequently we hear—worthily often, yet often over-praised. But the heroes of peaceful industry in all the commoner walks of life—what of these? Of the farmer delving out yonder in pasture and plow-land; of the swinger of the hammer in the forge; of the builder under whose touch tower and temple spring into proud proportion? What of these world-wide common workers whose ceaseless, uncomplaining toil quickens the pulse and animates the life of nations? Who will sing their psalm—who has written their history and renown?

We have heard among the idlers who float on the surface of society, contemptuous flings at those whose heritage is toil. They sneer at the hard and horny hand of labor; but they forget that of all that is useful, luxurious, or beautiful on earth, toil has been the creator; that from the marble mansion to the kid gloves of the tailor's most exquisite walking sign, all has been wrought out by human industry. It is the toil of swarthy hands, thou pitiful idler and sneerer—just such hands as thou see'st daily along the curb or in the crowded car—that has reared empires in the Old, and planted republics in the wilderness of the New World; that has hewn the rock in the quarry, built the "miracles in stone" that are the shrines and monuments of nations, and laid the foundations of all great modern industries; that has achieved whatever fame belongs to genius, with the sculptor's chisel, the painter's pencil, and the poet's or scholar's pen; that has winged the ocean with white sails, and exchanged the products of every clime; that has measured the circuits of the stars, and plumed the lightnings to be the swift-winged messengers of man's bidding.

Industry! Why, man of idleness, this is what fed you pap, rocked your cradle, and nursed your pampered life. Without it, the woven silk and wool on your back would still be in the silk worm's nest or in the fleeces of the shepherd's fold. For the meanest thing that ministers to human want, save the air of heaven, man is indebted to toil. It is only drones who toil not, infesting the hives of industry with corruption and decay. The lords of the earth—if they but knew it—are the men who do things, who can build up or cast down at will, and who can retort to the sneer of the "soft-handed" by pointing to their trophies wherever art, science, civilization and humanity are known. Work on, man of toil! Your royalty is yet to be acknowledged, as industry rises toward the highest throne of power.

The United Factories, Limited, Toronto, have issued their new catalogue of Boeckh's and Bryan's brushes to the trade, also Cane's woodenware. This is the most complete illustrated catalogue of brushes, brooms and woodenware ever issued by these manufacturers. Boeckh's brushes have been made in Toronto for fifty years, reaching the half century mark this year. Any merchant who has not received a copy can receive one on request by addressing 80 York street, Toronto, and mentioning this paper.

A man who never makes mistakes never makes anything else.



## Merrell Portable Hand Machines

Nos. 5, 6, 9 and 11

These machines do better and more rapid work, both in threading and cutting off than any other hand machine on the market. They have a greater range of work and make quicker changes from size to size of pipe. The vise is self-centering, is actuated by rack and pinion to feed the pipe into the chasers. The machines have our Standard Adjustable quick-opening and closing Die Head, and our Improved Cutting-off Knife. No. 5 cuts and threads pipe 1 to 4 inches, inclusive; No. 6 cuts and threads pipe 1 to 6 inches, inclusive.

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Sole Agents for Canada Limited  
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Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

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At the Same Price

Isn't it Best to use the Kind that are

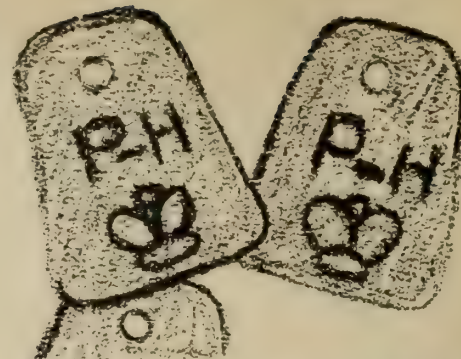
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the pipe with  
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We **must** be sure of our pipe's quality to brand a trade mark into the hot metal itself.

The point is to get **you** as sure of P-H. Pipe as we are—that's why we brand it where you can see the brand.

No dodging responsibility then, is there?

When you make up your mind that quality in pipe is worth paying for—and that nothing but quality **is**—then we will show you that **absolute** quality doesn't imply higher cost.

P-H. Pipe, even with the guarantee back of it, competes in price with the may-be goods. Will you read the book that tells why? Your copy waits for your call.

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**STOCKS and DIES**

**THE ARMSTRONG MFG. CO.**  
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Let us talk to you about it. Many men make good money in Paints—Do you?

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It's easy to build on Ramsay's Paints. The price is right. The Paint is right.

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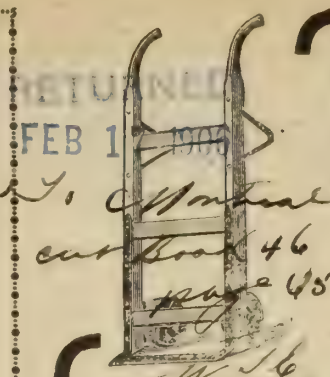
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Used by leading Plumbers  
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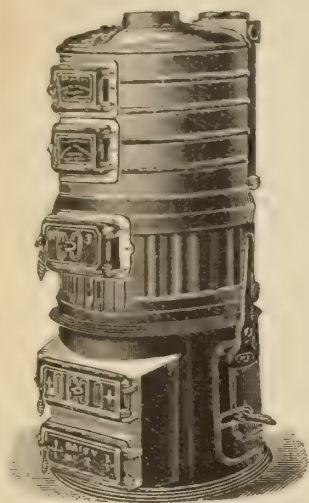
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**IMPROVED**  
**Daisy Hot Water Boilers**



Simplest in  
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Economical,  
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Sales exceed  
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Every Boiler  
Guaranteed.

We also carry large stocks of  
Iron Pipe, Cast and Malleable  
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Send us your rush orders  
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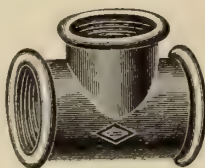
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Stocked by all Leading Wholesale Houses.

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Hot Air Furnaces. Sash Weights and Washers.

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The merits of the NATURO closet  
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 system of sending inquirers to  
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If you want the same chances—write us for details.

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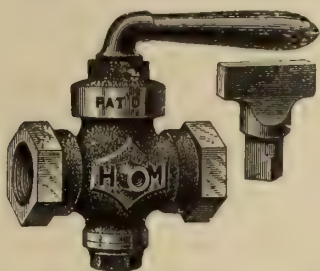
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**Salem, N. J.**



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NO. 49 STOP AND WASTE COCK



The way some manufacturers pack and label their stop cocks makes it hard for you to distinguish them from others upon your shelves without opening the box; an unimportant detail you may think, yet the inconvenience is very apparent when you wish to get out one of a certain pattern, size, style or make.

Mueller Stop Cocks reach you neatly packed in half dozen lots in strong boxes made for shelf as well as packing purposes, with but one pattern, size and style in a box, and all descriptive detail is plainly pictured and printed on a neat label so that you can see it at a glance. They are packed with special reference to your convenience.

Mueller Stop Cocks are made in solid handle, socket head and patent cap patterns and in all styles of pipe connection. The cock illustrated is the patent cap pattern, iron pipe style.

Each cock bears the Mueller trade mark and is *unconditionally guaranteed*.

**H. MUELLER MFG. CO.**

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# The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



# VITRIFIED SALT GLAZED SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

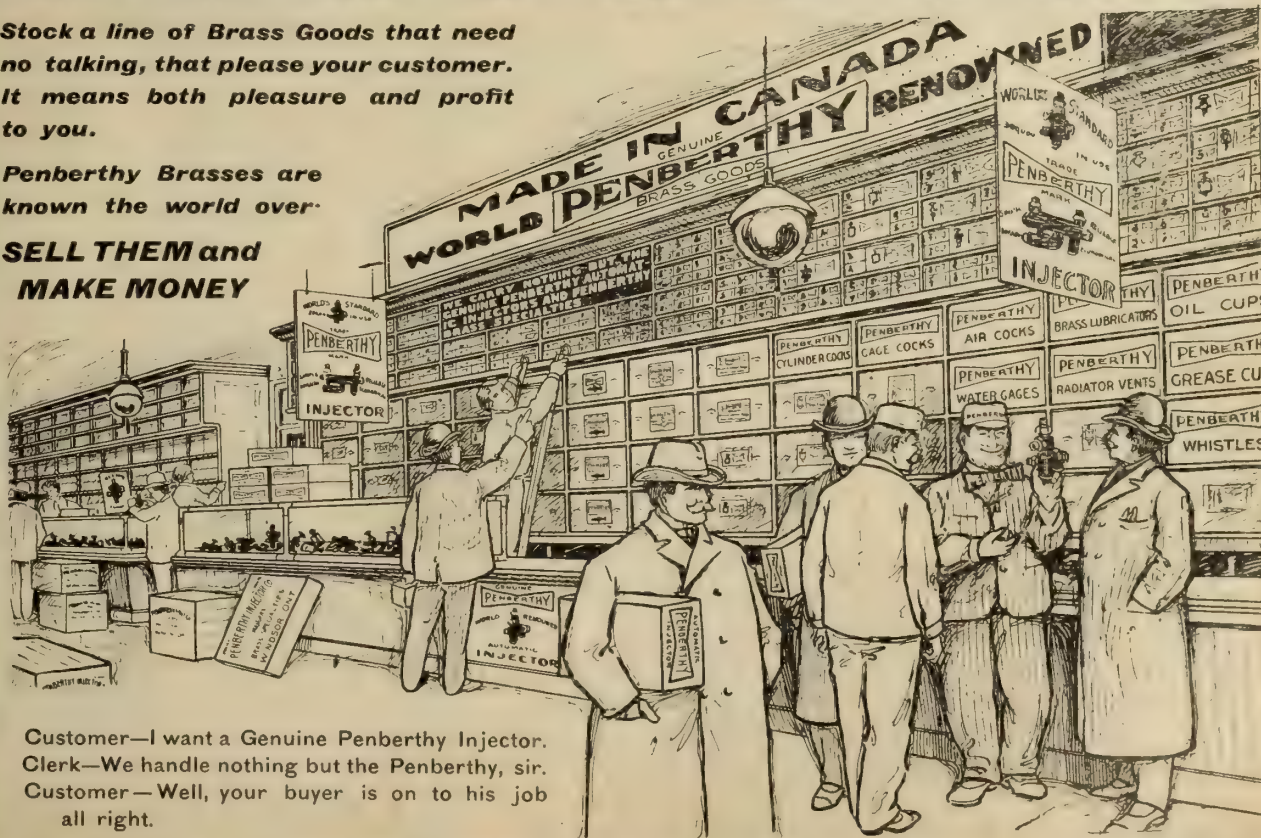
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**Works : Swansea, Toronto, Ont.**

***Stock a line of Brass Goods that need no talking, that please your customer. It means both pleasure and profit to you.***

**Penberthy Brasses are  
known the world over.**

## SELL THEM and MAKE MONEY



Customer—I want a Genuine Penberthy Injector.  
Clerk—We handle nothing but the Penberthy, sir.  
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A PERMANENT  
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## Arrow Brand Asphalt Ready Roofing

Will bring you profitable trade and satisfied customers. Comes in rolls ready to lay, all ready covered with gravel. Requires no experience to lay, and lasts for years without further attention.

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Sole agents being appointed in each district. Write to-day.

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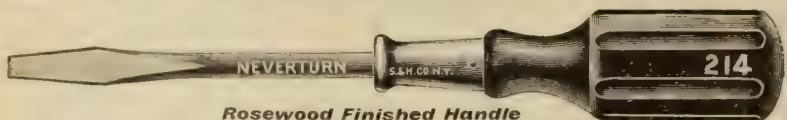
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Rosewood Finished Handle

Ask your dealer or jobber for these goods, or write for Green Book, Carpenters' Section.

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Send specification for prices.

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The most light for the least money

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There are lots of ash-sifters to be had, but none that combine Cheapness, Neatness, Lightness, Strength, Facility, Durability—none but the

## METALLIC ASH-SIFTER

The **Metallic Ash-Sifter** is simple in construction, yet it gives marvellous service. The **Patent Double Lock Fold** is the feature that makes for permanency of the parts. The **Patent Wire Bale and Metal Cover** can be used with the **Metallic Ash-Sifter**.

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## STANDARD OAK

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Finest Fuel Saving Furnaces in Canada  
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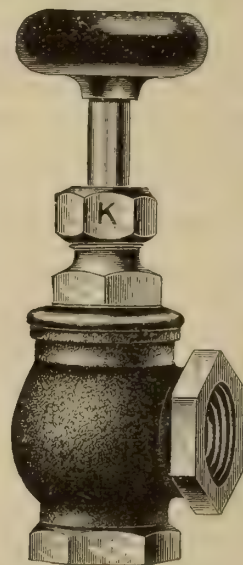
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## A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

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are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade.

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WALKERVILLE, ONT., CANADA



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*We are now fully equipped and can fill all orders for these metals.  
Send us specifications of your requirements. Write for our Discount Sheet.*

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Mantels,  
Grates,  
Tile, etc.

A Nice Mantel  
is a fine piece  
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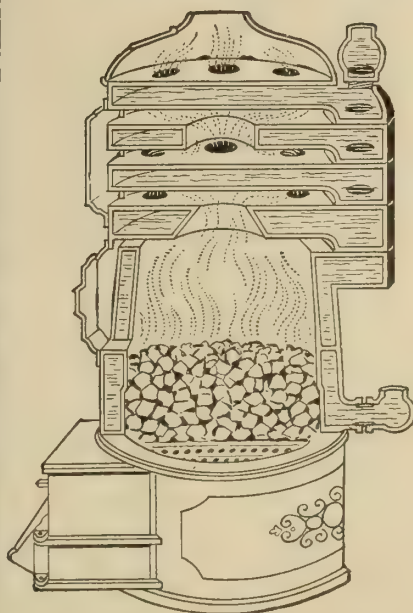
Batty Stove and Hardware Co.

182 Adelaide Street West

## When Talk Means Money

Watch for the man who is digging that hole in the ground because  
there's a new building going up there. The shrewd dealer gets acquainted  
with that man—talks the

## OXFORD HEATING SYSTEM



to him and it is such a strong and con-  
vincing proposition that the dealer's  
talk means money in his pocket every  
time.

You can talk strong about the Ox-  
ford System and depend on it to make  
good your claims. This is a good time  
to talk for Spring trade.

The Oxford ("B" Series) Boiler is the  
most modern, powerful and economical  
heating apparatus ever manufactured.  
The immense success of this Boiler is  
largely due to the peculiar build of the  
fire-pot. There can be no accumulation  
of dead fuel around the most active  
surface of the boiler because the fire-pot  
is slightly wider at the bottom than  
the top.

Above the fuel, the walls of the fire-  
pot overhang the fire. The heat sharply  
impinges against these overhanging  
surfaces.

We don't squeeze in gaskets or  
washers when making boiler connec-  
tions. That causes no end of trouble.  
Our method is smooth tapered steel  
nipples pressed into smooth tapered  
holes, making a permanent metal-to-  
metal, no-leak joint.

## Oxford Steam and Hot Water Radiators

used with Oxford Boilers assure beauty, economy, absolute satisfaction and  
the highest degree of comfort.

Write for the Gurney Oxford Book of Steam and Hot Water Heating  
Apparatus.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate  
Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges,  
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## The Gurney Foundry Co., Limited

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Business is sure when you stock up our—

**SHEATHING, TARRED FELTS**

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**WRAPPING PAPERS**

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Our goods are characterized by the "Quality that Wins." There is no reason why you shouldn't handle them.

**SEND IN A TRIAL ORDER TO-DAY**

**"BLACK DIAMOND"**



**TARRED FELT**

"JOLIETTE" and "CYCLONE" Brands of Sheathing

## ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

82 MCGILL STREET

## CURRENT MARKET QUOTATIONS.

Jan. 19, 1906.  
These prices are for steel qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$39 00 \$40 00

#### TIN PLATES.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley— Per box.  
I.C., 14 x 20 base ..... \$6 50  
I.X., 14 x 20 base ..... 8 00  
I.X.X., 14 x 20 base ..... 9 50

Famous, equal to Bradley—  
I.C., 14 x 20 base ..... 6 50  
I.X., 14 x 20 base ..... 8 00  
I.X.X., 14 x 20 base ..... 9 50

Raven and Vulture Grades—  
I.C., 14 x 20 base ..... 4 25  
I.X., 14 x 20 base ..... 5 00  
I.X.X., 14 x 20 base ..... 5 75  
I.X.X.X., 14 x 20 base ..... 6 50

"Dominion Crown Best"—Double  
Coated, Tissue. Per box.  
I.C., 14 x 20 base ..... 5 50  
I.X., 14 x 20 base ..... 6 50  
I.X.X., 14 x 20 base ..... 7 50

Allaway's Best—Standard Quality.  
I.C., 14 x 20 base ..... 4 75  
I.X., 14 x 20 base ..... 5 75  
I.X.X., 14 x 20 base ..... 6 75

Bright Cokes.  
Bessemer Steel—  
I.C., 14 x 20 base ..... 3 75  
I.C., special sizes, base ..... 4 00  
20x28 ..... 8 00

Charcoal Plates—Terne  
D ago or J. C. Grade—  
I.C., 20x28, 112 sheets ..... 7 00  
I.X., Terne Tin ..... 8 50

Cookley Grade—  
X X, 14x56, 50 sheet box ..... 7 00  
" 14x50, " .....  
" 14x55, " .....  
Tinned Sheets.

72x30 up to 24 gauge ..... 7 50  
" 26 ..... 7 50 8 00

### IRON AND STEEL.

Common bar, per 100 lb. Montreal. Toronto.  
Forged iron ..... 2 05 2 05  
Reinforced ..... 2 28 2 43  
Horseshoe iron ..... 2 40 2 40  
Hoop steel, 1 1/2 to 3 in. base ..... 2 75 2 75  
Slough shoe steel ..... 2 17 2 20  
Tire shoe ..... 2 17 2 30

Best sheet steel ..... 0 12  
B. K. Morton & Co.—  
" Alpha high speed ..... 0 65  
" annealed ..... 0 70  
" M. Self-hardening ..... 0 50  
" J quality, best warranted ..... 0 18  
" T. warranted ..... 0 14  
" C. warranted ..... 0 09

Jonas & Colver's tool steel... 0 10 0 20  
" "Novo" ..... 0 65  
" annealed ..... 0 65  
Chas. Leonard ..... 0 08 0 09

Crucible Steel Co.—  
" Rex high speed steel... 0 65 0 75  
" Self-hardening ..... 0 50 0 50  
Crucible Special ..... 0 16 0 16  
" Silver steel ..... 0 12 0 12  
" Black Diamond ..... 0 08 0 09

Thos. Jowett & Sons B.P.L.  
tool steel annealed ..... 1 01  
Self-hardening ..... 45  
Rapid self-hardening ..... 75

Sanderson's Crucible steel..... 0 09 0 09  
Superior " ..... 0 12 0 13

### BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine..... 0 40  
Metallic ..... 0 30  
Hercules ..... 0 20  
Star ..... 0 15  
No. 1 ..... 0 12  
No. 2 ..... 0 10  
No. 3 ..... 0 07  
No. 4 ..... 0 06

Canada Smelting Co., Limited.

Hard Genuine Rabbit ..... 0 40  
Standard Anti-Friction Babbit..... 0 30  
" Special Babbit ..... 0 25  
Car Box Babbit ..... 0 20  
Extra ..... 0 15  
No. 1 ..... 0 12  
No. 2 ..... 0 07  
No. 3 ..... 0 05  
Standard Phosphor Tin ..... 0 40  
On large orders special discounts given.

### BLACK SHEETS.

	Montreal.	Toronto
14 gauge.....	2 55	2 55
16 gauge.....	2 40	2 30
18 ".....	2 35	2 35
20 to 24 gauge.....	2 30	2 50
26 ".....	2 30	2 70
28 ".....	2 40	2 90

### COPPER WIRE.

Discount, 50 per cent.

### CANADA PLATES.

Ordinary, 52 sheets ..... 2 60  
All bright ..... 3 85  
Galvanized Canada Plates, 52 sheets ..... 4 10  
Ordinary. Dom. Crown.  
18x24x52 ..... 4 25 4 35  
" 60 ..... 4 50 4 60  
20x28x80 ..... 8 50 8 70  
" 94 ..... 9 00 9 20

### GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 35	3 35
22 to 24 gauge	3 60	3 75
26 " "	3 85	4 00
28 " "	4 10	4 25

10 1/2 oz. (American gauge) ..... 4 15  
28 gauge..... 4 00  
26 " ..... 3 85  
24 " ..... 3 75

Comet Bell Queen's Head.  
16 to 20 gauge 3 25 3 75  
22 to 24 gauge 3 50 4 00  
26 " 3 75 4 00  
28 " 4 00 4 25

Less than case lots 10 to 15c. extra.

### CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00  
" 5-16 " ..... 5 60  
" 7-16 " ..... 4 45  
" 9-16 " ..... 3 85  
" 1 1/4 " ..... 3 70  
" 1 1/2 " ..... 3 55  
" 1 3/4 " ..... 3 45  
" 2 " ..... 3 35  
" 2 1/2 " ..... 3 25  
Halter, kennel and post chains, 40 to 40 and 5 per cent.  
Cow ties ..... 40 p.c.  
Tie out chains ..... 65 p.c.  
Stall fixtures ..... 35 p.c.

Trace chain ..... 45 p.c.  
Jack chain, iron, single and double, discount 35 p.c. [count 40 p.c.  
Jack chain, brass, single and double, dis-

### COPPER.

Ingot. Per 100 lb. 20 50  
Casting, car lots.....

Cut lengths, round, 1/2 to 3/4 in. .... 26 00  
" round and square, 1 to 2 inches. 25 00 26 00

Sheet.  
Plain, 16 oz., 14x48 and 14x60 ..... 25 00  
Plain, 14 oz. .... 26 00  
Tinned copper sheet ..... 27 00  
Planished ..... 34 00

Braziers (in sheets).  
4x6 ft., 25 to 30 lb. each, per lb. .... 0 25  
" 35 to 45 " ..... 0 24  
" 50-lb. and above " ..... 0 23

### BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.  
Spun..... }

### BRASS.

Rod and Sheet, 14 to 30 gauge, net list.  
Sheets, hard-rolled, 2x4 ..... 0 23  
Tubing, base, per lb. .... 0 23

### ZINC SPELTER.

Foreign, per 100 lb ..... 7 25 7 50  
Domestic " ..... 7 00 7 25

### ZINC SHEET.

5-cwt. casks ..... 8 00 8 00  
Part casks ..... 8 25 8 25

### LEAD.

Imported Pig, per 100 lb. .... 4 65  
Bar, ..... 4 80  
Sheets, 2 1/2 lb. sq. ft., by roll ..... 0 05 1/2  
Sheets, 3 to 6 lb. .... 0 05 1/2

NOTE.—Cut sheets 1/2 c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. dis. f.o.b. Toronto.  
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

### ANTIMONY.

Cookson's.....per lb... 0 14 16 00

### SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Net list. Prices are f. o. b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

### PLUMBING GOODS

BATH TUBS.  
Zinc ..... 6 00  
Copper, discount 20 per cent. off revised list.

### BATHS.

Standard Ideal Enameled.  
Plate E I, Fittings extra 1st quality Special  
4 and 4 1/2 ft. 3 in. rolled rim. \$19 15 17 15  
5 feet " " 20 15 18 15  
5 1/2 " " 21 65 19 65  
6 " " 24 40 22 40  
Plate E II  
5 feet 2 1/2 in. " 18 65 16 65  
5 1/2 " 2 1/2 " " 20 15 18 15

### LAVATORIES.

1st quality. Special.  
Plate E 100 to E 103 ..... 30 p.c. 30 & 10 p.c.  
" E 104 to E 132 ..... 30 & 5 p.c. 40 p.c.  
Sinks 18 x 30 in flat rim, A quality... 2 55  
" B quality... 2 40

### IRON PIPE.

Per 100 feet.  
Black pipe—  
1 inch ..... 2 75  
" ..... 2 09  
" ..... 2 09  
" ..... 2 43  
" ..... 3 05

Black pipe—  
1 inch ..... Per 100 feet  
1 1/2 " ..... 4 37  
2 " ..... 5 96  
2 1/2 " ..... 7 15  
3 " ..... 9 54

Galvanized pipe—  
1 inch ..... 2 91  
1 1/2 " ..... 2 91  
2 " ..... 3 27  
2 1/2 " ..... 4 20  
3 " ..... 6 02  
3 1/2 " ..... 8 22  
4 " ..... 9 86  
4 1/2 " ..... 13 14

Lead Pipe discount 20 per cent.  
Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

### PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 5 1/2 p.c.  
Cushion work, discount 50 and 10 p.c.  
Fuller work, discount 60 p.c. on large sizes and 65 on small sizes.

12 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent. Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47 1/2 per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock.....net 1 75  
No. 4 " " " " 1 90  
No. 7 Fuller's..... " " 2 35  
No. 4 1/2, " " " " 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., \$15.  
Patent Compression Cushion, bath cock, No. 2203..... 2 25  
Square head brass cocks, discount 65 percent iron 60  
Thompson Smoke-test Machine \$25.00

### RANGE BOILERS

Copper, 30 gallon..... " 22 00  
" 35 " " " 24 00  
" 40 " " " 28 00

Discount off copper boilers 15 per cent.

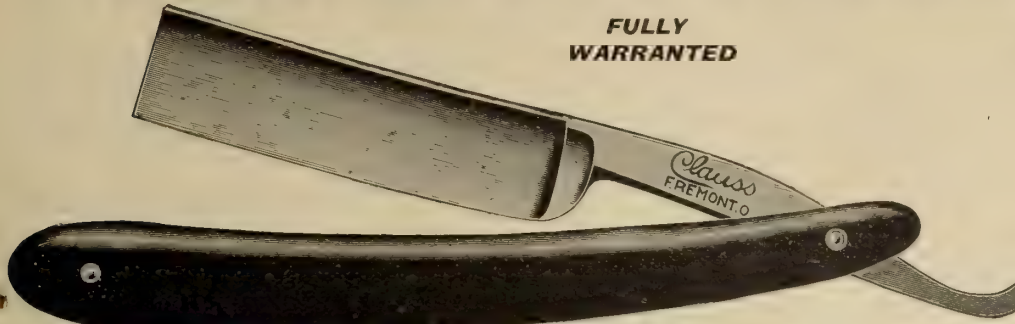
### GALVANIZED IRON RANGE BOILERS

Capacity.	Standard.	Extra heavy
Gals.		
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21.00	24.00
100	29.00	34.00
120	34.00	40.00
144		55.00



# CLAUSS BRAND EBONY HANDLED RAZORS

FULLY  
WARRANTED



Manufactured from finest Clauss  
hammered steel.

Hardened by our secret process,

Honed and set ready for use.

Crocus-finished back, tang  
and shoulder.

High blue-polished blades.

## CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SOIL PIPE AND FITTINGS.  
Med. and Extra heavy pipe and fittings, dis. 60  
per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

### SINKS.

Cast iron, 16 x 24..... 0 85  
" 18 x 30..... 1 00  
" 18 x 36..... 1 40

### SOLDERING IRONS.

1, 1 1/2-lb..... per lb. .... 0 37  
2-lb. or over..... " .... 0 34

### SOLDER.

Bar, half-and-half, guaranteed 0 22 0 23  
Wiping..... 0 18 0 20

### PAINTS AND OILS.

#### COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French " ..... 0 08  
Marine black ..... 0 04  
Chrome green ..... 0 13  
French permanent green ..... 0 13  
Signwriters' black..... 0 15

#### GROUND WHITE LEAD.

Pure..... 6 00 6 39  
No. 1..... 5 60 5 75  
No. 2..... 5 55  
No. 3..... 4 62 1/2  
No. 4..... 4 55  
Monro's Select Flake White..... 5 65  
Elephant and Decorators' Pure  
Tiger brand, pure..... 5 50  
Decorators' Special, exterior  
use..... 5 00  
Monarch..... 5 75  
Decorators' Pure..... 5 50  
Essex Genuine..... 5 00  
Sterling Pure..... 5 75  
Island City Pure..... 5 75  
Ramsay's Pure Lead..... 5 50  
Ramsay's Exterior..... 5 25  
" Crown and Anchor," pure..... 5 50

#### RED LEAD.

Genuine, 560 lb. casks, per cwt ..... \$5 00  
Genuine, 100 lb. kegs..... 5 25  
No. 1, 560 lb. casks, per cwt ..... 4 75  
No. 1, 100 lb. kegs, per cwt ..... 5 00

#### DRY WHITE ZINC.

Extra Red Seal..... 0 07 0 08  
French V. M..... 0 06 0 07  
Lehigh..... 0 05 0 06

#### GROUND WHITE ZINC.

Pure..... 0 08 0 09  
No. 1..... 0 06 0 07 1/2  
No. 2..... 0 54 0 06 1/2

#### DRY WHITE LEAD.

Pure, casks..... 5 25  
Pure, kegs..... 5 50  
No. 1, casks..... 4 75  
No. 1, kegs..... 5 00

#### PREPARED PAINTS.

In 1/2, 1 and 1-gallon tins.

Pure, per gallon..... 1 20  
Second qualities, per gallon..... 1 00  
Barn (in bbls.)..... 0 60 0 90  
The Sherwin-Williams paints..... 1 40  
" " " gal..... 1 35  
" " " gal..... 1 30  
Canada Paint Co.'s pure..... 1 25  
Toronto Lead & Color Co's pure..... 1 25  
Sanderson Peary & pure..... 1 20  
Standard Co.'s "New Era"..... 1 30  
Francis-Frost Co.'s "Ark" B'd..... 1 25  
" British Navy deck..... 1 50  
Henderson & Potts's "Anchor"..... 1 35  
Ramsay's paints, Pure, per gal..... 1 20  
" Thistle..... 1 00  
" Outside, bbls 0 55 0 65  
Island City House Paint..... 1 25  
" Floor..... 1 25

Sterling House Paint..... 1 25  
" Floor "..... 1 25  
National..... 1 05  
Jamieson's "Crown Anchor"..... 1 20

#### Canadian English

PARIS GREEN. Per lb.  
Petroleum, barrels..... 0 15 1/2 0 15 1/2  
Arsenic, kegs..... 0 15 1/2 0 16  
50 and 10-lb. drums..... 0 16 0 16 1/2  
25 lb. drums..... 0 16 1/2 0 17  
1 lb. paper boxes..... 0 17 0 17 1/2  
1/2 lb. tins..... 0 18 0 18 1/2  
1/2 lb. paper boxes..... 0 19 0 19 1/2  
1/2 lb. tins..... 0 20 1/2 0 20 1/2  
Terms 2 per cent. off 30 days or 90 days.

#### PUTTY.

Bulk in bbls..... 1 50  
Bulk in less quantity..... 1 80  
Bladders in bbls..... 1 80  
Bladders in kegs, boxes or loose..... 1 95  
25-lb. tins..... 1 80  
12 1/2 lb. tins..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

#### VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1..... 1 50 1 60  
Pale durable body..... 4 10 4 25  
" rubbing..... 2 85 3 20  
Gold size, japan..... 1 50 1 60  
No. 1 brown japan..... 0 85 0 90  
Elastic oak..... 1 10 1 25  
Furniture, extra..... 0 90 1 00  
" No. 1..... 1 10 1 25  
Hard oil finish..... 1 35 1 50  
Light oil finish..... 1 60 1 70  
Damar..... 1 75 2 00  
Shellac, white..... 2 40 2 50  
" orange..... 2 30 2 40  
Turpentine, brown japan..... 1 10 1 20  
" black japan..... 1 10 1 20  
Elastilite varnish, 1 gal. can, each..... 2 00  
Granite floor finish, per gal..... 2 75  
Maple Leaf coach enamels; size 1, \$1.20  
size 2, 70c.; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted  
case, from 1 to 1 gal. \$2.50.  
Canada Paint Co's sun varnish..... 2 00  
Capaline, per gal. can..... 2 00

#### GLUE.

Common..... 0 08 0 08 1/2  
French medal..... 0 10 0 14  
White, extra..... 0 16 0 18  
Strip..... 0 18 0 20  
Coopers..... 0 19 0 20  
Ground..... 0 12 0 16

### HARDWARE.

#### AMMUNITION.

##### Cartridges.

B. B. Caps Dominion, 50 and 55 and 25 per cent.  
American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, Amer-  
ican, add 20 per cent. to list. B. B. Caps,  
discount 40 per cent. American.  
Central Fire Pistol and Rifle, list net Amer-  
ican.  
Central Fire Cartridges, pistol sizes, Domini-  
on, 30 per cent.  
Central Fire Cartridges, Sporting and Military,  
Dominion, 15 per cent. American  
10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and  
"Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival  
and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.: American \$1.75

#### Wads.

Best thick brown or grey felt wads, in  
1/2-lb. bags..... \$0 70  
Best thick white card wads, in boxes  
of 500 each, 12 and smaller gauges 0 29  
Best thick white card wads, in boxes  
of 500 each, 10 gauge..... 0 35

Thin card wads, in boxes of 1,000 each,  
12 and smaller gauges..... 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge..... 0 25  
Chemically prepared black edge grey  
cloth wads, in boxes of 250 each—  
11 and smaller gauge..... Per M. 0 60  
9 and 10 gauges..... 0 70  
7 and 8 "..... 0 90  
5 and 6 "..... 1 10  
Superior chemically prepared pink  
edge, best white cloth wads, in  
boxes of 250 each—  
11 and smaller gauge..... 1 15  
9 and 10 gauges..... 1 40  
7 and 8 "..... 1 65  
5 and 6 "..... 1 90

#### ADZES.

Discount 22 1/2 per cent.

#### ANVILS.

Wright's, 80-lb. and over..... 0 10 1/2  
Hay Budden, 80-lb. and over..... 0 09 1/2  
Brook's, 80-lb. and over..... 0 11 1/2

#### APPLE PARERS.

Woodyatt Hudson, per doz., net..... 4 50

#### AUGERS.

Gilmour's, discount 60 per cent. off list.

#### AXES.

Chopping Axes  
Single bit, per doz..... 7 00 10 00  
Double bit, "..... 10 00 18 00  
Bench Axes, 40 per cent.  
Broad Axes, 25 per cent.  
Hunters' Axes..... 5 50 6 00  
Boys' Axes..... 6 25 7 00  
Splitting Axes..... 7 00 12 00  
Handled Axes..... 10 00  
Red Ridge, boys', handled..... 5 75  
" hunters'..... 5 25  
Underhill American Bench Axes, 40 p.c.

#### AXLE GREASE.

Ordinary, per gross..... 6 00 7 00  
Best quality..... 10 00 12 00

#### BELLS.

##### Hand.

Brass, 60 per cent.  
Nickel, 55 per cent.

##### Cow.

American make, discount 63 1/2 per cent.  
Canadian, discount 45 and 50 per cent.

##### Door.

Gongs, Sargent's..... 5 50 8 00  
" Peterboro', discount 50 and 10  
per cent. off new list.

##### Farm.

American, each..... 1 35 3 00

##### House.

American, per lb..... 0 35 0 40

##### BELTING.

Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per

Agricultural, not wider than 4 in., 75 per cent.

##### Bits.

Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

##### Car.

Gilmour's, 47 1/2 per cent.

##### Expansive.

Clark's, 40 per cent.

##### Gimlet.

Clark's, per doz..... 0 65 0 90  
Diamond, Shell, per doz..... 1 00 1 50  
Nail and Spike, per gross..... 2 25 5 20

##### BLIND AND BED STAPLES.

All sizes, per lb..... 0 07 1/2 0 12

##### BOLTS AND NUTS

Carriage Bolts, common (\$1 list Per cent.  
" " " and smaller..... 60 and 10  
" " 7-16 and up..... 55 and 5  
" " full sq. (\$2.40 list) 60  
" " Norway Iron (\$3  
list) 60  
Machine Bolts, all sizes, 1/2 and  
less..... 55

Machine Bolts, 7-16 and up.... 55 and  
Plough Bolts..... 55 and  
Blank Bolts..... 55 and  
Bolt Ends..... 55 and  
Sleigh Shoe Bolts..... 70  
Coach Screws, cone point..... 70 and 5  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4 1/2c. per lb. off.  
Stove Rods per lb., 3/4 to 6c.

#### BOOT CALKS.

Small and medium, ball..... per M 4 25  
Small heel..... " 4 50

#### BRIGHT WIRE GOODS.

Discount 62 1/2 per cent.

#### BUTCHERS' CLEAVERS.

German..... per doz. 6 00 9 00  
American..... " 12 00 18 00

#### BUILDING PAPER, ETC

Tarred Felt, per 100 lb. .... 2 00  
Ready roofing, 2-ply, not under 45 lb.  
per roll..... 0 95  
Ready roofing, 3-ply, not under 65 lb.,  
per roll..... 1 20  
Carpet Felt..... per ton 10 00  
Heavy Straw Sheathing..... per ton 35 00  
Dry Surprise..... per roll, 400 sq. ft. 0 42 1/2  
Dry Sheathing..... per roll, 400 sq. ft. 0 40  
Tar..... 400 " 0 50  
Dry Fibre..... " 400 " 0 55  
Tarred Fibre..... " 400 " 0 65  
O. K. & I. X. L..... " 400 " 0 70  
Resin-sized..... " 400 " 0 45  
Oiled Sheathing..... " 600 " 1 00  
Oiled..... " 400 " 0 70  
Roof Coating, in barrels..... per gal. 0 17  
" small packages 0 25  
Refined Tar..... per barrel 5 00  
Coal Tar..... " 4 00  
Coal Tar, less than barrels..... per gal. 0 15  
Roofing Pitch..... per 100 lb. 0 80 0 90  
Slater's felt..... per roll 0 60

#### BULL RINGS.

Copper, \$1.30 for 2 1/2-inch, and \$1.70

#### BUTTS.

Wrought Brass, net revised list.

#### Cast Iron.

Loose Pin, discount 60 per cent

#### Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent

Loose Pin, discount 70 to 70 and 5 per cent.

#### CARPET STRETCHERS.

American..... per doz. 1 00 1 50  
Bullard's..... " 6 50

#### CASTORS.

Bed, new list, discount 55 to 57 1/2 per cent.

Plate, discount 52 1/2 to 57 1/2 per cent.

#### CATTLE LEADERS.

Nos. 32 and 33..... per gross 7 50 8 50

#### CHALK.

Carpenters' Colored, per gross 0 45 0 75

White lump..... per cwt. 0 60 0 65

Red..... 0 05 0 06

Crayon..... per gross 0 14 0 18

#### CHISELS.

Socket, Framing and Firmer.

Broad's, discount 70 per cent.

Warnock's, discount 70 per cent.

P. S. & W. Extra, discount 60 and 10 per cent:

#### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.



# A Profitable Investment

is made when you lay in a stock of Paterson's Building Papers and Wire Edged Ready Roofing. These goods have the Quality and Reputation that make them popular with your customers.

## The Paterson Mfg. Co., Limited

Toronto and Montreal.

<b>CONDUCTOR PIPE.</b>		101 to 105.....	24 00
Plain or Corrugated.		100 to 110.....	27 50
2-inch.....	per 100 feet	For less than 100 feet of one size, pane	
4 ".....	"	list less 33 1/2% Terms 90 days net 2 1/2 30 days.	
5 ".....	"		
<b>COPPER AND NICKEL WARE.</b>		<b>GAUGES.</b>	
Copper boilers, kettles, teapots, etc., 45 per cent.		Marking, Mortise, Etc.	
Copper pitta, 35 per cent.		Stanley's discount 50 to 55 per cent.	
<b>CRADLES, GRAIN.</b>		<b>Wire Gauges.</b>	
Canadian, discount 20 to 25 per cent.		Winn's, Nos. 26 to 33.....each	1 65 2 40
<b>CROSSCUT SAW HANDLES.</b>		<b>GILLET'S POWDERED LYE.</b>	
S. & D., No. 3.....	per pair	1-case, \$3.70; 3-case, \$3.60; 5-case and over	\$3.50.
S. & D., " 5.....	"		
S. & D., " 6.....	"		
Boynton pattern.....	"		
<b>DOOR SPRINGS.</b>		<b>HALTERS.</b>	
Forrey's Rod.....	per doz.	Rope, 1/2-inch.....per gross	9 00
Coil, 9 to 11 in.....	"	Rope, 1/2 to 1-inch.....	12 00
English.....	"	Rope, 1 to 1 1/2-inch.....	14 00
<b>DRAW KNIVES.</b>		Leather, 1-inch.....per doz.	4 00
Coach and Wagon, discount 70 per cent. new list.		Leather, 1 1/2 ".....	5 20
Carpenters' discount 70 per cent.		Web.....	2 45
<b>DRILLS.</b>		<b>HAMMERS.</b>	
Hand and Breast.		Nail	
Millar's Falls, per doz., net list.		Maydole's, discount 5 to 10 per cent. Canadian	
<b>DRILL BITS.</b>		discount 25 to 27 1/2 per cent.	
Morse, discount 37 1/2 to 40 per cent.		<b>Tack.</b>	
Standard, discount 50 and 5 to 55 per cent.		Magnetic.....per doz.	1 10 1 20
<b>FAUCETS.</b>		<b>Sledge.</b>	
Common, cork-lined, discount 35 per cent.		Canadian.....per lb.	0 07 0 08 1/2
10-inch.....per 100 ft.	1 00	<b>Ball Pean.</b>	
<b>ELBOWS (stovepipe.)</b>		English and Canadian, per lb.	0 22 0 25
5 and 6-inch, common.....per doz.	1 32	<b>HANDLES.</b>	
7-inch.....	1 48	Axe, 2nd growth, per doz. net	3 00 4 00
Polished, 15c. per dozen extra.		Store door.....per doz.	1 00 1 50
<b>ENAMELLED WARE.</b>		<b>Fork.</b>	
White, Princess, Turquoise, Blue and White		O. & B., discount 40 per cent., revised list.	
discount 50 per cent.		<b>Hoe.</b>	
Diamond, Famous, Premier, discount 50 and		O. & B., discount 40 per cent., revised list.	
10 per cent.		<b>Saw.</b>	
Granite or Pearl, Imperial, Crescent, discount		American.....per doz.	1 00 1 25
50, 10 and 10 per cent.		<b>Plane.</b>	
Premier steel ware, 40 per cent.		American.....per gross	3 15 3 75
"Star" decorated steel and decorated white,		<b>Hammer and Hatchet.</b>	
25 per cent.		Canadian, discount 40 per cent.	
<b>ESCUTCHEONS.</b>		<b>HANGERS.</b>	
Discount 50 and 10 per cent., new list		Steel barn door.....	8 00 10 00
<b>ESCUTCHEON PINS.</b>		Stearns, 4-inch.....	4 50
Iron, discount 40 per cent.		" 5-inch.....	6 00
<b>FACTORY MILK CANS.</b>		Zenith.....	9 00
Discount off revised list, 40 per cent.		Acme, 4-inch.....	5 00
<b>FILES AND RASPS.</b>		" 5-inch.....	6 50
Great Western.....70 and 10 per cent.		Atlas, No. 0.....	5 00
Arcade.....70 " 10 "		" 1.....	5 50
Kearney & Foot.....70 " 10 "		" 2.....	6 00
Diaston's.....70 " 10 "		Perfect, No. 1.....	8 00
American.....70 " 10 "		" 2.....	8 25
J. Barton Smith.....70 " 10 "		" 1 1/2.....	11 00
McClellan.....70 " 10 "		New Milo.....	6 50
Eagle.....70 " 10 "		Steel, covered.....	4 00 11 00
Nicholson, 60 and 10 to 60, 10 and 5		" track, 1 x 3-16 in (100 ft.)	3 75
Royal.....80		" 1 1/2 x 3-16 in (100 ft.)	4 75
Globe.....70 to 75 "		<b>HARVEST TOOLS.</b>	
Black Diamond, 60 and 10 to 60, 10 and 5 per		Discount 60 per cent.	
cent.		S. & D. lawn rakes, Dunn's, 40 off.	
Jowitt's, English list, 25 to 27 1/2 per cent.		" sidewalk and stable scrapers, 40 off.	
Nicholson File Co.'s "Simplicity" file handle,		" Maple Leaf and Premiums saw sets,	
per gross 85c. to \$1.50.		40 off.	
<b>GLASS.</b>		" saw swages, 40 off.	
Window. Box Price.		<b>HATCHETS.</b>	
Size United	Star	Shingle, Red Ridge 1, per doz.....	4 40
Inches.	Per	" 2.....	4 85
Under 26.....	100 ft.	Barrel, Underhill.....	5 00
26 to 40.....	84 25	<b>HAT ENAMEL.</b>	
41 to 50.....	4 65	Henderson & Potts' "Anchor Brand"	
51 to 60.....	5 10	<b>HINGES.</b>	
61 to 70.....	5 35	Blind, Parker's, discount 60 per cent.	
71 to 80.....	5 75	Heavy T and strap, 4-in., per lb.....	0 06 1/2
81 to 90.....	6 25	" " 5-in., ".....	0 06 1/2
91 to 95.....	7 00	" " 6-in., ".....	0 06 1/2
96 to 100.....	7 50	" " 8-in., ".....	0 06 1/2
		" " 10-in., ".....	0 06 1/2
		Light T and strap, discount 65 and 5 per cent.	
		Screw hook and hinge—	
		6 to 10 in.....per 100 lb.	4 50
		12 in. up.....	3 25
		Spring, No. 20, per gro. pairs.....	10 80
		Spring, Woodyatt pattern, per gro., No. 5,	
		\$17.50 No. 10, \$18; No. 20, \$10.80; No.	
		120, \$20; No. 51, \$10; No. 59, \$27.50.	
<b>HIGES.</b>		<b>HOLLOW WARE.</b>	
Garden, Mortar, etc., discount 60 per cent.		Tinned cast, 35 per cent.	
Planter.....per doz.		<b>HOOKE.</b>	
4 00 4 50		Cast Iron.	
<b>HOLLO WARE.</b>		Bird cage.....per doz.	0 50 1 10
Clothes line, No. 61.....		" " ".....	0 00 0 70
Harness.....		" " ".....	0 60 12 00
Hat and coat.....per gro.		" " ".....	1 10 10 00
Chandelier.....per doz.		" " ".....	0 50 1 00
<b>HOOKE.</b>		<b>Wrought Iron.</b>	
Wrought hooks and staples Canadian dis-		count 60 per cent.	
<b>Wire.</b>		Hat and coat, discount 62 1/2 per cent.	
Belt.....per 1,000		" " ".....	0 60
Screw, bright, discount 62 1/2 per cent.		<b>HORSE NAILS.</b>	
<b>HORSE NAILS.</b>		'C' brand, 40, 10 and 7 1/2 per cent. off list { Oval	
M.R.M. Co. brand, 55 per cent. { head		" " ".....	
'Monarch,' 50 and 7 1/2 per cent.		" " ".....	
'Peerless' 50 per cent. dis.		<b>HORSESHOES.</b>	
<b>HORSESHOES.</b>		F.O.B. Montreal	
M.R.M. Co. brand, base.....		3 65	
Add 15c. Toronto, Hamilton, Guelph.		<b>JAPANNED WARE.</b>	
<b>JAPANNED WARE.</b>		Discount 50 per cent.	
<b>PICKS.</b>		Star.....per doz.	3 00 3 25
<b>KEYS.</b>		Lock, Canadian dis. 40 to 40 and 10 per cent.	
Cabinet trunk and padlock		American.....per gross	0 60
<b>KNOB.</b>		<b>KNOB.</b>	
Door, japanned and N.P., per		Doz. pairs.	
doz.....		Steel barn door.....	8 00 10 00
Bronze, Berlin.....per doz.		Stearns, 4-inch.....	4 50
Bronze, Genuine.....		" 5-inch.....	6 00
Shutter, porcelain, F. & L.		Zenith.....	9 00
screw.....per gross		Acme, 4-inch.....	5 00
White door knobs.....per doz.		" 5-inch.....	6 50
<b>HAY KNIVES.</b>		Atlas, No. 0.....	5 00
Net prices.		" 1.....	5 50
<b>LAMP WICKS.</b>		" 2.....	6 00
Discount, 60 per cent.		Perfect, No. 1.....	8 00
<b>LADDERS, EXTENSION.</b>		" 2.....	8 25
Waggoner Extension Ladders, dis. 40 per cent.		" 1 1/2.....	11 00
<b>LANTEENS.</b>		New Milo.....	6 50
Cold Blast.....per doz.		Steel, covered.....	4 00 11 00
No. 3, "Wright's".....		" track, 1 x 3-16 in (100 ft.)	3 75
Star, 12 to 16-in cut.....		" 1 1/2 x 3-16 in (100 ft.)	4 75
Ordinary, with O burner.....		<b>HARVEST TOOLS.</b>	
Dashboard, cold blast.....		Discount 60 per cent.	
No. 0.....		S. & D. lawn rakes, Dunn's, 40 off.	
Japanning, 50c. per doz. extra.		" sidewalk and stable scrapers, 40 off.	
<b>LAWN MOWERS FOR 1906.</b>		" Maple Leaf and Premiums saw sets,	
Woodyatt 12 to 20-in. cut.....		40 off.	
Star, 12 to 16-in cut.....		" saw swages, 40 off.	
Daisy, all sizes.....		<b>HATCHETS.</b>	
Woodyatt, ball bring, 12 to 20-in 5 60 to 7 45		Shingle, Red Ridge 1, per doz.....	4 40
Philadelphia, King Edward and grass boxes,		" 2.....	4 85
50 per cent. off 1905 list.		Barrel, Underhill.....	5 00
Maxwell ball bring, 12 to 20.....		<b>HAT ENAMEL.</b>	
" larger.....		Henderson & Potts' "Anchor Brand"	
" other styles.....		<b>HINGES.</b>	
<b>Horse Lawn Mowers, "Special."</b>		Blind, Parker's, discount 60 per cent.	
Discount, 40 per cent., with freight conces-		Heavy T and strap, 4-in., per lb.....	0 06 1/2
sions in quantity shipments.		" " 5-in., ".....	0 06 1/2
<b>LEMON SQUEEZERS.</b>		" " 6-in., ".....	0 06 1/2
Porcelain lined.....per doz.		" " 8-in., ".....	0 06 1/2
Galvanized.....		" " 10-in., ".....	0 06 1/2
King, wood.....		Light T and strap, discount 65 and 5 per cent.	
King, glass.....		Screw hook and hinge—	
All glass.....		6 to 10 in.....per 100 lb.	4 50
<b>LOCKS.</b>		12 in. up.....	3 25
Canadian, 0 to 50 and 10 per cent.		Spring, No. 20, per gro. pairs.....	10 80
Russell & Erwin, steel rim.....per doz.		Spring, Woodyatt pattern, per gro., No. 5,	
Cabinet.		\$17.50 No. 10, \$18; No. 20, \$10.80; No.	
Eagle, discount 30 per cent.		120, \$20; No. 51, \$10; No. 59, \$27.50.	
<b>PADLOCKS.</b>		<b>MACHINE SCREWS.</b>	
English and Am.....per doz.		Iron and Brass.	
Eagle, discount 20 to 25 per cent.		Flat head, discount 25 per cent.	
<b>MALLETS.</b>		Round head, discount 20 per cent.	
Tinsmiths'.....per doz.		1 25 1 50	
Carpenters', hickory, ".....		1 25 3 75	
Lignum Vitae.....		3 85 5 00	
Caulking, each.....		0 60 2 00	
<b>MATTOCKS.</b>		<b>MEAT CUTTERS.</b>	
Canadian.....per doz.		German, 15 per cent.	
5 50 6 00		American discount, 3 1/2 per cent.	
<b>MILK CAN TRIMMINGS.</b>		Gem.....each	1 15
Discount 25 per cent.		<b>NAILS.</b>	
<b>NAILS.</b>		2d.....	3 80 3 05
3d.....		3d.....	2 95 2 70
4 and 5d.....		4 and 5d.....	2 70 2 45
6 and 7d.....		6 and 7d.....	2 60 2 35
8 and 9d.....		8 and 9d.....	2 45 2 20
10 and 12d.....		10 and 12d.....	2 40 2 15
16 and 20d.....		16 and 20d.....	2 35 2 10
30, 40, 50 and 60d (base).....		30, 40, 50 and 60d (base).....	2 30 2 05
F.O.B. Montreal. Toronto 10c. higher.		Steel cut nails 10c. extra.	
Miscellaneous wire nails, discount 75 per cent		Coopers' nails, discount 30 per cent.	
<b>NAIL PULLERS.</b>		<b>NAIL SETS.</b>	
German and American.....		Square, round and octagon,	
No. 1.....		per gross.....	3 38
No 1573.....		Diamond.....	1 00
<b>POULTRY NETTING.</b>		<b>POULTRY NETTING.</b>	
2-in. Mesh, 19 w.g., dis. 60 per cent.		2-in. Mesh 16 w.g. 60 per cent.	
2-in. Mesh 16 w.g. 60 per cent.		Smaller than 2 in. dis. 55 per cent.	
<b>OAKUM.</b>		<b>OAKUM.</b>	
U. S. Navy.....per 100 lb.		6 75	
Plumbers.....		3 00	
<b>OILERS.</b>		<b>OILERS.</b>	
McClary's Model galvanized		oil can, with pump, 5 gallon,	
per dozen.....		10 00	
Davidson oilers, discount 40 per cent.		Zinc and tin, discount 50, 50 and 10 per cent.	
Copper.....per doz.		1 25 3 50	
Brass.....		1 50 3 50	
Malleable, discount 25 per cent		<b>GALVANIZED PAIRS.</b>	
<b>GALVANIZED PAIRS.</b>		Dufferin pattern pairs, discount 45 per cent	
Flaring pattern, discount 45 per cent.		Galvanized washtubs, discount 45 per cent	
<b>PIECED WARE.</b>		Discount 40 per cent off list, June, 1899.	
10-qt. flaring nap buckets, discount 40 per cent		6, 10 and 14-qt. flaring pairs dis. 40 per cent.	
Creamer cans, discount 40 per cent.		<b>PICKS.</b>	
<b>PICKS.</b>		Per dozen.....	6 00 9 00
<b>PICTURE NAILS.</b>		Porcelain head.....per gross	1 35 1 50
Brass head.....		0 40 1 00	
<b>PICTURE WIRE.</b>		<b>PINE TAR.</b>	
Tin and gilt, discount 75 per cent.		1/2 pint in tins.....per gross	7 80
<b>PLANES.</b>		" " ".....	9 60
Wood bench, Canadian discount 40 per cent.		American discount 50 per cent.	
Wood, fancy Canadian or American 37 1/2		40 per cent	



# METALS

**TINPLATES—Cokes and Charcoal**

**LYDBROOK, ELYN, GRAFTON, ETC.  
CANADA PLATES—Black and Galvanized**

**GALVANIZED SHEETS—"Sword and Torch"**

**TERNE PLATES—"Dean," Etc.**

**BLACK SHEETS**

**POLISHED SHEETS**

**MACHINERY STEEL**

**SINGLE REELED, DOUBLE REELED AND SMOOTH FINISH**

**SUMMERLEE PIG IRON**

**FOR IMPORT**

**WHOLESALE BUYERS**

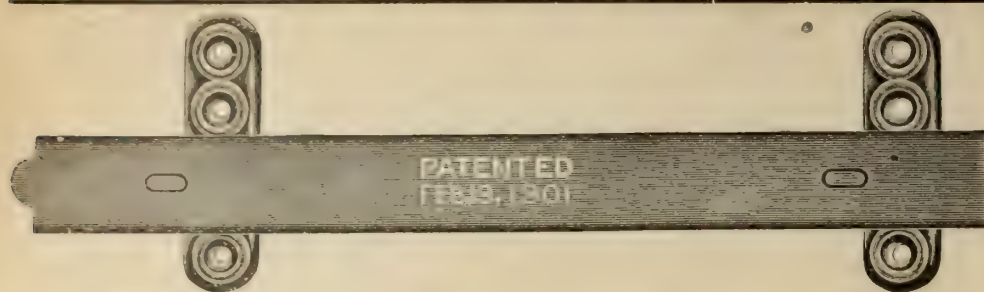
**J. A. HENDERSON,**

**MONTREAL**

PLANE IRONS.		SAP SPOUTS.		SQUARES.		TWINES.		
English .....	per doz. 2 00 5 00	Bronzed iron with hooks .... per 1,000 7 50		Iron, No. 492 .....	per doz. 1 90 2 25	Bag, Russian .....	per lb. .... 0 27	
PLIERS AND NIPPERS.		"Eureka" tinned steel, hooks " 8 00		" No. 493 .....	" 2 40 2 55	Wrapping, cotton, 3-ply .....	0 24	
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.		SAWS.		" No. 494 .....	" 3 25 3 40	" 4-ply .....	0 27	
Button's imitation .....	per doz. 5 00 9 00	Hand, Diaston's, discount 12½ per cent		Steel, discount 60 and 5 to 65 per cent.		Mattress .....	per lb 0 33 0 45	
man .....	0 60 0 60	S. & D., discount 40 per cent.		Try and Bevel, discount 50 to 52½ per cent.		Staging .....	0 27 0 35	
PRESSED SPIKES.		Crosscut, Diaston's, .....	per foot 0 35 0 55	STAMPED WARE.		VICES.		
1 discount 20 per cent.		S. & D., discount 35 per cent. on Nos. 2 and 3.		Plain, discount 75 and 12½ per cent. off re-		Wright's .....	0 13	
PULLEYS.		Hack, complete .....	each 0 75 2 75	vised list.		Brooks' .....	0 12	
Hothouse .....	per doz. 0 55 1 00	" frame only .....	each 0 50 1 25	Retinned, discount 75 per cent. off revised list		Pipe Vise, Hinge, No. 1 .....	3 50	
Axle .....	" 0 22 0 33	S. & D. solid tooth circular shingle, concave		STAPLES.		" No. 2 .....	5 50	
Screw .....	" 0 22 1 00	and band, discount 50 per cent.		Galvanized .....	2 75	Saw Vise .....	9 00	
Awning .....	" 0 35 2 50	" mill and ice, drag, discount 30 per cent		Plain .....	2 50	Blacksmiths' (discount) 60 per cent.		
PUMPS.		" cross-cut, discount 35 per cent.		Coopers', discount 45 per cent.		parallel (discount) 45 per cent.		
Canadian cistern .....	1 40 2 00 16	" hand saw, butcher, disc't 40 per cent		Poultry netting staples, discount 40 per cent.		WIRE.		
Canadian pitcher spout .....	1 80 3	" compass, pruning and back, discount 45 per cent.		STOCKS AND DIES.		Smooth Steel Wire.		
PUNCHES.		" buck, New Century .....	\$6 25	American discount 25 per cent.		No. 0-9 gauge .....	\$2 15	
Saddlers .....	per doz. 1 00 1 85	" No. 1 Maple Leaf .....	5 25	STONE.		10 " .....	6c. extra.	
Conductors' .....	3 00 15 00	" " Happy Medium .....	4 25	Washita .....	per lb. 0 28 0 60	11 " .....	12c. "	
Finners, solid .....	per set 0 72	" " Watch Spring .....	4 25	Hindustan .....	0 06 0 07	12 " .....	20c. "	
" hollow .....	per inch 1 00	" common frame .....	4 60	" ship .....	0 09 0 09	13 " .....	30c. "	
RAKES.		SASH WEIGHTS.		Labrador .....	0 13	14 " .....	40c. "	
Wood .....	per doz. net 1 20 up.	Sectional .....	per 100 lb. 2 00 2 25	" Axe .....	0 15	15 " .....	55c. "	
RAZORS.		Solid .....	1 50 1 75	Turkey .....	0 50	16 " .....	70c. "	
Elliot's .....	per doz. 4 00 18 00	SASH CORD.		Arkansas .....	1 50	Add 60c. for coppering and \$2 for tinning.		
Baker's .....	7 50 11 00	Per lb. ....	0 31	Water-of-Ayr .....	0 10	Extra net per 100 lb.—Oiled wire 10c.		
Wade & Butcher's .....	3 60 10 00	SAW SETS.		Seythe .....	per gross 3 50 5 00	spring wire \$1.25, special hay baling wire 30c.		
Wilkinson's .....	12 50	Lincoln and Whiting .....	4 75	Grind, 40 to 200 lb., per ton .....	25 00	best steel wire 75c., bright soft drawn 15c.,		
Carbo Magnetic .....	15 00	Hand Sets, Perfect .....	4 00	" under 40 lb., .....	28 00	charcoal (extra quality) \$1.25, packed in cases		
Griffon Barber's Favorite .....	10 75	X-Cut Sets, .....	7 50	" 200 lb. and over .....	31 00	or cases 15c., bagging and papering 10c., 50		
Griffon No. 65 .....	13 00	SCALES.		STOVEPIPER.		and 100-lb. bundles 10c., in 25-lb. bundles		
Griffon Safety Razors .....	13 50	Gurney Standard, 40 per cent.		5 and 6 inch, per 100 lengths .....	7 00	15c., in 5 and 10-lb. bundles 25c., in 1-lb.		
Griffon Strapping Machines .....	13 50	Gurney Champion, 50 per cent.		7 inch .....	7 50	hanks 50c., in 1-lb. hanks 75c., in 1-lb.		
Lewis Bros. "Klean Kutter" .....	8 50 10 50	Burrow, Stewart & Milne .....	5 25	TACKS, BRADS, ETC.		hanks \$1.		
Hindoo .....	3 50 10 00	Imperial Standard, discount 40 per cent.		Carpet tacks, blued .....	80 and 15	Fine Steel Wire, discount 30 per cent.		
Henckel's .....	7 50 20 00	Weight Beams, discount 35 per cent.		" " .....	80 and 20	List of extras: In 100-lb. lots: No. 17,		
Claus, 50 and 10 per cent.		Champion Scales, discount 50 per cent.		Cut tacks, blued, in dozens only 80		\$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—		
Claus Strops, 50 and 10 per cent.		Fairbanks standard, discount 35 per cent.		Swedes cut tacks, blued and tinned .....	60	No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No.		
DISCOUNT 40 PER CENT.		" Dominion, discount 55 per cent.		In bulk .....	80 and 10	24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27,		
RIVETS AND BURRS.		" Richelieu, discount 55 per cent.		In dozens .....	75	\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—		
New List.		Warren .....	new Standard, discount 40 per cent.	Swedes, upholsterers bulk .....	85, 123 and 12	No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,		
Iron Rivets, black and tinned, 60 and 10 and 10 per cent.		" Champion, discount 50 per cent.		" brush, blued and tinned .....	70	\$17. Extra net—tinned wire, Nos. 17-25,		
Iron Burrs, discount 60 and 10 and 10 p.c.		" Weighbeams, discount 35 per cent.		Swedes, gimp, blued, tinned and .....	75 and 12½	\$2—Nos. 26-31, \$3—Nos. 32, \$4. Coppered,		
Copper Rivets, with usual proportion burrs, 40 per cent.		SCREW DRIVERS.		anned .....	35	75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5		
Copper Burrs only, discount 30 per cent.		Sargent's .....	per doz. 0 65 1 00	Zinc tacks .....	35	and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—		
Extras on Tinned or Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.		SCREEN DOORS.		Leather carpet tacks .....	55	in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.—		
RIVET SETS.		Common doors, 2 or 3 panel, walnut .....	4 50	Copper tacks .....	50	packed in cases or cases, 15c.—bagging or		
Canadian, discount 3 to 37½ per cent.		stained, 4-in. style .....	per doz. 6 50	Copper nails .....	52½	papering, 10c.		
ROPE, ETC.		Common doors, 2 or 3 panel, yellow and .....	6 75	Trunk nails, black .....	65 and 5	Brass wire, discount 52½ per cent. off the list.		
Sisal .....	0 10½	Green stained, 4-in. style .....	per doz. 6 75	Trunk nails, tinned .....	65 and 10	Copper wire, discount 52½ per cent. net cash		
Pure Manila .....	0 15	Common doors, 2 or 3 panel, in natural .....	8 75	Clout nails, blued .....	65 and 5	30 days, f.o.b. factory.		
" British" Manila .....	0 11½	colors, oil finish .....	per doz. 8 75	Chair nails .....	35	Galvanized wire, per 100 lb.—Nos. 1 and 5,		
Cotton, 3-16 inch and larger .....	0 21	3-in. style 20c. per dozen less.		Patent brads .....	40	\$3.60 to \$3.60—No. 6, 7, 8, \$3.00 to \$3.05		
" 5-32 inch .....	0 25	SCREWS.		Fine finishing .....	40	No. 9, \$2.40—No. 10, \$3.10 to \$3.10		
" 1 inch .....	0 25	Wood, F. H., bright and steel, discount 87½ .....	per cent.	Lining tacks, in papers .....	10	No. 11, \$3.15 to \$3.15—No. 12, \$2.55		
Russia Deep Sea .....	0 16	" F. H., brass, dis. 80 per cent.		In bulk .....	15	No. 13, \$2.65—No. 14, \$3.65 to \$3.65—No.		
Rute .....	0 09	" R. H., dis. 75 per cent.		Saddle nail, .....	75	15, \$4.20—No. 16, \$4.20 from stock. Base		
Lath Yarn, single .....	0 10	" F. H., bronze, dis. 75 per cent.		Tufting buttons, 22 line, in doz .....	10	sizes, Nos. 6 to 9, \$2.17½ f.o.b. Cleveland.		
" double .....	0 10½	" R. H., dis. 70 per cent.		ens only .....	60	In carlots 12½c. less.		
Sisal bed cord, 48 feet .....	per doz. 0 65	Drive Screws, dis. 87½ per cent.		Zinc glaziers points .....	5	Clothes Line Wire, 7 wire solid line, No.		
" 60 feet .....	0 80	Bench, wood .....	per doz. 3 25	Double pointed tacks, papers .....	90 and 10	17, \$4.50; No. 18, \$3.00; No. 19, 2.70; 6		
" 72 feet .....	0 95	Set, case hardened, dis. 60 per cent.	4 25 5 00	Clinch and duck rivets .....	45	wire solid line, No. 17, \$4.45; No. 18, \$2.80;		
RULES.		Square Cap, dis. 50 and 5 per cent.		TAPE LINES.		No. 19, \$2.50. All prices per 1000 ft. measure,		
Boxwood, discount 70 per cent.		Hexagon Cap, dis. 45 per cent.		English, ass skin .....	per doz. 2 75 5 00	F.o.b. Hamilton, Toronto, Montreal.		
Ivory, discount 20 to 25 per cent.		SCYTHES.		English, Patent Leather .....	5 50 9 75	WIRE FENCING.		
SAD IRONS.		Per doz. net .....	6 00 9 00	Chesterman's .....	0 80 2 85	Galvanized barb .....		2 75
Mrs. Potts, No. 55, polished .....	per set 0 75	SCYTHE SNATHS.		" steel .....	each 0 80 8 00	Galvanized, plain twist .....		2 75
" No. 50, nickel-plated, .....	0 80	Canadian, discount 40 per cent.		TINNERS' SNIPS.		Galvanized barb, f.o.b. Cleveland, \$2.42½ for		
Common, plain .....	4 50	SHEARS.		Per doz. .....	3 00 15 00	small lots and \$2.30 for carlots.		
" plated .....	5 50	Claus, nickel, discount 80 per cent.		Claus, discount 35 per cent.		COILED SPRING WIRE.		
SAND AND EMERY PAPER.		Claus, Japan, discount 87½ per cent.		THERMOMETERS.		High Carbon, No. 9 .....		\$2 60
B. & A. sand, discount, 40 and 5 per cent		Claus, tailors, discount 40 per cent.		Tin case and dairy, 75 to 75 and 10 per cent.		" No. 11 .....		3 25
Emery, discount 40 per cent.		Seymour's, discount 50 and 10 per cent.		Game, Newhouse, discount 30 and 10 per cent.		" No. 12 .....		2 85
Garnet (Kurtz's) 5 to 10 per cent. advance on list.		SHOVELS AND SPADES.		Game, Hawley & Norton, 50, 10 & 5 per cent.		WIRE CLOTH.		
SNAPS.		Canadian, discount 45 per cent.		Game, Victor, 70 per cent.		Painted Screen, per 100 sq. ft., net .....		1 50
Harness, German, discount 25 per cent.		SNAPS.		Game, Oneida Jump (B. & L.) 40 & 2½ p.c.		Terms, 2 per cent. off 30 days.		
Lock, Andrews' .....	4 50 11 50	TROWELS.		Game, steel, 60 and 5 per cent.		WASHING MACHINES.		
HARNESSES.		Liston's, discount 10 per cent.		TRAPS (steel.)		Round, re-acting per doz. ....		56 00
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HARNESSES.		Liston's, discount 10 per cent.		Game, Victor, 70 per cent.		Dowell .....		36 00
HARNESSES.		German .....		Game, Victor, 70 per cent.		New Century, per doz. ....		72 00
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HARNESSES.		Liston's, discount 10 per cent.		Game, Victor, 70 per cent.		WRINGERS.		
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HARNESSES.		Liston's, discount 10 per cent.		Game, Victor, 70 per cent.		Canadian make discount 40 per cent.		
HARNESSES.		German .....		Game, Victor, 70 per cent.				
HARNESSES.		S. & D., discount 35 per cent.		Game, Victor, 70 per cent.				
HARNESSES.		Liston's, discount 10 per cent.		Game, Victor, 70 per cent.				
HARNESSES.		German .....		Game, Victor, 70 per cent.				
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HARNESSES.		S. & D., discount 35 per cent.		Game, Victor, 70 per cent.				
HARNESSES.		Liston's, discount 10 per cent.		Game, Victor, 70				



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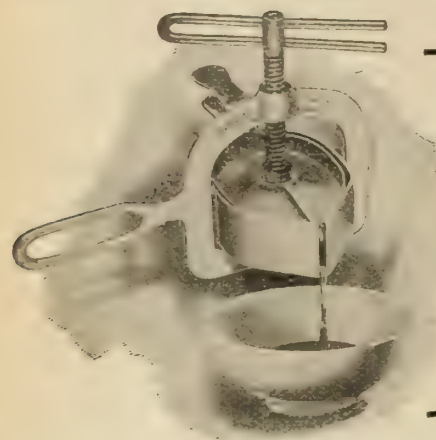
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Every piece stamped "Genuine Storm King" with our name.

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# Hamilton, Canada



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Made to clamp to the table or hold in the hand. They are made in three sizes and three styles of each size; capacity, one-half pound of meat at a press full.

As all the juice is out as soon as screwed down, several pounds can be pressed in short space of time. The real capacity is equal to others of larger and more expensive prices.

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Merrill Mfg. Co., Toledo, Ohio.  
Montreal Rolling Mills, Montreal.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Mueller, H., Mfg. Co., Decatur, Ill.  
Naturco Co., Salem, N.J.  
Oshawa Steam & Gas Fitting Co., Oshawa  
Page-Hersey Iron & Tube Co., Guelph.  
Stairs, Son & Morrow, Halifax, N.S.  
Standard Ideal Sanitary Co., Port Hope,  
United Brass Mfg. Co., Cleveland, Ohio.  
Utica Drop Forge & Tool Co., New York.**Portland Cement.**Canadian Portland Cement Co., Toronto  
Gray & Bruce Portland Cement Co.,  
Owen Sound.  
Hanover Portland Cement Co., Han-  
over, Ont.  
Hyde, F., & Co., Montreal.  
Imperial Cement Co., Owen Sound.  
Thompson, B. & S. H. & Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.**Poultry Netting.**

Greening, B., Wire Co., Hamilton, Ont.

**Roofing Supplies.**Jenking, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.  
Winnipeg Paint & Glass Co., Winnipeg.**Saws.**Atkins, E. C., & Co., Indianapolis, Ind  
Lewis Bros., Montreal.  
Spear & Jackson, Sheffield, Eng.**Saws—Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Hack Frames.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Power Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Kitchen.**

Diamond Saw &amp; Stamping Works, Buffalo

**Scales.**Canadian Fairbanks Co., Montreal.  
New Warren Scale Co., Montreal.**Screws, Nuts, Bolts.**Canada Foundry Co., Toronto.  
Montreal Rolling Mills Co., Montreal.  
Morrow, John, Machine Screw Co.,  
Ingersoll, Ont.**Sewer Pipes.**Canadian Sewer Pipe Co., Hamilton  
Hyde, F., & Co., Montreal.**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn

**Silverware.**

Round, John, &amp; Son, Sheffield, Eng

**Skates, Etc.**Fisher, A. D., Co., Toronto.  
Starr Mfg. Co., Dartmouth,**Stable Fixtures.**Greening, B., Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls**Steel Rails.**Jackson, O. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glas-  
gow, N.S.**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Stoves and Tinware, Radia-  
tors, Furnaces, etc.**Canadian Heating & Ventilating Co.,  
Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Dieckmann, Ferdinand, Cincinnati.  
Collins Mfg. Co., Toronto.  
Gurney Foundry Co., Toronto.  
Hobbs Hardware Co., London, Ont.  
Harris, J. W., Co., Montreal.  
James & Reid, Perth, Ont.  
Joy Mfg. Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McLary Mfg. Co., London.  
McLean, Holt & Co., St. John, N.B.  
Metal Stamping Co., Jackson, Mich.  
Moffat Stove Co., Weston, Ont.  
Ottawa Furnace and Eng. Co., Ottawa.  
Pease Foundry Co., Toronto.  
Perfection Safety Furnace Pipe Co.,  
Toronto.Smart, Jas., Mfg. Co., Brockville, Ont.  
Stewart, Jas., Mfg. Co., Woodstock, Ont.  
Taylor-Forbes Co., Guelph, Ont.  
Walker Steel Range Co., Grimsby, Ont.  
Wright, E. T., & Co., Hamilton.**Tacks.**Montreal Rolling Mills Co., Montreal.  
Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.**Tub Hoops.**

Watt &amp; Squire, Brantford.

**Typewriters and Supplies.**

United Typewriter Co., Montreal.

**Wall Coating.**Alabastine Co., Paris, Ont.  
Winnipeg Paint & Glass Co., Winnipeg.**Washing Machines, etc.**Dowswell Mfg. Co., Hamilton, Ont.  
Taylor Forbes Co., Guelph, Ont.**Wholesale Hardware.**Birkett, Thos., & Sons Co., Ottawa.  
Caverhill, Learmont & Co., Montreal.  
Frothingham & Workman, Montreal.  
Hobbs Hardware Co., London.  
Howland, H. S., Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Stairs, Son & Morrow, Halifax, N.S.**Window and Sidewalk Prisms**Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.**Wire Springs.**Guelph Spring Axle Co., Guelph, Ont.  
Henderson, J. A., Montreal.  
Wallace-Barnes Co., Bristol, Conn.**Wire, Wire Rope, Cow Ties****Fencing Tools, etc.**American Steel and Wire Co., New  
York, Montreal, Chicago.  
Cutts, C. M., Toronto Junction.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal.  
Great West Wire Fence Co., Winnipeg.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
Montreal Rolling Mills Co., Montreal.  
Munro Wire Works, Winnipeg.  
Oneida Community, Niagara Falls.  
Owen Sound Wire Fence Co., Owen Sound  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F., & Co., Montreal.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.**Woodenware.**Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Waggoner Ladder Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.  
McArthur, Alex., & Co., Montreal.



# Consider the Advantages

A hardwareman who gets in a stock of MAXIMUM LIGHT GLASS is better equipped to secure and handle new trade, large trade, than the hardwareman who doesn't get in a stock of the glass.

## MAXIMUM LIGHT GLASS

is the best daylight-increasing system on earth. Other systems are not even "nearly as good."

A builder looking for just such an article as MAXIMUM LIGHT GLASS is likely to conclude that the Hardwareman who carries it is up-to-date, live and progressive, is he not?

That builder will most likely, also, leave an order for supplies with the "up-to-date, live, progressive" hardwareman, and tell his fellow builders to do the same.

There is no risk attached to putting in a stock of MAXIMUM LIGHT GLASS. We send you samples first and you don't order until you are "convinced."

Sole Canadian Agents:

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**  
Glass Importers and Manufacturers.



**THE HAMILTON RIFLE**

**Model No. 23.** Take-down model with genuine walnut stock; full length, 35 inches; Rear Adjustable Peep Sight; Front Bead Sight; chambered for 22 cal. short and long rim fire cartridges; weight 3½ lbs.; each rifle packed in separate pasteboard box, 10 in a case

**SELLS AT \$3.50**

You couldn't get a better-selling rifle than **Model No. 23**, if you tried. The price is an attraction. Your jobber can supply you; if not, write to:

**THE HAMILTON RIFLE CO.**  
Dept. 71. **PLYMOUTH, Mich.**

C. H. HENNEES PHILA.

## DRAFT EXCLUDER

The patents, or rights to manufacture a draft excluder are for sale for Canada and the United States. The Draft Excluder is an English invention and is regarded as the most effective appliance that has yet been produced. It can be fastened on any door in a few minutes. It is so constructed that when the door closes, wind, water and even air are prevented from passing between the foot of the door and the floor. It is strong and durable, but at the same time light and neat and does not in any way disfigure the door to which it may be attached.

The chief feature of its superiority over others is that when the door is closed the Excluder presses very firmly against the floor, yet the moment the door is opened even the smallest degree the pressure is released, so that the door may swing backwards and forwards as freely as if there were no appliance upon it.

It goes on upon the inside of the door.

### COST OF PRODUCTION

The Excluder is constructed of mild sheet metal and rubber, and it costs in England about three shillings and three pence to produce each Excluder. The rubber may be replaced by wood and in that case the cost of production would be reduced to about two shillings and six pence. These calculations are based on cost of steel and rubber in England.

Address inquiries to

**SOLICITOR, care of Hardware and Metal**  
**Toronto Office.** (tf)



## BACKED BY A GUARANTEE

When you deal in ROBERTSON'S BABBITS you are protected by the guarantee of a firm with many years' experience, and a national reputation. If you choose any of our standard lines, you are

## SURE TO BE SATISFIED

We absolutely guarantee that our anti-friction metals cannot be excelled in quality at their respective prices. Always look for our registered trade marks.

WRITE FOR OUR PRICES

**The James Robertson Co.**

LIMITED

**MONTREAL**

TORONTO  
WINNIPEG  
ST. JOHN, N.B.

"MONARCH"

"KING"

"FLEUR de LIS"

"THURBER"

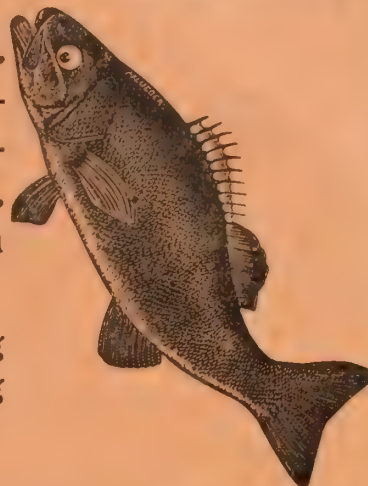
"PHILADELPHIA"

"CANADIAN"

## PFLUEGER'S Fishing Tackle

Hooks, Flies,  
Trolls, Spin-  
ners, Phan-  
toms, Reels,  
Furnished  
Lines.

Everything  
in Fishing  
Tackle.



NOTICE--Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

**The Enterprise Mfg. Co.**  
AKRON, Ohio, U.S.A.



## HOLLOW-WARE

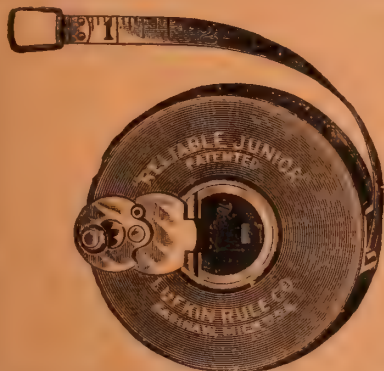
PRESSED,  
STAMPED, and  
MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our Illustrated Lists

**The Welsh Tinplate & Metal Stamping Co., Ltd.**  
LLANELLY, WALES



## LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

**LUFKIN RULE CO., Saginaw, Mich, U.S.A.**

London Office and Warehouse—48 Lime St.

New York City Branch—230 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868.

Inc. 1895.

# Black Diamond File Works

## G. & H. Barnett Company

PHILADELPHIA

Twelve

Medals



Awarded  
By **JURORS** at  
International Expositions  
Special Prize

Gold Medal at Atlanta, 1895

Copy of cata-  
logue sent free  
to any inter-  
ested file user  
upon applica-  
tion.



WALTER GROSE, Montreal, SELLING AGENT FOR  
THE DOMINION.

# "Redstone"

High Pressure

## Sheet Packing

A packing that will hold. For use in high pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.**  
of **TORONTO, LIMITED**

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Belgian Window Glass, "COMET" BRAND

Billets

Colored and Fancy Glass

Frosted Glass

Chances' Figured Rolled,

Muffled and Cathedral Glass

We are prepared to name you low prices and discounts on your requirements. Write us with your specifications.

**B. & S. H. THOMPSON & Co.**  
LIMITED

53 St. Sulpice Street, MONTREAL

**SADLER & HAWORTH**

*"Extra"**"Standard"*

**HIGH - CLASS**  
SPECIALISTS  
in  
**Leather Belting**  
Talk it over with us when  
needing Belting.

*"Diamond"* *"Agricultural"*

WAREHOUSES & FACTORIES  
AT  
**MONTREAL and TORONTO.**



CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain, United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 27, 1906

NO. 4.

BUTCHERS' KNIVES  
**JOHN WILSONS**  
CELEBRATED  
"PEPPERCORN AND DIAMOND"  
BRAND CUTLERY.  
TRADE MARK  
BUTCHERS' STEELS

Canadian Agents - DORKEN BROS. & CO., MONTREAL.



## "FLEUR DE LIS"

is no longer a stranger, but has proved its claim to be at least equal to any brand except "QUEEN'S HEAD." Quality guaranteed and price low.

JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.

**SPRING HINGES  
HOOK and EYES  
DOOR PULLS**



### *In Cardboard Boxes*

We are putting up single sets of HINGES, DOOR PULLS and HOOK and EYES, with screws, in Japan and old copper finish—one set in a box. These are convenient for the Hardware Dealer.

Send post card to us and we shall send samples (mounted) of Japan and old copper Pulls.

Order  
from your  
Jobber



# Taylor-Forbes Company, Limited

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

Branch :

21 Richmond St. W., Toronto, Ont.

Head Office and Works :

Guelph, Ont.

Branch :

9 De Bresoles St., Montreal, Que.

See Classified List of Advertisements on Page 75.



# CONTRACTORS' SUPPLIES




**ROUND WIRE ROPES**

**STEEL AND GALVANIZED WIRE**

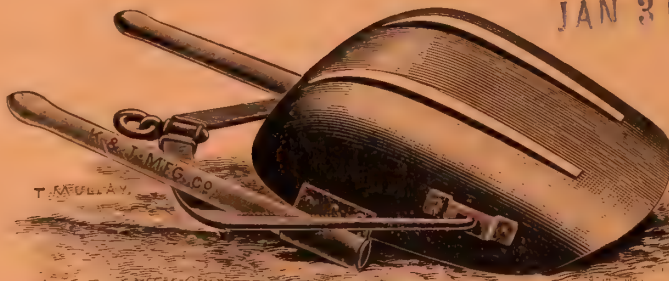
**ROPE**

**C  
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**R  
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E**



**Blocks**



**Steel Scraper**



**Blocks**

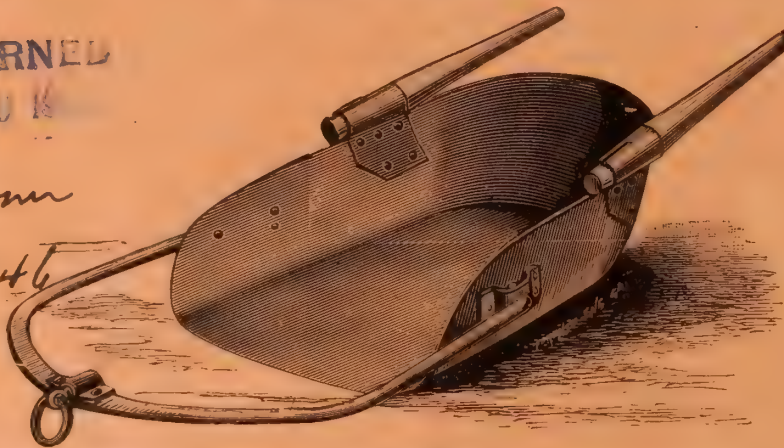
**Shovels**

**Picks**

**Nails**

**Bolts**

RETURNED  
JAN 30 1906



**Steel Drag Scraper**

**Wheelbarrows**

**Crowbars**

**Pulleys**

**Nuts and**

**Washers**

**Write for Prices**

**RICE LEWIS & SON**  
**LIMITED**  
**TORONTO.**



This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

**PRICES:**  
Hollow Ground \$2.00  
Double Concave for Extra Heavy Beards \$2.50  
Pair in Leather Case \$4.50  
Carbo-Magnetic Strop \$1.00



**NO NEW BLADES      NO ANNUAL TAX**  
**FIRST PURCHASE PRICE THE ONLY EXPENSE**

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving," Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

**Firm of A. L. SILBERSTEIN, 459 Broadway, New York**

## Browning Automatic Shot Gun

Also

**Full line of Single and Double-Barrel Breech Loading Guns, Winchester, Savage and Marlin Sporting Rifles**

in all models.

**Shot and Ball Cartridges**

in

**Smokeless and Black Powder.**

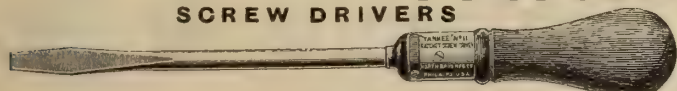
**THOS. BIRKETT & SON CO.,**

LIMITED

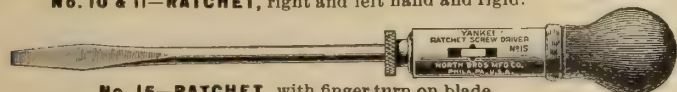
**IMPORTERS AND JOBBERS OF HARDWARE  
OTTAWA, ONT.**

Other Tools are very  
Good Tools, but

**SCREW DRIVERS**



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET with finger turn on blade.

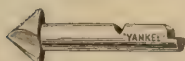


No. 30—SPIRAL RATCHET -right and left hand and rigid.  
No. 31— " " " (heavy pattern)  
No. 20— " " " right hand only.



No. 12—RATCHET, with stub blade.

Chuck and 8 Drill Points,  
for spiral ratchet  
screw driver.



Countersink,  
for spiral ratchet  
screw driver.



## "YANKEE TOOLS"

**ARE BETTER**

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS  
of the KIND.

**DRILLS**



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

**NORTH BROS. MFG. CO.**

PHILADELPHIA, Pa.



# Davidson's Milk Can Trimmings



## IN COMPLETE SETS

"BROAD HOOP" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

## and Milk Cans with Broad Hoop Patent Roll Rim Bottoms

are in great demand and their general popularity is increasing yearly.

They give satisfaction to users and dealers alike.

## IMPORTANT

The best mechanical skill obtainable is utilized to make Davidson's Milk Can Trimmings perfect in even the smallest details.

**Write for Price List.**



Heavy Rolled Edges make our PATENT BOTTOMS doubly durable and waggon and factory floor protectors.

*Some customers do not like to send us small orders. That's a mistake. We take them, large or small. We are waiting for your order now.*

**THE THOS. DAVIDSON MANUFACTURING CO., Limited**  
*Montreal and Winnipeg*

# M. & L. Samuel, Benjamin & Co.

have removed their offices and  
warehouse to 54-56-58 Front West.

# M. & L. Samuel, Benjamin & Co.

  
**TORONTO**



# Lewis Bros., Ltd.



RETURNED

JAN 30 1906

*J. Montreal*  
*cut Book 44*  
*page 3*  
*St*

We sold four times as many goods in 1905 as we did in 1901.

We carry constantly in stock over one-half million dollars of Hardware, Cutlery and Sporting Goods.

We have 28 salesmen. In 1901 we had 10 only.

We have 5000 accounts. These are all dealers. We do not sell to retail, our business is confined entirely to the Trade.

We carry all the best manufacturers' brands.

We control the sales of some of the best brands known in Canada.

Our business has increased so rapidly, that possibly some dealers are not aware of the above facts.

We want your business. Write for our prices or salesmen. The latter are distributed from Halifax to Vancouver and can reach you on very short notice.

We predict that the Trade of 1906 is going to be the biggest in the history of Canada and we would like to see you get your share. We are also looking after our end

MONTREAL  
TORONTO  
OTTAWA

WINNIPEG  
VANCOUVER  
CALGARY



**IRON**

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

**STEEL**

# American Steel & Wire Co.

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

**Chicago**  
The Rookery.

**BARBED WIRE      GALVANIZED PLAIN WIRE**  
**PLAIN TWIST CABLE FENCING**

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.



Contractors to H.M. Admiralty and War Office.

Factories: SHEFFIELD, England

## JOHN ROUND & SON

LIMITED

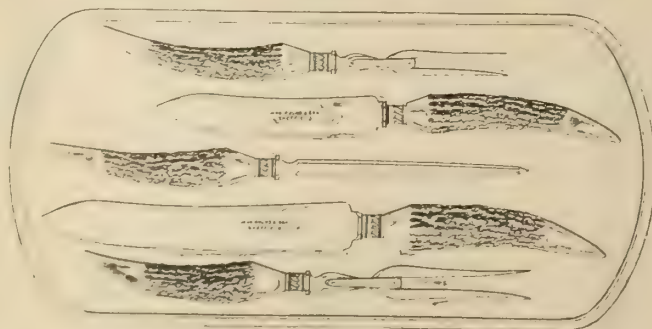
Silversmiths and Cutlers

Coristine Building, MONTREAL

### Superior High Grade Cutlery

Our celebrated cutlery is known throughout the world. Everywhere it is acknowledged the Best. We have a great range of Carvers and Combination Sets to select from.

Our prices are right.



28414. CARVING SET

Quality  
Style  
Workmanship  
Prices

(Are our  
watchwords)



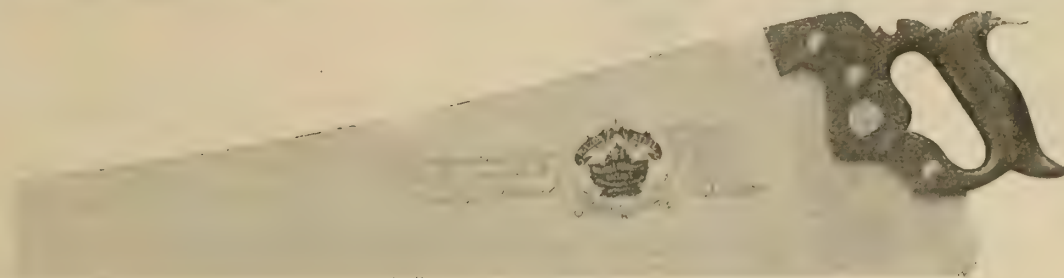
28910

12 PAIRS DESSERT KNIVES AND FORKS  
Pearl HANDLES. Quartered Oak Case.

**Dessert Knives and Forks** in cases of 6, 12 and 18 pairs. Pearl handles and best quality plated blades. We illustrate one of our leaders. Send us your enquiries. They will receive prompt attention.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

**GALT, Ontario**





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**  
**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**  
also **The DesJardin Patent Log Sleighs**

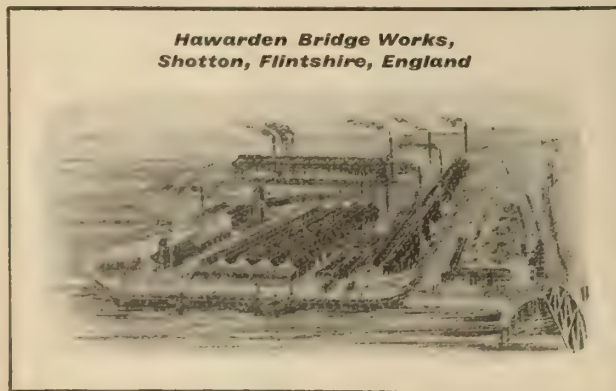
Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

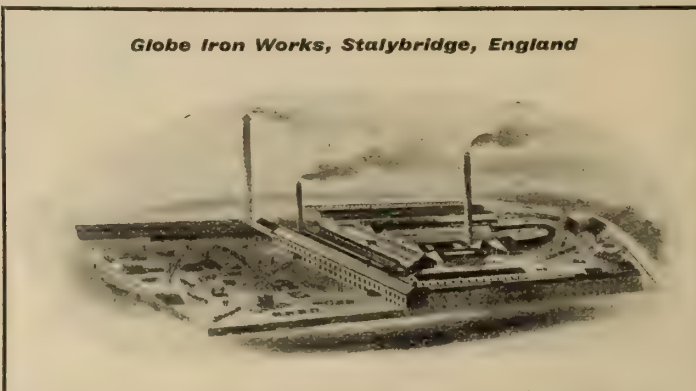
Long Distance  
Phone No. 87

# John Summers & Sons, Limited

*Hawarden Bridge Works,  
Shotton, Flintshire, England*



*Globe Iron Works, Stalybridge, England*



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



**LARGEST  
MAKERS  
OF**

## GALVANIZED SHEETS — IN ENGLAND

*One year's production from these works  
would put a girdle of Galvanized Sheets  
right around the earth.*

**Agent: F. Hankin, Montreal**



January 27, 1906

HARDWARE AND METAL

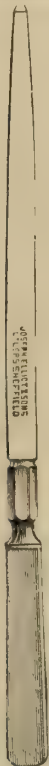
# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale

Wholesale  
Only



Stag—Stag, Celluloid and Ivory Handle.



Pocket Knives

Handle Elliot's Cutlery



and Increase Your Business

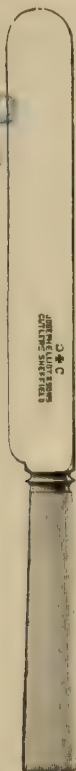
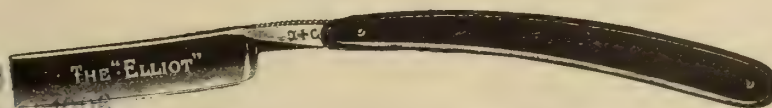


Table and Dessert Knives—Celluloid and Ivory Handle.



Razors—Black Rubber Handle.

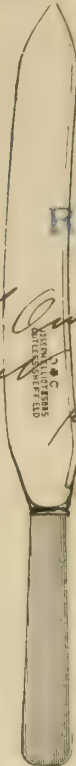


Ham and Beef Slicers.

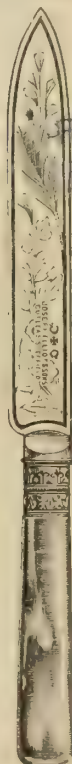


Butchers' Skinning and Sticking Knives.

FOR OTHER MAKES SEE OUR CATALOGUE.



Carvers—Stag, Celluloid and Ivory Handle.



PEARL HANDLE KNIVES AND FORKS  
Fish, Dessert and Table.

## H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto.

Our Prices Are Right

We Ship Promptly.



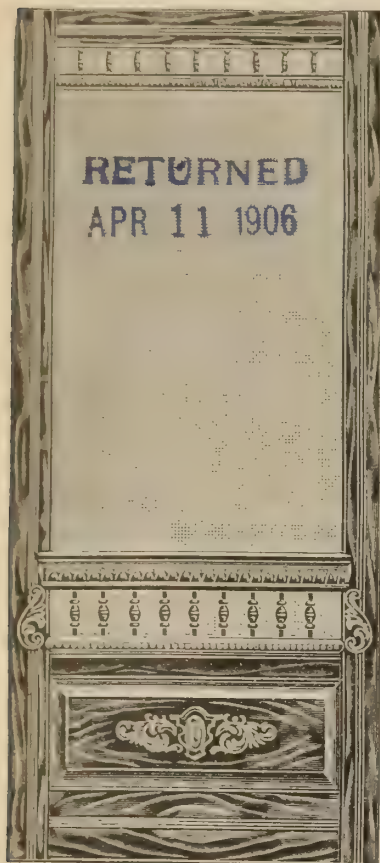
# HAVE YOU ORDERED?

Do so at once.

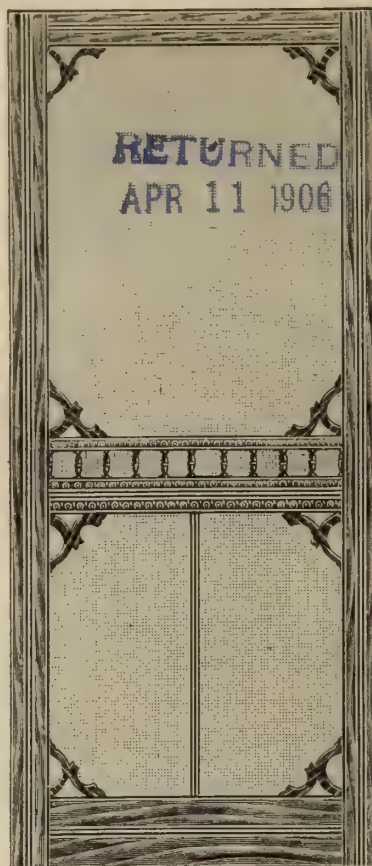
Get our Discount.

## The Hobbs Hardware Co., Limited,

## London, Ont.



No. 70—Made of Clear Pine, 4 inch Stiles. Grained quartered Oak filled and two coats of Varnish.  
List, \$22.00 Dozen



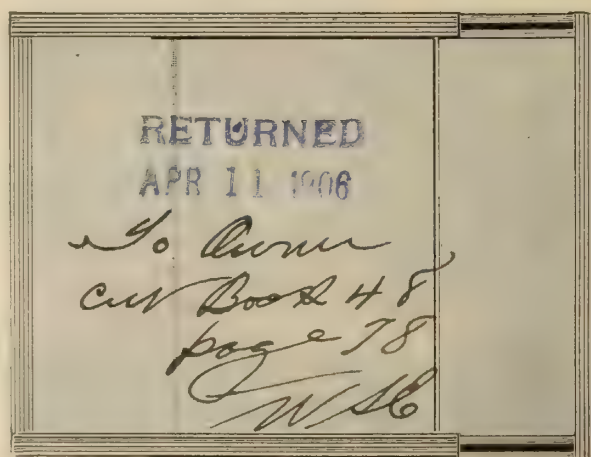
No. 30—Made of Selected Pine, 4 inch Stiles. Grained quartered Oak. List, \$14.75



No. 40—Made of Selected Pine, 4 inch Stiles. Grained quartered Oak.  
List, \$19.80 Dozen

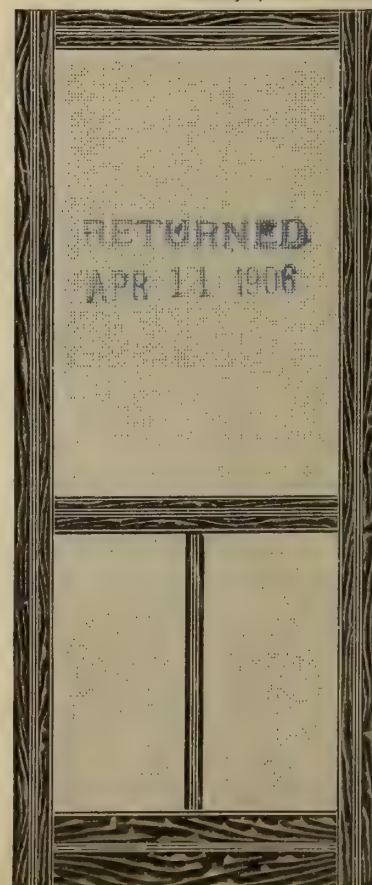


No. 20—Made of Pine, 4 inch Stiles, Grained quartered Oak  
List, \$13.10 Dozen



Made of Selected Hardwood and Finished in Oil.

	Length	Closed	Open	List, per Doz
No. 9	18	18	28½	\$2.75
No. 10	18	20	33	2.90
No. 10½	12	20	33	2.85
No. 11	18	22	36½	3.15
No. 11½	12	22	36½	3.10
No. 12	18	24	40½	3.30
No. 13	22	26	44½	4.20



No. 10—Made of Pine, 4 inch Stiles, Cherry Stained.  
List, \$9.75 Dozen



# UNIVERSAL COFFEE PERCOLATORS

RETURNED  
JAN 27 1906

MAKE PERFECT  
COFFEE

RETURNED  
JAN 27 1906



SECTIONAL VIEW

MADE OF PURE ALUMINUM  
GENUINE EBONY HANDLE  
GLASS TOP



EMPIRE PATTERN

RETURNED  
JAN 27 1906



COLONIAL PATTERN

THE **UNIVERSAL** MAKES PERFECT COFFEE  
FREE FROM BITTER TASTE CAUSED BY BOILING,  
AND RETAINING ALL THE DELICIOUS AROMA  
OF THE COFFEE BEAN, FREE FROM TANNIC ACID.

WORKS EQUALLY WELL WITH CEREAL COFFEE

The Most Sanitary Coffee Pot Known

ANYONE CAN USE IT, AS IT OPERATES ENTIRELY  
AUTOMATICALLY AND ITS ACTION IS SIMPLE.

**Coffee Made in the UNIVERSAL  
is as Clear as Wine**

OPERATES SUCCESSFULLY ON ANY KIND OF  
STOVE.

# Caverhill Searmont & Co

CANADIAN DISTRIBUTORS

MONTREAL AND WINNIPEG



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	
Tiger,	550	"	"	
Standard,	500	"	"	
Golden Crown,	500	"	"	

# Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.



Style "F"

## The Very Newest

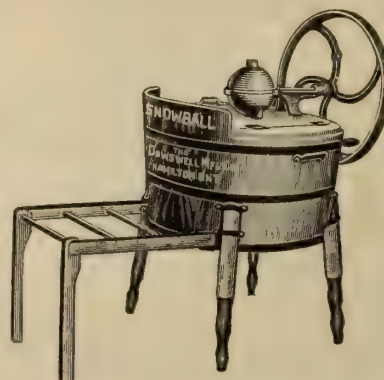
Combination, Bow Lever and Side Pedal drive; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

W. L. HALDIMAND & SON,  
MONTREAL,  
Eastern Agents

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - ONTARIO





## The BEST EQUIPPED FACTORY, The BEST ADVERTISED PRODUCT

We make a few articles, in large quantities, make them better than anyone else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

### Peerless Iceland Freezer

Our advertising—covering every bit of freezer-selling territory in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the housekeeper wants when she goes into your store.

### Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



### Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust-proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can guarantee delivery as promised. Everything about it is modern—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. Ask him

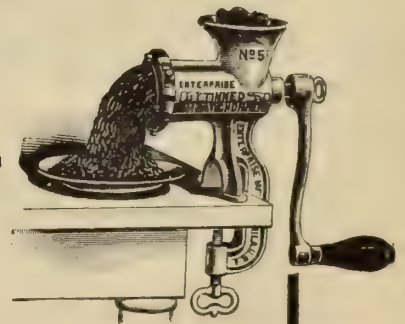
10 WARREN STREET  
NEW YORK

**THE DANA MFG. CO., CINCINNATI**



# Push = =

Our Advertising Department is giving valuable service free to dealers who are pushing ENTERPRISE goods. We not only advertise to the public generally all over the world, but we also otherwise help aggressive dealers especially to increase sales of

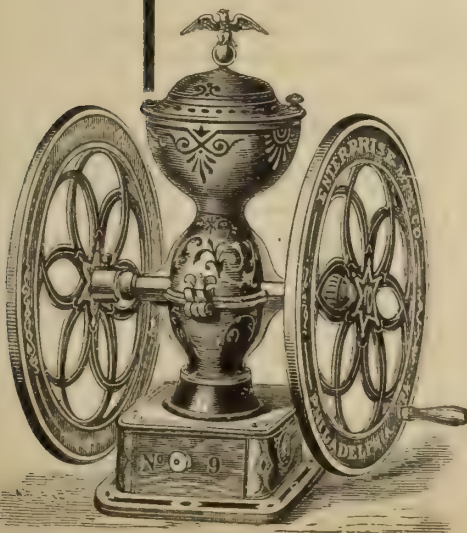


## ENTERPRISE

Meat Choppers, Food Choppers, Coffee Mills, Bone Mills, Meat Juice Extractors, Etc.

If you want to sell MORE, drop a line now to our Advertising Manager. Tell him what lines you want to push and ask for help. It costs you nothing. It benefits us both. Get in the "push" and keep pushing.

THE ENTERPRISE MFG. CO. OF PA.  
Philadelphia, U.S.A.







This design a guarantee of quality.

## FIBRE WRAPPING PAPER

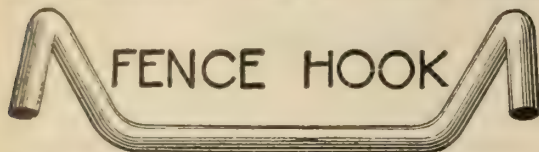
STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR  
SAMPLES AND  
PRICES.

**CANADA PAPER CO.**  
TORONTO LIMITED MONTREAL

### GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT

ESTABLISHED  
1867

## J. S. LOUGHEAD & SON

SARNIA, ONT.

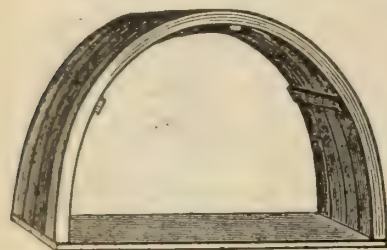
Mfrs. of

HUBS, SPOKES  
BUGGY AND WAGGON RIMS  
SLEIGH RUNNERS  
SHAFTS AND POLES, Etc.

We use nothing but the very best Hickory and Oak in our stock, and we are prepared to guarantee all our goods. We carry an exceedingly large stock on hand and will ship promptly

YOUR ORDER SOLICITED.

Quebec Agent: J. A. BERNARD, 21 St. Peter St., Quebec, P.Q.



## Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!

Sole Manufacturers—  
**J. P. CLABROUGH & JOHNSTONE**

WORKS—  
Price Street, BIRMINGHAM, ENG.



...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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HALIFAX, N.B.  
OTTAWA, ONT.  
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LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Mgr. Western Canada. Toronto.

The Best South Wales Produces

### IN STEEL COKE TINPLATES

"ELYN"

"LYDBROOK"

"ARTO"

"FRONTIER"

### IN CHARCOAL TINPLATES

"CYMMER"

"ALLWAYS"

"JUANA"

"SPARTAN"

**FRANKLIN SAUNDERS & CO.**  
Limited

MONTREAL

Wholesale Trade Only Supplied

### H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

**LEEDS FIRE CLAY CO., Lt'd.**

Fire Bricks, Glazed Bricks, Stable Bricks.

**T. JOWITT & SONS, SHEFFIELD.**

Files, Cast Steel, Hammers, Crucible Steel Wire.

**JOS. FENTON & SONS, SHEFFIELD**

Cutlery and Plated Ware.

Agent for

Norway Iron, Steel, Galvanized Iron, Chains.

Sheet Iron, Hoop Iron, Machinery

Steel, PEN-DAR Metal Lockers.

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$

## CONTRACTS

mean dollars for the pockets of  
contractors. The weekly re-  
ports in the

### CANADIAN CONTRACT RECORD

tell where contracts may be had.  
\$2 per year buys them. Address

**THE CONTRACT RECORD**

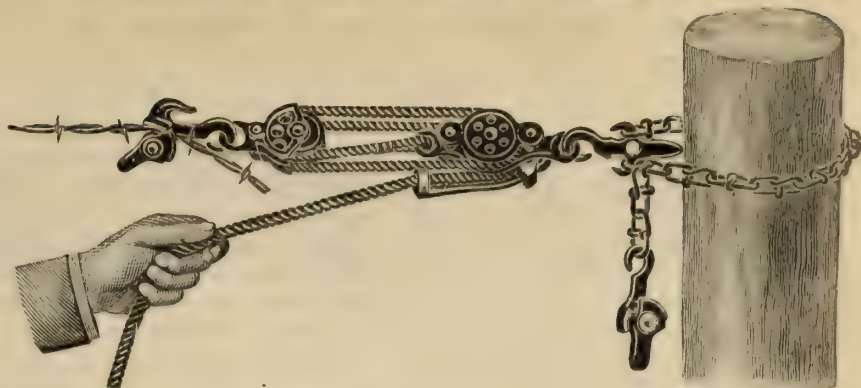
TORONTO, MONTREAL, WINNIPEG and VANCOUVER.



# THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

## ATKINS HIGH-GRADE, CROSS - CUT SAWS

ARE SUPERIOR TO ALL OTHERS IN MATERIAL, TEMPER, WORKMANSHIP, FINISH AND CUTTING QUALITIES.

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



**E. C. ATKINS & CO.,**

INCORPORATED

Factories and Home Office : INDIANAPOLIS, IND., U.S.A.

CANADIAN BRANCH : 56 King St. E., Toronto, Canada.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Write for Catalogue and Prices.

# DOMINION WIRE MANUFACTURING CO.

MONTREAL

AND

TORONTO

LIMITED

## BARB WIRE AND PLAIN GALVANIZED WIRE

BRIGHT AND GALVANIZED FENCE STAPLES

## — WIRE NAILS —

FLAT HEAD  
ROUND and OVAL HEAD

## SCREWS

BRIGHT—BRASS  
BRIGHT and BRASS

TINNED WIRE for Mattress, Broom, Bottling and Binding

STEEL WIRE BARREL HOOPS

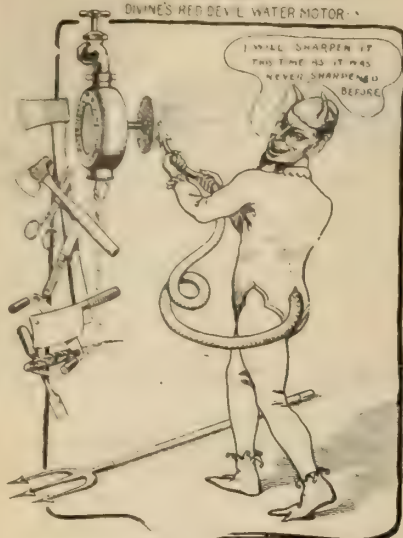
## COPPER AND BRASS WIRE

ALL MADE IN CANADA



**A POINTED TALE.**

DIVINE'S RED DEVIL WATER MOTOR.



Attached to any faucet.  
Most powerful of its size.  
Gives  $\frac{1}{2}$  h.p. on 80 lbs. pressure.  
5,000 revolutions per minute.  
Grind an axe on 20 lbs. pressure.

**Powerful—Practical—Perfect**

Polishes Silverware and Other Metals.  
Grinds Knives and Other Edged Tools.  
Runs Sewing and Other Small Machines.  
Most Useful Article in the World.

**PRICE**, including faucet connection,  
emery, buffing and pulley wheels,  
polishing composition, etc., **\$4.00**,  
complete.

*This ad. and \$3.50 will get the Motor complete.*

**Divine Water Motor Co.**

296 Broadway, New York

ALLEN C. JENKING & CO., Room 215 Coristine Bldg., MONTREAL  
Stock carried in Montreal.

**"PERFECT" GALVANIZED SHEETS**

Is a Synonym for

**GILBERTSON'S**

**COMET**

Brand

Flat, well selected, soft and smooth, easy to work up  
The price—Less than other high-grade brands.  
Get the prices.

**MAKERS:**

**W. GILBERTSON & CO., Limited.**

PONTARDAWE, SOUTH WALES.

**Bolton, Fane & Co.**

98 Leadenhall Street, London, E.C., Eng.

**TINPLATES**

In all qualities and sizes

Bessemer Coke	"Lofoden" Brand
Solmens Coke	"Pelican" Brand
Charcoal	"Mocha" Brand
Best Charcoal	"Cardigan" Crown Brand
Staffordshire Bar Iron	"B.G. Crown Brand
Galvanized Sheets	"Pelican" and "Ostrich" Brand

Boiler Plates, Rails, Fishplates, &c., &c.

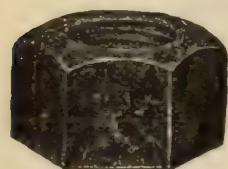
**R. SULLIVAN DAVID**

Selling Agent for Canada, 210 St. James St., MONTREAL  
TELEPHONE, MAIN 3389

**WORK AND PRICES RIGHT**  
**GALVANIZING**  
ONT. WIND  
ENGINE & PUMP CO.  
TORONTO, ONT. LIMITED.

**GALVANIZING AND TINNING**  
THE CANADA METAL CO.  
TORONTO, ONTARIO.

**MAPLE LEAF**  
**STITCHED COTTON DUCK**  
**BELTING**  
**DOMINION BELTING CO. LTD.**  
**HAMILTON CANADA**

**THE JOHN MORROW MACHINE SCREW COMPANY, Limited**

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs  
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

**Genuine Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured

**WHOLESALE ONLY**

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT

**CELEBRATED**

**HEINISCH SHEARS**

Tailors' Shears,  
Trimmers' Shears,  
Tinnern' Snips, etc.



ACKNOWLEDGED THE BEST.

**R. HEINISCH'S SONS CO.**

NEW YORK OFFICE, 155 Chambers St  
NEWARK, N.J., U.S.A.

**SEYMOUR SHEARS**

HAVE BEEN THE

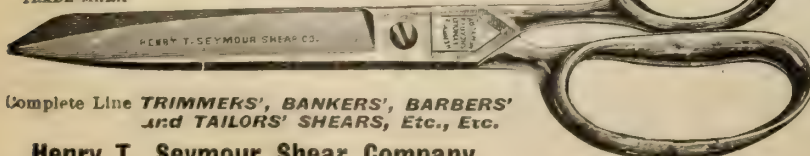
Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.



TRADE MARK



TRADE MARK

Complete Line **TRIMMERS', BANKERS', BARBERS'**  
and **TAILORS' SHEARS, Etc., Etc.**

**Henry T. Seymour Shear Company**

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

Latest Catalogue will be sent in exchange for your business card.



We make Electric Fixtures, Sockets, and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

— MONTREAL.

## AN ABSOLUTELY SEALED PACKING CASE

ARE YOU TROUBLED BY CLAIMS FOR GOODS  
BEING LOST OR STOLEN IN TRANSIT

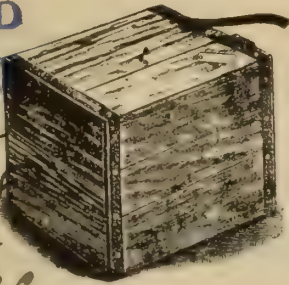
THIS METHOD IS A SURE CURE

*Recommended by the Railroads in Canada and U. S.*

**J. N. WARMINTON,**

43 Scott St., TORONTO  
207 St. James St., MONTREAL

WRITE FOR CATALOGUE AND SAMPLES OF STRAPPINGS FOR CASES, CLUTCH NAILS, ETC.



## McArthur, Corneille & Co.

MONTREAL

### Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,  
Prepared Paints, Window  
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE  
Imperial French Green

of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
English Varnishes

of CHAS. TURNER & SON,  
LONDON.

Please mention HARDWARE AND METAL when writing.

## Do You Sell Lamps ?

We can supply you with  
about every kind.

In addition to our well-selected  
line of Gas and Oil Lamp Goods,  
Chandeliers, etc., we have recently  
put in stock Electric and Combina-  
tion Fixtures, Glassware, Brack-  
ets, etc.



Do not forget we are agents  
for the only first-class

**Parlor Oil Heater,  
THE PURITAN**

It will give you comfort,  
while others only vex you.

**THE ROCHESTER LAMP CO.**

109 Church Street

TORONTO



# A PROPOSITION

We want every hardware dealer in Canada to sell **MAXIMUM LIGHT GLASS**, the only daylight increasing system in the world which darkness cannot balk.

If we can prove to you that there is an unlimited field for the sale of

## **MAXIMUM LIGHT GLASS**

will you "become interested"?

There are five steps that lead to success and the way is open for you.

1. Write for samples of **MAXIMUM LIGHT GLASS**.
2. Make a test of the glass.
3. Ask your customers' opinions on the glass.
4. Get in a stock.
5. Get **Orders**.

Will you take Step No. 1, not next week but at this very moment?

Sole Canadian Agents:

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**  
Glass Importers and Manufacturers.

# ***Your Skate Orders***

We wish to thank our customers throughout Canada for their increased patronage in 1905, and to express the hope that they will be able to favor us with a like liberality this year.

While reminding you of the **satisfaction** given by our skates and of the **wide range** which we produce, **covering every requirement** for hockey, rink and pleasure skating, and racing, we have pleasure in announcing

## **A NEW SKATE**

which will impress hockey players as being in advance of anything at present on the market.

Our traveller is now on the road and will see you shortly regarding your skate orders for 1906. He will explain the points about the new pattern which will form the ground of its appeal to hockey players.

We hope you will not place your skate orders until you see him, for we can promise the same high quality of product which has won for our skates, and will keep for them, the popularity they enjoy among skate users.

**The STARR MANUFACTURING CO., Limited**  
**Dartmouth, N.S., Canada**



# WIRE ROPE



"ACME" brand

**Highest grade of hoisting  
rope made.**

**Extra tensile strength for  
heavy work.**

One strand painted green, look for it.

Use Greening's Rope Grease for lubrication.

**THE B. GREENING WIRE CO.**

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

## ENCOURAGE YOUR CLERK

to take a more lively interest in his work,  
to become a better informed hardwareman,  
to develop ideas for advertising and win-  
dow dressing, and progressive retailing.

You can best do this by having a  
copy of **HARDWARE AND METAL** sent to his  
home address, where he can read it at  
leisure and think out how he can apply  
its suggestions.

It will cost you only \$2 from now to  
Feb. 1st, 1907. Send in your order now.  
Your clerk will appreciate the courtesy,  
and you will both reap the benefit.

**HARDWARE AND METAL**

MONTREAL

TORONTO

WINNIPEG



## FREE to DEALERS:

**"Bristol"**

Calendar for 1906 on condition that the coupon below is properly  
filled out and mailed to us **attached to your business letter-head.**

This fishing scene is beautifully colored and will be admired  
by all who see it in your office, store or home.

Send in your name at once before our supply is exhausted.

**THE HORTON MANUFACTURING COMPANY, - BRISTOL, CONN., U.S.A.**

Do you sell Fishing Tackle? \_\_\_\_\_

Do you handle **"Bristol"** Steel Fishing Rods? \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

(Cut this out, attach to your letter-head and mail to The Horton Mfg. Co., Bristol, Conn.)



# **“DOMINION” AMMUNITION**

Before placing orders for other makes write us for price list and testimonials of our new brands of shot shells.

**Crown, Sovereign  
Regal, Imperial**

These shells are becoming most popular, and it will pay you to stock them.

**Dominion Cartridge Co.,  
Limited  
Manufacturers, Montreal**

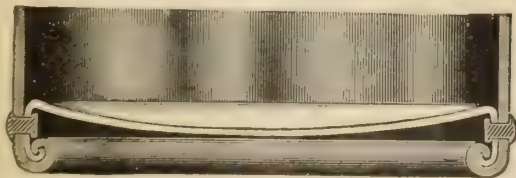
*The superior quality of “Dominion” Cartridges is recognized in every quarter of the globe.*



## **KEMP'S Factory Milk Can Trimmings**

With roll rim bottoms are the kind that stand the wear and tear.

*They are made to last*



SECTIONAL VIEW OF BOTTOM

*All sizes of tinned iron in stock.  
We can ship promptly.*

**KEMP MANUFACTURING CO., TORONTO**

**THE KEMP MFG. CO. OF MONTREAL**  
58 McGill St., Montreal, Que.

**THE KEMP MFG. AND METAL CO., Limited**  
McDermot Ave. East, Winnipeg, Man.



## Heating and Ventilation of St. Paul's Hospital, Montreal, Que.\*

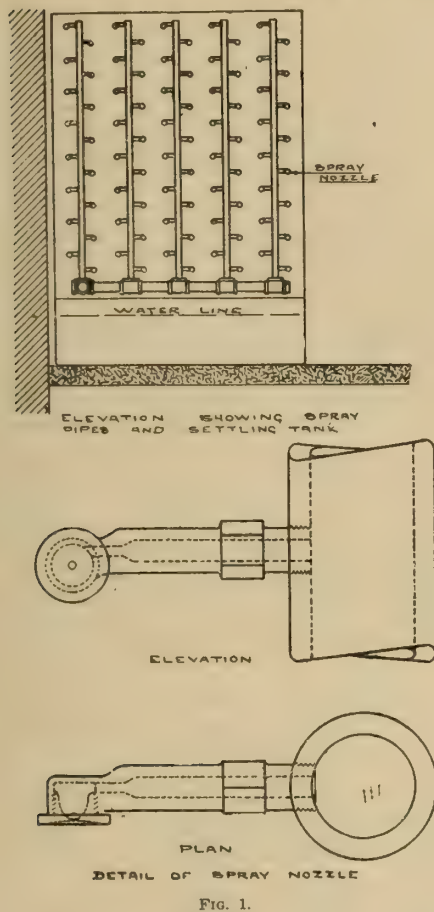
It is the intention of this paper to describe a system of heating and ventilation at St. Paul's Hospital, Montreal; to outline the ideal aimed at; and to discuss the function and efficiency of the equipment installed.

An ideal system of heating and ventilation should maintain a constant temperature and supply fresh air in large quantities at a proper humidity without

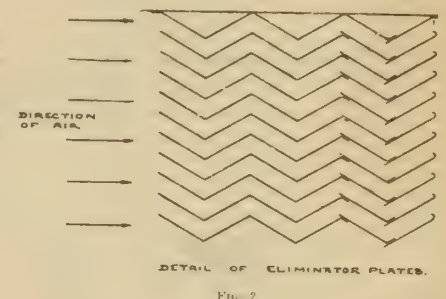
atmosphere of the Sahara Desert. This extreme dryness is very harmful to the mucous membrane of the human body, and is in a large measure responsible for the prevalence of disease of the nose and throat in cold climates. It is also a noticeable fact that a high temperature is required if persons are to be comfortable with a low humidity. It is well known that a thermometer with moistened bulb will register a lower temperature than a dry bulb thermometer beside it, but it is not generally known that the sensation of heat and cold experienced by people varies rather with the registration of the wet bulb thermometer, than with that of the dry bulb. It is a common error to assume that the dry bulb thermometer gives a true indication of the temperature felt by human beings, and to consider all contradictory evidence as due to the mutability of human nature. Roughly, it will be found that with 55 per cent. relative humidity a temperature of 64 degrees will be as comfortable as a temperature of over 70 degrees; with a relative humidity of 30 per cent. From an engineering standpoint, therefore, we come to the same conclusion as a physician, who, discussing this subject, states that: "So long as we continue to neglect the indoor relative humidity we shall continue to live in unhygienic surroundings, created by any method of heating that is not supplied with means for properly moistening the air. To do this should be as much the purpose of a scientifically constructed heating system as to furnish sufficient heat," said Henry Mitchell Smith, M.D., in a paper before the Brooklyn Medical Society, May 15, 1905.

(Any system of ventilation will nec-

essarily add not only to the first cost of a heating equipment, but also to the operating expense. Heat is considered essential because the lack of it at once affects comfort; while breathing impure air, when one becomes accustomed to it, produces no immediate discomfort. Through ignorance of the fundamental principles much money has been wasted in the past on inefficient or defective methods of ventilation. It is, however, considered poor practice to-day to design a heating system without at the same time making provision for a positive supply of fresh air free from dust or soot, and furnished to the building with-



dust or drafts. Almost every system of heating is designed to maintain a constant temperature, but very seldom is the humidity given consideration. It is not uncommon to find air in buildings very much dryer than normal pure air, and an explanation is not difficult. Since air saturated at zero degrees will contain about one-half grain of moisture per cubic foot, and at 70 degrees one cubic foot will contain eight grains, it is clear that if air is heated from zero to 70 degrees, the humidity at the higher temperature will be only 6 per cent., and the air will then be dryer than the



out drafts in any room. In the State of Massachusetts a law has been in force for several years making it compulsory to supply 30 cubic feet of fresh air per head per minute in all schools and public buildings. The amount of air usually estimated for buildings of different classes is as follows:

	Per minute per person
Hospitals (ordinary)	35 to 40 cubic feet
Hospitals (epidemic)	80 "
Workshops	25 "
Prisons	30 "
Theatres	20 to 30 "
Meeting Halls	20 "
Schools (per child)	30 "
Schools (per adult)	40 "

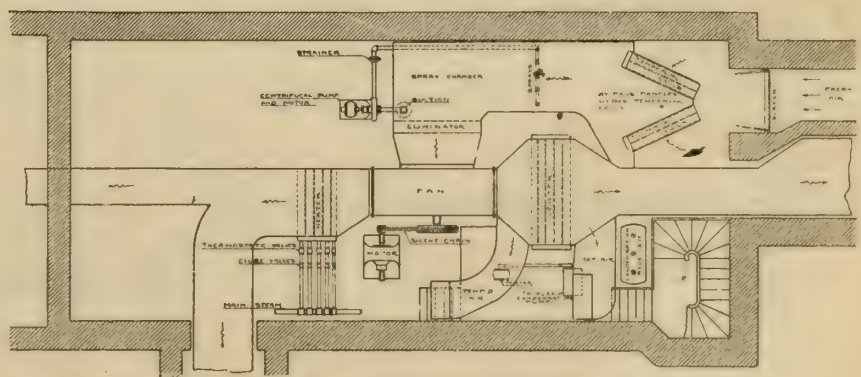


Plate No. 3.

essarily add not only to the first cost of a heating equipment, but also to the operating expense. Heat is considered essential because the lack of it at once

Fresh air contains about four parts carbon dioxide in 10,000, and the presence of six to eight parts in 10,000 is scarcely noticeable, but the presence of

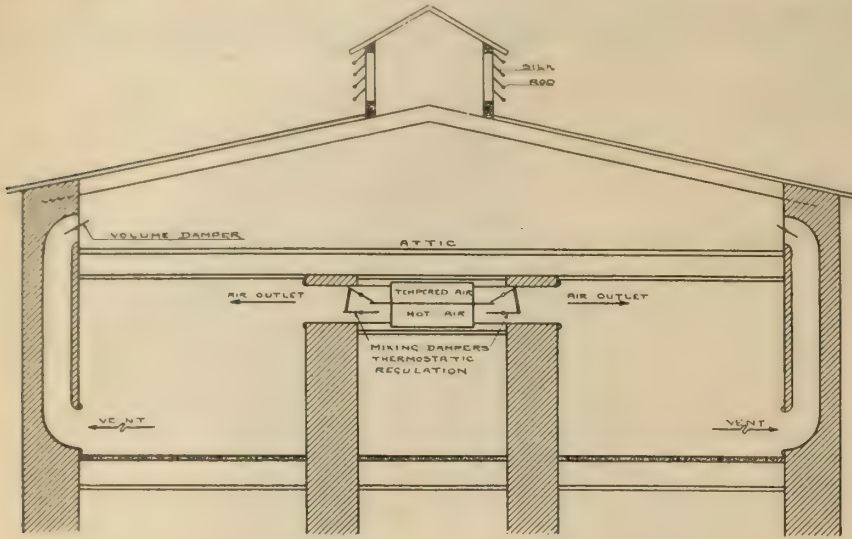
\* Paper read by Alan C. McAvity, of the Buffalo Forge Co., before the Mechanical Section of the Canadian Society of Civil Engineers, Montreal, Jan. 18, 1906.



eleven parts in 10,000 is distinctly perceptible, and when higher percentages are found the air is sufficiently stale to be not only uncomfortable, but actually injurious. Since an adult breathes about 500 cubic inches of air per minute,

period during which it is used at a time, for where there is a large space per capita, even if no fresh air is admitted, it will take some time for the air to become polluted.

With a system of forced ventilation,



Elevation No. 1.

and as respired air contains about 3.4 per cent. carbon dioxide, it is clear that approximately 17 cubic inches of carbon dioxide are exhaled per minute, and from this data the following table has been prepared:

Parts carbon dioxide in 10,000.	Cubic feet fresh air per min. per person.	Percentage respired air.
4.....	Infinite	0
5.....	100	.29
6.....	50	.58
7.....	33.3	.87
8.....	25	1.45
9.....	20	1.74
10.....	16.7	2.03
11.....	14.3	2.32

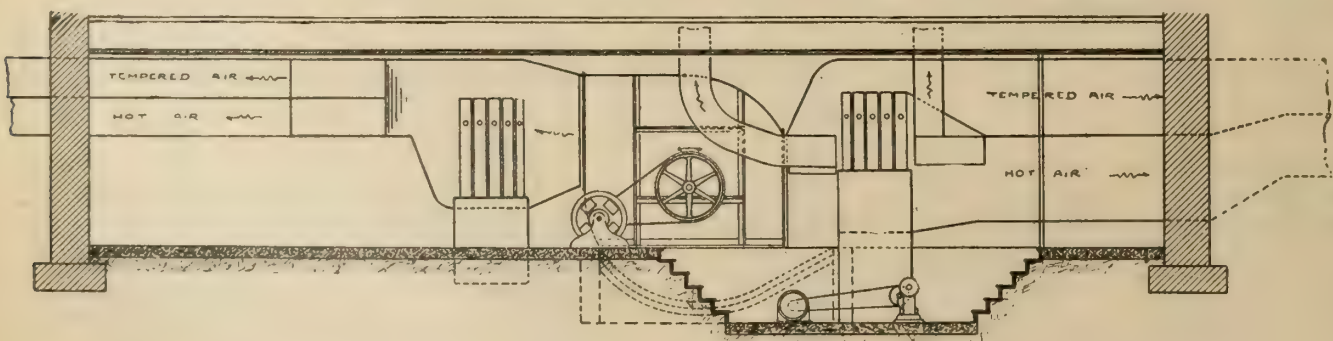
Common standards of good ventilation are taken as allowing between six and

there is a tendency to install small ducts, as the available space for ducts is generally limited, and by an increase of pressure the requisite amount of air may be delivered even with small ducts. It is a great mistake, however, to use a high pressure, even though it be available, for at too high a velocity through the ducts a rush of air is distinctly audible, and air entering and leaving rooms at a high velocity will be certain to produce uncomfortable drafts. Some device for cleaning the air supplied is also necessary, for no matter where the inlet is placed there is bound to be mixed with the entering air some dust and soot.

We should then aim to keep a constant temperature at a constant humid-

ing coils, and heating coils, with their supply and return pipes; ducts for a distribution of air with deflectors for adjustment and dampers for control; thermostats for control of temperatures, and a combined air washer and humidifier for cleaning and moistening the air. The fan is a three-quarter housing steel plate centrifugal with double discharge. It is driven by a direct current motor by means of a chain drive. At full speed it delivers 45,000 cubic feet of air per minute, and by means of a rheostat in the field circuit of the motor two lower running speeds may be used. The coils are of the mitre type, which are usually employed for hot water, as the resistance to circulation is very low, and in this case they are used with low pressure steam for the same reason. Tempering coils are placed between the inlet and sprays to bring the air at least above freezing point. A temperature of 50 to 55 degrees is found necessary in the spray chamber, because the temperature in this chamber affects the humidity, and because some air by-passes the heating stack on the discharge side of the fan, and, therefore, goes to the rooms without a further increase of temperature. The distributing ducts beginning beyond each heating stack carry separately hot air, which passes through the heating coils, and tempered air which goes above them. These ducts are kept separate until the mixing damper is reached, of which a detail is shown in Plate 1. In each duct there is a balanced damper, and the two are joined together by a link, so that when one is open the other is shut, and vice versa. Thus a constant volume of air is supplied at a temperature varying in such a way as to balance the heat losses from the building. In most rooms the dampers are controlled by thermostats, to give a constant temperature, but in some they are arranged for hand regulation.

The air washer and humidifier is shown in detail in figure 1. It consists of a number of spray nozzles in a plane



Elevation No. 2

eight parts of carbon dioxide to 10,000 parts of air, and a comparison of the two tables will show that they give about the same results. Allowance should be made for the size of the room and the

ity, and to supply pure screened air in positive quantities without creating perceptible drafts.

The equipment at St. Paul's Hospital consists of a motor-driven fan; temper-

at right angles to the course of the air, and a box of baffle plates which remove the dust and water carried mechanically. The sprays are shown clearly in the  
(Continued on page 56)



## CIRCULAR ADVERTISING CRITICIZED

Similar in size to the McGregor circular, reviewed two weeks ago, is the specimen sent in by Peter Hymmen, Berlin, Ontario.

The criticism registered against McGregor's circular will apply here too, but it is needless to repeat it. I would suggest to Mr. Hymmen that he read the first four paragraphs and the last four paragraphs of that review.

While McGregor's circular and Hymmen's circular are similar in size, and have certain resemblances in layout, there is an appreciable difference. Hymmen's circular is more balanced. His illustrations are more uniform in size and the items are grouped more satisfactorily.

Peter Hymmen employs terse expressions. You will notice this particularly in his chief headings, which, unfortunately, the compositor has weakened by perpetuating the turned rule scheme. The headings should never have been cut up. They are not items. They are connected expressions.

It would be difficult to select any one item from Hymmen's circular for especial comment. They are pretty much alike. The item on "Air Rifles," etc., is practically the only one without a heading, and the item on "Nickel (which, by the way, is usually spelled 'Nickel') Plated Tea Kettles," is the only item where the inverted rule is missing.

As the circular is composed almost altogether of household articles and toys, it strikes me that a consistent division of the two would have been an improvement over the present arrangement.

Ostensibly Mr. Hymmen's plan was to so intermix his items that they would all be read, which must be commended as a single factor for sales. But a number of people like to have "straight reading" when they are formulating a "list" in their mind.

A praiseworthy point about the Hymmen circular is the seasonableness of the items. Another praiseworthy point is the total absence of "great reduction" jargon. The people will not believe anything because it is stated on paper. Announcements, etc., are usually taken at their face value.

The major portion of some of the items lean heavily on the side of generalities. "A good sled is a thing that

is very much appreciated by a child," "Every boy wants to have a kit of tools of his own," "Nothing is appreciated by the ladies like a good pair of scissors..." etc.—such statements, if they are to be made at all, must be made as precursors to the positive statements: "Hymmen's sleds, kits of tools, scissors, are the best." There

to make himself known—in his community. But a retailer can get a local reputation for reliability, ready service, etc., that is a valuable asset to his business.

The sure way of getting a good business reputation is to be worthy of it. The sure way of amplifying the usefulness of that reputation is to advertise it—that is, advertise those virtues in your business that gave you the reputation.

Sometimes the people will excuse egotistical announcements if they know "for sure" that the man behind the



**WE ARE IN TOUCH WITH**

**SANTA CLAUS' WORKSHOP.**

HE HAS DESIGNATED **OUR STORE** AS HIS

**1905 Headquarters.**

Our Holiday Lines are the largest, our Patterns are exclusive and up-to-date.

<p><b>Sleds and Coasters</b></p> <p>Special sleds, with runners, for sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Simmons' Special Sled Irons</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Hockey Skates and Spring Skates</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Savory Roasters</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Nickel Plated Tea Kettles</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p>	<p><b>Boys Tool Chests</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Toy Sled Irons</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Toy Snow Shovels</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Special Coasters</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>SILVERWARE</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Tobacco Cutters</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p>	<p><b>Toy Steel Ranges</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>"Little Bob" Lanterns</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Beautiful Steel Trays</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Special Sleds</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Scissors and Razors</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Nickel Plated Coffee and Tea Pots</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p>	<p><b>Steel Body Express Wagons</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Children's Sets</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Horton Stave-Leg Rotary Washer</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Air Rifles</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Pocket Knives</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p> <p><b>Cutting Saws</b></p> <p>For sale at 10¢ each. Also sleds with runners, for sale at 15¢ each.</p>
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### PETER HYMMEN,

King St. Berlin, near Bank of Hamilton

Phone 140

are, of course, various way of doing this.

You see, the enunciation of a bare generality only covers the ground of necessity or desire. It works out no defined conclusion in the mind of the reader. The owner of the goods draws the conclusion himself because he is thinking of his own store, but unless he tells his story on paper the people cannot see eye to eye with him.

Of course, the retailer's advertising can never have the individuality that the manufacturer's advertising has. The reason for this is clear. The man who makes the wares has to make them known. The man who sells them has

counter is just about all he says he is, or, rather, his goods are just about all he says they are.

Such a man may buy from the same jobber and wholesaler as his fellow-retailer across the street, and yet he gets an immeasurably greater return from his advertising. The "other" retailer wonders why. But the wise men of the town know that the successful man thinks out his advertising, studies the characteristics of his community, looks ahead, and writes across all his ads "I."

A. A. B.

Be as courageous in pricing for profit on the most of the goods as in forgetting profits on the few that are used for bargains.



# HARDWARE AND METAL

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JOHN BAYNE MACLEAN

The MacLean Publishing Co.  
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## NEW ADVERTISEMENTS.

Martin-Senour Co. Ltd., Montreal.

## WESTERN HARDWARE CONVENTION

Secretary J. E. McRobie, of the Western Retail Hardware and Stove Dealers' Association, is issuing circulars this week announcing that the semi-annual meeting will be held in Manitoba Hall, Portage avenue, Winnipeg, on February 13. Meetings will be held morning, afternoon and night, the first being called for 9 a.m. sharp. The meeting will be of a very important nature, and it is hoped and expected that there will be a large attendance. Every Western retailer of hardware and stoves who can possibly attend should make an effort to do so. Officers will be elected and important business will come up for discussion.

An important topic is that of fire insurance. At the meeting held in Winnipeg last July, a strong committee was appointed to look into the feasibility of the proposed plan of association insurance and to collect information as to the working of this plan in the American associations. This committee will report at the convention.

It is expected that the wholesale men will attend the evening meeting, and an interesting discussion of a number of topics is assured. Hardwaremen should attend the convention if possible and not content themselves merely with following the proceedings in the report in this paper.

Single fare rates on the railways are obtainable because of the bonspiel. These tickets may be purchased from Feb. 9 to 12, and they are good to return until Feb. 20.

## STANDING STILL IS GOING BACKWARD.

In these strenuous days the world of trade is constantly going forward, so that the merchant who stands still is relatively going backward. You must progress to retain your mercantile equilibrium.

Have you ever stepped on a moving platform? You had to face in the direction it was going, or take the chances of being thrown; or if you stood outside and looked on, you were no part of the show.

The merchant who is not stepping forward with the other forward-steppers in trade is slowly but surely being pushed back into the idle crowd of loafers that line the edges of the procession. He has no place among the quick-thinking men who give character and expression to modern affairs. He is advertising himself as a present or prospective "has been." His standing still is a confession that the pace is too swift for him. But the procession shows no mercy to laggards and the lingerer sneaks from the ranks into oblivion. You must go forward and keep going forward, to keep your feet. Once down you are "down and out."

## WELSH COAL FOR CANADA.

Mr. W. A. MacKinnon, the Canadian commercial agent at Bristol, England, sends us a clipping from the Western Daily Press, of that city, reproducing from the columns of this paper a paragraph in regard to the possible strike of the coal miners in the United States and of the threatened shortage in the supply as a result thereof.

Ever since his appointment to the commercial agency in Bristol, Mr. MacKinnon has advocated in his official reports the advisability of Canadian importers establishing a connection with Welsh exporters of the best anthracite coal, which is claimed to be superior to the Pennsylvania product. Mr. MacKinnon believes that it would be well for Canadian importers to make these connections before the probable strike takes place and not after. This is the business-like way of looking at the matter and it is to be hoped that importers in Canada will act upon his advice.

We all remember the unfortunate position we were placed in some three or four years ago when the miners in the anthracite districts went out on strike and deprived this country for some months of its regular supply of coal.

## A QUESTIONABLE PROPOSAL.

At a recent special meeting of the Winnipeg Board of Trade a resolution was passed asking for certain stringent legislation from the present session of the Manitoba Legislature with the object of compelling insolvent merchants to protect their creditors. President A. L. Johnson, in the course of an able speech, characterized by his usual clearness of expression, said that cases were far too common of merchants selling out their stock at a discount and then coming to their wholesalers to effect a compromise. Legislation was required to stop the practice.

It was decided to ask the Legislature to pass a bill consisting of seven clauses providing that in the sale of any stock of goods it shall be the duty of the purchaser to demand, and of the vendor to furnish, a list of the creditors and the amounts owing, such written statements to be verified by a statutory declaration; and unless such statement and declaration is forthcoming the purchase and sale shall be null and void as against creditors of the vendor. Provision is to be made for the vendor to produce to the purchaser a consent in writing stating the terms of sale, and signed by not less than 50 per cent. of the number of creditors and 75 per cent. of the value; if such is not given by said creditors the purchaser shall pay the proceeds of the purchase into some trust company, said company to distribute said proceeds under provisions of the Assignment Act of Manitoba, providing for all creditors receiving a pro rata share of proceeds of sale; also that it shall not affect any sale of an executor, administrator, receiver, trust or any public officer acting under judicial process.

A similar resolution was championed by Mr. Johnson in Regina last June at the convention of the Northwest Boards of Trade, and after a long and somewhat acrimonious discussion it was thrown out by a large vote. At that convention it was evident that the wholesale and retail interests were opposed on this question. The retailers argued that unnecessary and irksome restrictions were being placed upon the honest dealers in order to stop sharp practice by a very few. Mr. Johnson and his supporters argued with considerable force that it was not the object to hamper the honest man and that the honest man would not suffer. At that convention the retail interests won.

As the question will soon come up for consideration in the Manitoba Legislature this paper will welcome an expression of opinion by retailers and wholesalers. Address to the Winnipeg office.



## TWO PRIZE COMPETITIONS.

In addition to announcing the prize winners in our recent Christmas window display competition this week we announce a new contest which should arouse even greater interest—a competition for a substantial prize to be given for the short article describing how to best arrange the interior fixtures of a hardware store and to display goods in the most telling manner on shelves, counters and special stands.

This contest being open until March 1 should excite great interest and bring forth a large number of replies. The art of window dressing may be mastered by only a few, but every live hardware merchant and clerk has ideas as to the arrangement of interior displays.

Travelers, visiting dozens of stores, also have an opportunity of gathering ideas regarding the most practical floor plan for hardware stores and we should hear from a number of the knights of the grip in this competition.

What is wanted is briefly explained on page 76 of this issue. While only one prize is offered, payment will be made for every valuable suggestion made. We would emphasize, however, that the time spent in studying this subject will more than repay each competitor, irrespective of whether a prize is won or not. Merchants should not only compete themselves but should encourage their clerks to do so.

The prizes offered for the window displays were well divided, the first prize going to an Ontario clerk, Albert Karges, with Gardner & Co., Woodstock, the second to a Newfoundland traveler, S. S. Wetmore, with A. M. Bell & Co., Halifax, and a special third prize to a Northwest retailer, A. R. Auger, Okotoks, Alberta. The window displays prepared by these gentlemen will be reproduced in a later issue, when commendation and criticism will be made. We will say now, however, that considering the short time available for arranging the displays after our competition was announced, the chief fault we have to find is in the taking of the photographs. Over-printing, reflection, etc., should be avoided and the photographer should take his time in order to do the window display full credit.

In the interior display competition this obstacle will not be met, as while photographs of shelving, etc., are requested, pen and ink drawings are chiefly desired and where necessary we offer the services of our artist to finish the drawings and make them suitable for publication.

There may be a wrong way to do right, but there is no right way to do wrong.

## DEATH OF WALTER GROSE.

It is no mere form of words to say that the hardwaremen of Montreal were shocked to hear last Saturday of the death of Walter Grose, who for many years had been one of the most prominent business men in the city, with connections throughout the whole of Canada.

Only a few days before, Mr. Grose left Montreal on a three weeks business trip to New York and other United States cities, being at that time in apparently excellent health. He transacted his business in New York and went from there to Waterbury, Conn., where he also had interests to consult. But on the morning following his arrival at the latter place he was found dead in his bed, due, in the opinion of physicians, to apoplexy.

The late Mr. Grose was fifty-three years of age and was born in Devonshire, England. He came to Canada in



The late Walter Grose of Montreal.

1865, and soon entered upon his business career in Montreal. His ability in this respect was such as to win him steady promotion, and his interests extended until he became president of the Ontario Lantern & Lamp Co., Limited, of Hamilton, Ont. He was also associated with several other business enterprises, and was well known to the hardware trade, as Canadian sales agent for many large foreign manufacturers.

In character, Mr. Grose belonged to a type all too rare in business life. His friends knew him as a man of the utmost kindness and geniality to those who were associated with him. His generosity and thorough good humor were but ill concealed by the apparent brusqueness of his manner, and he was always ready with the hand of fellowship. But if any played him false, his nature was to make his condemnation

most open and emphatic rather than to nurse his wrongs. In consequence, his business associates felt that he was one upon whom they could implicitly rely, his frankness being admired no less than his shrewdness and foresight.

Much of Mr. Grose's business success was due to his ability to size up a proposition quickly, and present it vividly and concisely. Perhaps this was never better illustrated than when he appeared before the Tariff Commission at the sittings recently held in Montreal, to protest against any duty being placed on brass and tin plate. The manner in which he presented his case was masterly, while comparatively brief, and it undoubtedly impressed the ministers.

Deceased was one of the most enthusiastic members of the Canadian Manufacturers' Association. He joined the party which represented this body in touring the principal industrial districts of Great Britain last Summer, and brought home many new ideas as the result of his keen observation while there. In religion he was a Methodist, and a member of Douglas Church, Montreal.

## EIGHT COMMITTED FOR TRIAL.

The Tack Association case, adjourned from last week, came up again on Wednesday for the final decision of the magistrate as to who were to be committed for trial. Mr. Tilley, counsel for the defence, asked if Mr. Peck's name might be omitted from the list of defendants, as he was in hospital, and the magistrate consented. The name of Mr. Kinghorne was also withdrawn from the list, the magistrate considering that the appearance of the two other members of the Montreal Rolling Mills Company would be sufficient.

The list of the defendants has thus been reduced to eight, viz.: James Hardy and Thomas Jenkins, Toronto; William McMaster and H. M. Blaiklock, of the Montreal Rolling Mills Company; E. J. Fry, of Peck, Benny Company; F. H. Whittom, of the Ontario Tack Company, Hamilton; W. Bruckhoff, of the Portland Rolling Mills, St. John, N.B.; and W. H. Woodhall, Montreal.

These were all committed for trial at the assizes.

## TRAVELER FINED IN QUEBEC.

The first fine as the outcome of the tax of \$300 on travelers selling goods in Quebec from foreign owners was imposed on Wednesday by Judge Choquette, of Montreal. Harry Weill, a traveler for an English firm of wine merchants, was sentenced to pay \$50 for violating the law and soliciting orders for his firm without having previously paid the tax.



**REDUCTION IN BARB WIRE.**

Our readers who have followed the general trend of the hardware and metal markets, both in Canada and abroad, must have been impressed with the manner in which nearly all lines have been steadily advancing in price for several months past. Especially has this been the case in all iron and steel products.

The announcement made this week, then, that barb wire prices had been reduced fifteen cents per hundred pounds, will come as a great surprise to all hardware merchants. As is well known, the market in rods has been particularly firm. Prices have been advancing very regularly, and, more than that, reports have been current for months that the mills were so crowded with orders as to make spot deliveries quite impossible. This is the principal raw material in the manufacture of barb wire, and in the circumstances already mentioned it might reasonably be expected that, in case prices were revised, the new figures would show an advance. Furthermore, spelter, another important raw material to be considered, has also been most remarkably strong, and advances on foreign markets are almost a daily occurrence.

These facts would naturally lead one to suppose that there would be an upward tendency to the market. And so, when it is learned that a reduction has been made, suspicions will no doubt be entertained that the present state of affairs is unnatural and cannot be more than temporary. Such, in fact, seems to be the case if reliance can be placed in the trade gossip of the week—and it has been heard among those who generally know.

It appears that two of the leading United States interests who have been endeavoring to push their goods on the Canadian market have for the past couple of years been carrying on a quiet war, while showing all outward signs of friendship. Some time ago one of these firms, in an effort to capture the market by storm, cut prices on barb wire, and of course enjoyed a good trade on the strength of this. The jobbing trade, however, did not reduce prices at this time, as the new lists were not general. But during the past week, the other interest referred to, becoming alive to the fact that trade was likely to go toward their rivals, decided to meet the cut, and in consequence a decline is noted in our market reports on another page.

How long this will last we leave our readers to judge from the gossip we have cited. In the meantime it will be well for dealers to size up their stock.

Cheerfulness and perseverance are nine-tenths of success.

**SUCCESSFUL JOBBERS  
AND SALESMEN.**

No. 16.

It takes a man who knows his business to sell hardware. There is probably no other line of trade in which knowledge of the goods handled is so essential, and this will account for the fact that nearly all the hardware salesmen on the road have been trained up in the business from early youth.

Mr. L. M. Brown, who has just entered upon his duties as traveler for the Seybold & Sons Co., Montreal, is very fortunate in this respect. He spent his early days in Athens, Ont., where he served his hardware apprenticeship with A. Parish & Sons. When this firm sold



L. M. Brown,

Representing the Seybold &amp; Sons Co., Montreal, in Eastern Ontario.

out he went to North Williamsburg, where he served eleven years with W. C. Strader, in charge of his hardware department. He has also spent three years on the road calling on the hardware trade.

At the first of the year Mr. Brown joined the traveling staff of the Seybold & Sons Co., wholesale hardware merchants, Montreal, whom he will represent on the territory formerly covered by Gordon C. Seybold, the vice-president of the company. This change came as a result of the firm's largely increased business, which made it necessary for Mr. Seybold to take entire charge of the sales department, at headquarters.

The good record already made by Mr. Brown in the retail business, and also on the road, gives promise of a successful career as traveling representative for the Seybold Company.

Covering Eastern Ontario, Mr. Brown will be able to spend his week-ends at his home in North Williamsburg, while making occasional trips to the firm's headquarters in Montreal.

**HOBBES' TORONTO BRANCH.**

An important move has been made by the Hobbs Hardware Company, London, they having established a branch warehouse in Toronto by the purchase of Nos. 53 and 55 Colborne street. In No. 53 a branch office under the personal charge of Mr. T. S. Hobbs will be maintained, and it is probable that sample and glass display rooms will be established. The office will also be used as the Toronto headquarters for Plymouth binder twine, Mr. Hobbs having control of the sale of the output of the massive works being established at Welland by the Plymouth Cordage Co. Two floors will be used in this building.

The Independent Cordage Company, also under Mr. Hobbs' control, will occupy the four floors of No. 55, a large stock of Independent binder twine and Plymouth rope being carried in the warehouse. Ben Hubbard will be in charge of the Independent business, with Wm. Lind as the traveling salesman.

J. A. Rose, of the head office at London, has been in Toronto during the past week completing the arrangements for the change.

As an additional indication of the expansion of the London jobbing house it is announced that three new traveling salesmen have been secured and in future E. McIntyre and W. H. Thompson will represent the Hobbs Company in Northern Ontario, and J. M. Jackson in the London, Huron and Bruce territory.

**KENNEDY HARDWARE TO MOVE.**

As intimated in these columns a fortnight ago the Kennedy Hardware Company have found their present premises at 49 Colborne street, Toronto, too small for their growing trade, and we can now announce that they have just completed the purchase of larger premises, one door east of their present location.

Their new building at 51 Colborne street is six feet wider than No. 49 and this on four flats as well as two additional floors over No. 53, which have been leased for a term of years, provides almost double the floor space now available.

The move into the new premises will take place about March 1.

Whenever snow covers the ground the sleds should be displayed. In some parts of the country lack of snow has left many sleds in the dealers' hands. Clean them out if possible.



## HARDWARE TRADE GOSSIP

### Quebec.

F. Fagan, general merchant, of St. Hilaire, spent a day in Montreal this week.

S. Malouin, tinsmith, of L'Assomption, was buying goods in Montreal this week.

P. Phoenix, hardware merchant, of Granby, was in Montreal for a day this week.

A. P. Gosselin, general merchant, of St. Alexandre, was in Montreal this week.

Alex. Thomas, boilermaker, Levis, paid a buying visit to Montreal a few days ago.

Joseph Huette, hardware merchant, of St. Hyacinthe, spent a day this week in Montreal.

A. Trudeau, general merchant, of Windsor Mills, visited the Royal City a few days ago.

Wm. McVicar, general merchant, of Rivington, made a business trip to Montreal this week.

J. E. Mogeau, tinsmith, of L'Epiphanie, was one of the out-of-town buyers in Montreal this week.

W. Graham, hardware merchant, of Ottawa, called on business friends in Montreal on Saturday of last week.

Hugh Gall, general merchant, Lachute, was called to Boston last week on account of his father's illness there.

J. E. Seale, hardware dealer, of Morin Flats, visited Montreal a few days ago to place orders with the local jobbers.

Paul R. Hanson, eastern sales manager of the Canadian Rubber Co., spent a portion of last week in St. John, N. B.

G. W. Buzzell, of G. W. Buzzell & Co., general merchants, Abbotsford, paid a visit to Montreal a few days ago.

J. A. Lambert, general merchant, of St. Lin (Laurentides), called on some of the Montreal wholesale houses this week.

Mr. Hudson, traveling representative of Russell & Irwin Manufacturing Co., New Britain, Conn., visited Montreal a few days ago.

J. C. Harbec, hardware dealer, of St. Johns, Que., visited Montreal last Saturday, having business with some of the wholesale houses.

Mr. Ross, jr., of Ross Bros. & Co., hardware merchants, Iroquois, Ont., accompanied the hockey team of that place to Montreal last week.

F. X. Labrecque, plumber and tinsmith, of Ste. Agathe des Monts, came in to Montreal this week, and visited some of the supply houses.

The Caledonia Iron Works, Montreal, have landed a \$20,000 contract to supply the furnaces for the Atikokan Ore Company at Port Arthur, Ont.

Mr. Wegman, representing Yale & Towne, manufacturers of locks and builders' supplies, called on the Montreal wholesale trade last week.

Many Montreal houses closed down Thursday morning out of respect to the

memory of the late Hon. Raymond Prefontaine, whose funeral took place on that day.

Caverhill Learmont & Co. have had their Montreal warehouse re-painted and thoroughly renovated, thus improving greatly the appearance of the shelf goods storeroom.

Mr. Gignac, of C. Labelle & Co., wholesale and retail grocers and hardware merchants, Sorel, has been unable to attend to his business duties for some time owing to illness.

A. M. St. Arnaud, formerly manager of the Canada Hardware Co., Limited, has organized a new company, under the name of the National Hardware Co., which will be incorporated shortly. The company's temporary office is at 30 St. John street, Montreal.

W. G. McMahon, manufacturers' agent, Winnipeg, spent the early part of the week in Montreal, leaving for Toronto Wednesday evening. En route he visited his old home at Kingston. Mr. McMahon possesses all the westerner's enthusiasm for his country.

S. M. Walker, who has been an employee of Lewis Bros., Montreal, for the past twelve years, left Saturday to accept a position with the Hudson's Bay Company. Before leaving the staff presented him with a gold locket containing a plate suitably inscribed.

A. G. Yates, president of the Buffalo, Rochester & Pittsburg Railway, was in Montreal on Friday of last week and called on his friends in the hardware trade. Mr. Yates, who was accompanied by his wife and daughter, spent Saturday and Sunday in Ottawa, and left for home Tuesday in his private car.

### Ontario.

MacKenzie & Co. are opening a store in St. Catharines for the sale of gas fixtures.

Mr. Norris, of Norris & Lockhart, plumbers, Galt, was a visitor in Toronto this week.

S. P. Gourlay, the well known plumber, from St. Catharines, was a visitor in Toronto a few days ago.

J. H. Armstrong, of Thornbury, has taken a position with Taylor Bros., hardware merchants, Carleton.

Carson Price, of Holland Centre, visited Toronto on a buying trip this week and called on hardware jobbers.

Fire damaged the property of the Dominion Chain Works, Toronto, to the extent of \$500 on Wednesday night.

Mr. James, of James & Reed, hardware merchants, Perth, spent a few days in Toronto during the past week.

Gus Carslake, of Carslake & Lockerbie, Collingwood, called on plumbing and heating jobbers in Toronto this week.

A small strike occurred this week at the works of the Dunlop Tire Company, Toronto, but the factory is running as usual.

A. D. Kennelly, manager of the Toronto branch of the McClary Manufacturing Company, spent a few days in London this week.

J. R. Reed, manager of the Westinghouse Electric Co., Vancouver, was married recently to Miss Taylor, of Court House, Va.

H. Clucas, Toronto manager of Canada Paint Co., has resumed his duties after a brief illness resulting from a severe cold.

R. R. Gamey, M.P.P., hardware merchant, Gore Bay, has purchased the bankrupt stock of Knight & Graham, Providence Bay.

Higanbotham & McCallum, plumbers, Fort William, have dissolved partnership and each will do business for himself in future in the same town.

Sadler & Haworth, Toronto, manufacturers of leather belting, have moved their office and factory from Jordan street to 40-42 Melinda street.

Fire last week did \$5,000 damage to Kerr & Coombes' foundry at Hamilton, also doing slight damage to the works of the Allith Manufacturing Company, hardware manufacturers, next door.

Frankel Bros. have purchased a block of land on Eastern avenue, Toronto, for \$17,500, and intend to erect a factory and large warehouses on the site. This company is doing a very large trade in old metal.

John Head, who for a number of years has been connected with the Dominion Express Co., Toronto, has been promoted to the position of assistant appraiser in the hardware department of the Toronto customs house.

The remaining cases against plumbing supply men, etc., expected to have come up at the Assize Court last Monday, were delayed until other cases had been tried, being put down towards the end of the court calendar.

Mr. Hope, who recently purchased the hardware business of E. R. Rogers, Toronto Junction, has taken into partnership F. A. Noden, formerly of Farwell & Noden, hardware merchants, Hamilton. The new firm report a very satisfactory trade since the recent change.

In an investigation of charges made against certain Toronto aldermen, the Bennett & Wright Company have been asked to produce their books showing their financial transactions with the city council during the time the plumbing of the Toronto City Hall was being done, about eight years ago.

James Wilson, of the John Ritchie Plumbing & Heating Co., Toronto, and treasurer of the Ontario Master Plumbers' Association, who has been very ill, partially owing to the strain and worry of the recent plumbers' investigation, is reported to be improving and likely to be around again in three or four weeks' time.

F. L. H. Sims, Toronto, was recently presented with a handsome oak and leather arm chair and an address from the staff of the Siche Gas Co., on the occasion of his becoming managing director of the company. The address bore testimony to the very high esteem in which Mr. Sims is held by the whole staff.

W. H. Meredith, former secretary of the Toronto Master Plumbers' Association, has been ill during the past week. Mr. Meredith had several attacks of nervous prostration a few years ago and the strain of cross-examination by lawyers for days at a time in the recent plumbers' investigation has affected his health somewhat.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 70.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

**Copper Rivets** are quoted at 35 per cent. off.  
**Barb Wire** has declined 1c. per 100 lbs.  
**Antimony** has advanced to 15½c. and 15c.  
**Pig Lead** has fallen off 18c. per 100 lbs.  
**Ingot Tin** is quoted at 40½c to 41c.

### TORONTO.

**Lead Pipe**—Discount is now 15 per cent.  
**Builders' Hardware**—Toronto jobbers are following the recent American 10 per cent. advance.  
**Barb Wire**—Prices have been cut 15c. per 100.  
**Ingot Tin**—Quotations are again up to 40c.  
**Antimony**—Another ½c. advance has been made.  
**Red Lead**—Higher quotations are the rule.  
**Chain**—Prices have advanced 10c. per 100.

## Quebec Hardware Markets.

Office of Hardware and Metal,  
 232 McGill Street,  
 Montreal, Jan. 26, 1906.

Builders, this week, are all getting more into the swing of business. Travellers are sending in good orders for immediate shipment, while bookings are of such a nature as to make prospects for the Spring very bright indeed.

The continued mild weather is encouraging contractors to begin building operations which, under normal conditions, would not have been touched until Spring. This is an assistance to the trade, as it gets builders' hardware on the move, a good turnover in these goods being reported. On the other hand, it retards the sale of seasonable goods. Both sleigh bells and snow shovels are almost at a standstill, and the situation is made more serious by the fact that dealers bought heavily in snow shovels at the beginning of the season. In fact, as will be remembered, there was a noticeable scarcity of these goods among the jobbing trade.

The only price revision of any importance during the week has been in barb wire. A decline of 15c. per hundred pounds has been declared.

**Axes**—Conditions are unchanged. We quote: Chopping axes, unhandled, \$6.00 to \$9.50 per dozen; double bit axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Sewing Machines**—No great activity is seen in this branch of the trade at present. We are quoting prices as follows: Hand-sewing machines, \$11 each, net; complete machines, with stand, \$18.00 and up, according to quality.

**Lanterns**—We are still quoting the following prices: Cold blast, \$4.50; No. 0 Safety, \$5.00.

**Rivets and Burrs**—Discounts on copper rivets have been revised, and we give, this week, 35 per cent., instead of 40 per cent as before. Demand is fair, and market steady. We give prices: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists: copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—Our prices remain: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Screws**—Though somewhat inactive, the demand is normal for the season. Our quotations are as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Our prices remain as follows: 3-8 and smaller, 60 to 10; 7-16 and larger 55 and 5.

**Horsenails**—Demand is fairly good, and prices are steadily held as follows: C brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—The fact that building operations are already being resumed, has served to quicken trade. Our price is \$2 15 per keg, f.o.b., Montreal.

**Cut Nails**—Business is sluggish. We still quote, \$2.20 per keg, f.o.b., Montreal.

**Horseshoes**—Our prices remain as follows: P.B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes.

**Sporting Goods**—Sales are fair, although this is to a great extent "between seasons." We are quoting the following prices: Skates from 25c. to \$2.50, according to quality; snowshoes from \$15 to \$35 per pozen pairs, according to quality.

**Building Paper**—Good bookings for Spring delivery are reported. Prices

are steadily held at the revised figures given some few weeks ago.

**Cement and Firebrick**—In spite of activity in building circles, cement is very slow, except for some jobbing orders. Fire brick, on the other hand, has been in remarkably good demand, sales having been so large that a scarcity in the supply already prevails. We quote: the following prices: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00 to \$2.05. Firebrick, English and Scotch, \$17.00 to \$21.00; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—Our prices are unchanged, and are as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

**Shot**—Sales at present are small. Price remains at net list.

**Sleigh Bells**—One of the disappointments of the season has been the failure to make good sales in this line, owing to the lack of snow. Our quotations are as follows: Back straps, 30c. to \$2.50; body straps, 70c. to \$3.50; York Eye bells, common, 70c. to \$1.50, pear shape, \$1.15 to \$2.00; shaft gongs, 20c. to \$2.50; Grelots, 35c. to \$2.00; team bells, \$1.80 to \$5.50; saddle gongs, \$1.10 to \$2.60.

**Horse Blankets**—Our prices are: Jute, unlined, \$4.50; 3-4 lined, \$9.50; full lined, \$12; 16-oz. Hessian, unlined, \$6.50; 3-4 lined, \$11.50; full lined, \$14, and up to \$24; Kersey blankets, \$9 to \$21; all wool, \$24, \$30, \$48 and \$60.

### Raw Furs.

	No. 1.	No. 2.	No. 3.	No. 4.
Bear.....Black	\$18 00	\$12 00	\$4 00	\$1 00
".....Yellow	15 00	8 10	3 00	.....
".....Yearlings	7 00	5 00	2 00	0 30
Fisher.....	6 00	4 00	2 00	1 00
Fox.....Red	3 00	2 00	1 00	0 20
".....Cross	5 00	4 00	2 00	0 50
Lynx.....	6 00	4 00	1 50	0 50
Marten.....Dark	10 00	5 00	2 00	0 50
".....Pale	5 00	2 75	1 25	0 50
Mink.....Dark	6 00	4 00	1 50	0 50
".....Pale	3 25	2 50	1 50	.....
Muskrat.....Spring	0 20	0 15	.....	0 03
".....Winter	0 15	0 15	.....	0 03
".....Ont. & E. Fall	12c to	0 15	0 15	.....
".....N.W.T. & W.	11c to	0 12 7c	0 08	0 03
Rabbit.....	0 01	0 00½	.....	.....
Raccoon.....	1 25	0 70	0 30	0 10
Skunk.....	1 60	1 00	0 75	0 40
Weasel.....White	0 50	0 25	0 10	0 04
Wolf.....Timber	4 00	.....	.....	.....
".....Prairie	1 25	0 50	0 30	.....
Wolverine.....	4 00 to 6 00	2 to 3 00	1 to 1 50	50c to 75c

## Ontario Hardware Markets.

Office of Hardware and Metal,  
 10 Front Street East.  
 Toronto, Jan. 26, 1906.

An interesting situation has developed in the wire trade, and while raw material maintains its firm position, active competition between two leading producers has resulted in a 15c. decline, the



**Horseshoes**—Trade continues brisk; prices firm. We quote: P.B. base, \$3.65;

Hides, inspected, steers,	No. 1	.....	\$11
"	No. 2	.....	0 19
" " cows,	No. 1	.....	0 10
"	No. 2	.....	0 09
Country hides, flat, per lb.		.....	0 09
Calf skins, No. 1, selected.		.....	0 13
" " No. 2		.....	0 11
Sheep skins		1 20	30
Horse hides, No. 1		3 00	3 25
Rendered tallow, per lb.		0 04	0 04
Pulled wools, super, per lb.		0 22	C 24
" " extra		0 24	C 25

Pig iron stocks here are very light just at present, and though prices are unchanged, the tendency is decidedly upward, both here and in the United States. In the latter country a stiffening of from 25c. to 50c. per ton has resulted during the past few days, and latest reports from England indicate

**Pig Iron**—Customers have been buying heavily in anticipation of future trouble in getting deliveries; especially



is this the case with western consumers, who are now said to have their stocks in pretty good shape. Manufacturers here, however, are reported to have light stocks, with the exception of two or three of the largest consumers, and in the event of a heavy snowstorm it is thought that spot iron will command almost any price in Montreal. We quote:

"Dom." No. 1 \$19 50 to \$20 00 delivered Montreal	
Usual difference in price for lower grades.	
Ferrona No. 1.....\$19 50 delivered Montreal.	
" No. 2.....19 00	" "
" No. 3.....18 50	" "
" No. 4.....18 00	" "
Londonderry.....20 50	" "
Carron No. 1.....23 00	" "
" (special).....22 00	" "
Summerlee No. 1.....23 50	" "
Clarence No. 1.....20 00	" "
" No. 3.....19 50	" "

**Tool Steel**—Our prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

**Merchant Steel**—The market remains steady at last week's prices. We quote: Sleight shoe, \$2.17 1-2; tire, \$2.27 1-2; spring, \$2.75; toecalk, \$2.82 1-2; machinery iron finish, \$2.27 1-2; ruled machinery steel, \$2.75; mild, \$2.17 1-2 and upwards; square harrow tooth, \$2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

**Cold Rolled Shafting**—We give the following prices: 3-16 inch, to 1-4 inch, \$6.80; 5-16 inch to 11-32 inch, \$5.78; 3-8 inch, to 1 7-32 inch, \$4.76; 9-16 inch, to 47-64 inch, \$4.08; 3 1-8 inch, to 3 7-16 inch, \$3.60; 3 1-2 inch, to 3 15-16 inch, \$3.75; 4 inch, to 4 7-16 inch, \$4.08; 4 1-2 inch, to 4 11-16 inch, \$4.42.

**Galvanized Iron**—As spelter continues very strong, with an upward tendency, an advance in galvanized iron is considered imminent. Our quotations are as follows: Queen's Head £8 gauge, \$4.25; 26 gauge, \$4.00; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, \$3.50; Fleur-de-Lis, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals' "Best Best," 28 gauge, \$4.10. "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots 25c. extra.

**Black Sheets**—This metal is remarkably firm and will almost certainly be advanced before long. We are quoting, however, at present as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—Owing to the scarcity of local stocks, as well as to the general firmness of the market, another advance in price has been noted this week. We now quote 15 1-2c. to 15 3-4c. for Cookson's.

**Tin Plates**—Conditions remain unchanged. We quote prices as follows:

Cokes, base size, 1C, 14 x 20, \$4.00; charcoal, base size, 1C, 14 x 20, \$4.25.

**Terne Plates**—We still quote: \$6.85.

**Ingot Zinc**—After the advance of last week this metal is very firm and further revisions of price are to be expected. We quote: 7 1-2c. to 7 3-4c.

**Sheet Zinc**—Last week's advance has been maintained. Our prices remain: 8 1-4c. in casks; 8 1-2c. in less than casks.

**Sheet Lead**—We are quoting: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—No change has taken place during the week, and the advance of 5c. noted in our last issue has been steadily held and we still quote: \$2.50, f.o.b., Montreal.

**Old Material**—Conditions remain the same as at our last report. It is said that some American dealers are trying to sell scrap to the local manufacturers and are giving tempting quotations. Cast iron is still very scarce here. We quote the following prices: Copper wire, 14 3-4c.; light copper, 13 3-4c.; heavy red brass, 13c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 75c. to 90c. per 100 lbs.; old rubbers, 7 1-4c. to 7 1-2c.

## ONTARIO.

Office of HARDWARE AND METAL.

10 Front Street East.

Toronto, Jan. 26, 1906

Ingot tin has fluctuated again, being now quoted at 40c. per lb., the same as quoted by us a fortnight ago. The foreign market is quite firm and the local movement is responsive to the conditions existing in outside markets. The only other advance made during the week is on antimony, which has made another 1-2c. jump upward.

Pig and bar iron are held at the same figures as in our last report, but the market is increasing in strength, similar to the conditions existing in the United States, where an advance has been made. Prices on other lines quoted are holding very steady, trade being active and not confined to any one line.

**Pig Iron**—There is little business offering, but the mills are all booked ahead for several months. We still quote:

Middlesboro, f.o.b. Toronto.....	\$22 50
Hamilton, No. 1, at furnace.....	20 00
" No. 2, ".....	19 50
Midland, No. 1, ".....	20 00
" No. 2, ".....	19 50
Radnor, at furnace.....	31 50
Londonderry, f.o.b. Toronto.....	21 50

**Bar Iron**—As predicted by us, prices have been moved up. We now quote \$2.05 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—Prices have jumped back to their former figures and we now quote 40c. per pound.

**Tin Plates**—Jobbers report an active demand. Prices are firm.

**Galvanized Sheets**—Conditions are unchanged, the demand being heavy at the same quotations.

**Brass**—Trade is steady at the recent advance to net list.

**Lead**—The market is much firmer. We quote: Pig lead, \$4.85 per 100 lbs., and bar lead, \$5.00 per 100 lbs.

**Zinc Spelter**—Prices hold steady, with demand fair. We quote: 7 1-2c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Both sheet and ingot copper is firm, with stocks not very large. We quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—Still another half cent has been added and 16 1-2c. is now being asked by local jobbers.

**Old Material**—Dealers' buying prices are: Heavy copper and wire, 15c. per lb.; light copper, 13c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 7c. to 7 1-4c. per lb.; country mixed rags, 75c. per 100 lbs.

**Coal**—Prices keep very firm, and we still quote: Anthracite in cars at bridges, grate, \$5.50 per gross ton; pea, \$3.75 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.70; 3-4 inch, \$1.60, run of mine, \$1.40; nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.80; 3-4 inch, \$2.70; mine run, \$2.60; slack, \$2.35.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## LONDON METAL MARKETS.

From Metal Market Report, January 26, 1906.

**Pig Iron**—Cleveland warrants are quoted at 53s. 1 1-2d, and Glasgow standard warrants at 52s. 7d, making prices as compared with last week 10 1-2d lower for Cleveland warrants and 3d lower for standard warrants.

**Tin**—Spot tin opened steady at £164 10s. futures at £164 10s., and after sales of 50 tons of spot and 200 tons of futures closed quiet at £164 17s. for spot and £164 17s. 6d for futures, making price as compared with last week £1 2s. 6d higher on spot and 12s. 6d higher on futures.

**Copper**—Spot copper opened steady at £78 5s., futures £76 5s., and after sales of 300 tons of spot and 400 tons of futures closed steady at £78 7s. 6d for spot and £76 7s. 6d for futures, making price as compared with last week, 2s. 6d higher on spot and 7s. 6d lower on futures.

**Lead**—The market closed at £16 13s. 9d making price as compared with last week 3s. 9d higher.

**Spelter**—The market closed at £28 2s. 6d, making price as compared with last week 7s. 6d higher.



## UNITED STATES METAL MARKETS

Advance proofs furnished **HARDWARE AND METAL** by  
The Iron Age, January 25, 1906.

The open Winter thus far has encouraged consumption and has kept it at an enormous rate. The pressure for prompt deliveries continues, and it is only old material which has suffered, since scrap is coming out much more freely than it ordinarily does at this season of the year. Despite strenuous efforts to maintain values, old material is weak.

Negotiations are reported as pending between valley makers and the steel corporation for a large tonnage of pig iron for the second quarter, the requirements not having been covered as yet. The three or four large buyers in the Pittsburgh district will clean up the available supply, so that the steel plants in other sections of the central west are buying considerable Virginia basic pig, particularly since iron purchased in Alabama is not coming along freely. In the east steel makers are urging shipments, but there have been no large transactions lately, aside from the purchases made for the second quarter by an Eastern Pennsylvania plant of an aggregate of about 20,000 tons.

Founders are in the market constantly, but it is a noteworthy fact that the southern producers are not as firm as they have been, and that increasing quantities of southern iron are available at \$14, Birmingham, for No. 2.

Orders keep rolling in in nearly every branch of the finished trade, in fact the leading interest could book very much more, were it not for the fact that deliveries cannot be promised in many lines before six months. This is most sharply felt in the export trade, in which the demand is very heavy. A good deal of business must be declined. This has been notably the case in sheet and tin plate bars lately.

During the past few weeks there has been a revival of the demand for steel products from Japan and China, which had practically ceased with the close of the war.

Plate makers have determined to increase the extra on marine steel over tank steel from 0.2c. to 0.4c. per lb., and to increase the Pacific Coast price from 1.40c. to 1.60c. base, Pittsburgh.

The open Winter is causing a heavy demand for structural material from all over the country, particularly for eight to ten storey buildings, which are further along than expected. Among the larger contracts placed are about 7,500 tons for the New York Central post office, taken by McClintic-Marshall, and 6,000 tons for a Pittsburgh skyscraper. The city of Chicago is to build 12 bridges, which will require 25,000 tons of plates and structural material, eight of these bridges being projected for this year.

Some welcome contracts have come to the Merchant Pipe Mills. These include 90 miles of 18-inch pipe for the Ohio Fuel Company, and 50 miles of 8-inch pipe for the Union Oil Company of California. The large additions to pipe capacity during the last year, by the building of the great works at Lorain, and by enlargements at McKeesport and elsewhere, have militated against an upward movement in this branch.

The Pennsylvania Railroad has placed

orders for 30,000 tons of steel rails in addition to former purchases, thus carrying its total for this year up to 230,000 tons. The Atlantic Coast Line has placed 10,000 tons, and the Chicago Great Western 5,000 tons. The Southern Pacific has an inquiry out for 10,000 tons.

Reports from Pittsburgh and from Chicago indicate a weakening in iron bars.

## FAILURES IN 1905.

According to Bradstreet's report there were 20 per cent. more failures in Canada in 1905 than in 1904, and the liabilities were 38 per cent. larger. It might be noted that the number of Canadian failures in 1905 is the largest reported since 1898, while the liabilities are the largest since 1896.

	No. of Failures.	Assets.	Liabilities.
	1904.	1904.	1904.
Ontario.....	377	\$1,144,068	\$2,803,828
Quebec.....	544	1,647,960	4,797,986
New Brunswick.....	40	235,025	413,143
Nova Scotia.....	68	572,099	955,145
Prince Edward Island.....	5	20,700	36,219
Manitoba.....	62	185,616	437,176
Northwest Territories.....	30	116,400	212,636
British Columbia.....	49	179,450	310,625
Yukon Territory.....	2	35,300	51,500
Total.....	1,177	\$4,136,618	\$10,018,299
	1905.	1905.	1905.
Ontario.....	436	\$1,310,580	\$2,909,766
Quebec.....	575	2,286,390	5,632,757
New Brunswick.....	79	179,110	402,589
Nova Scotia.....	91	1,633,550	2,765,620
Prince Edward Island.....	7	66,950	119,300
Manitoba.....	109	458,506	894,707
Northwest Territories.....	45	267,070	431,087
British Columbia.....	80	330,175	646,350
Yukon Territory.....	2	24,000	35,000
Total.....	1,424	\$6,556,331	\$13,837,176

## BROOKS-SANFORD CO.

Another change just announced in Toronto hardware jobbing circles is the retirement of W. M. Smith from the Brooks-Smith Hardware Company and the change in the firm name to the Brooks-Sanford Company. The new firm is composed of three Brooks brothers and two Sanford brothers, all being men of wide experience. John Brooks was formerly with the Vokes Hardware Company and has one of the best builders' hardware connections in Toronto. W. Brooks, as organizer of the Federated Business Colleges of Ontario and head of the British-American Business College, Toronto, is an invaluable acquisition to the business end of the concern, and A. E. Brooks has had many years' experience in the hardware business with J. Henderson, of Barrie. L. and T. Sanford, as retailers in the mantle and tile business and also with the Vokes Company for some time, have a strong grasp on this branch of the business.

The new company has just closed its first year's business and in an interview with Hardware and Metal Mr. W. Brooks stated that their business had been more than double the amount expected. Where they had looked for \$50,000 to \$60,000 business during 1905 the year's total had amounted to over \$140,000.

Mr. W. M. Smith is now connected with the Aikenhead Hardware Company.

Keep your eyes open and your mouth shut.

Do just as much as you can do well, no more.

## IRON AGE'S 50TH BIRTHDAY.

The Iron Age, New York, published a splendid semi-centennial number on January 4, the issue comprising 452 pages of advertising and 176 of reading matter. A feature of the issue was the anniversary retrospect giving a review of the history of the paper since its establishment 50 years ago by John Williams, the father of David Williams and R. R. Williams, now prominently connected with the paper. The history of the Iron Age throws many interesting sidelights on the hardware and allied trades in America and the special articles written by various members of the staff make interesting reading for those who like to look back a quarter or half a century and note the changes which have taken place in that time. The issue is a commendable one and we extend our congratulations to our contemporary upon its fiftieth birthday.

## ITEMS OF INTEREST.

Is your tinshop doing its share towards paying a profit? It does not pay to have it idle. Scare up work for it. Advertise the shop or have the boys work on stock designs that they can make at a profit. Better this than to have the tools lying unused.

The Francis-Frost Company, Toronto, report that the demand for asbestos stove lining has been most satisfactory for its first season on the market. The saving made by its use is very large, and dealers who have not stocked it yet should write the company for information and prices.

Although this is not the heavy season of stove repairs there is always some one wanting a new fire back or stove leg or grate or some other part of a stove. It behooves the retailer to keep in close touch with the stove repair men and the manufacturers. When a man wants a piece of a stove he wants it quickly. That is always the case, and if you don't get it in the minimum time he blames you. Keep posted on just how to order repairs so that no time will be lost by the manufacturer or the repair man in writing back for more particulars. In most of the catalogues explicit directions are given for ordering parts, and all the dealer has to do is to follow them carefully.

The Canada Stove Works have completed the construction of their factory building at Harriston, and are now installing machinery into their plant. They have purchased the Grand Trunk freight sheds, and are having them removed to their premises to be used as warehouses.

## AIKENHEAD'S NEW BUILDING.

Alterations being made in the building on Temperance street, Toronto, formerly occupied by the Dunlop Tire Co., and to be in future the home of the Aikenhead Hardware Co., are nearly completed, and the Aikenhead Co. expect to be able to move into the new quarters.

The Toronto Brass Co., a subsidiary concern, will also have quarters in the new building.



# Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, Jan. 26, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,

Winnipeg, Man.

Stock taking is the order of the day with several wholesale houses and with the great majority of the retailers; consequently trade is quiet in wholesale circles, and some but sorting orders are now being received. Values are steady throughout, and there is only one change of importance to note. A change has been made in the list price of horse-nails, but the discounts are as before. Particulars will be found below. Turpentine is very firmly held at the present price, and an early advance is expected.

**Game Traps**—An occasional order is still coming in for game traps. Quotations continue as before:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66½ p.c.
Newhouse, ".....	35 p.c.
Bear ".....	\$7 each

**Lanterns**—Prices are quoted as follows in an "open" market:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash ".....	7 75 "
Lift Lanterns.....	4 25 "

**Bluestone** Orders are now being booked for Spring delivery. The price is \$3.50 per cwt.

**Wire**—Prices are steady. We quote:

Barbed wire, 100 lb.,.....	\$2 90
Plain galvanized, 6 to 8.....	\$3 39 9.. \$2 50
" " 10.....	3 50 12.. 3 10
" " 13.....	3 20 14.. 3 90
" " 15.....	4 45 16.. 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10.....	\$2 96 11.. \$3 02
" " 12.....	3 10 13.. 3 20
" " 14.....	3 30 15.. 3 45
Annealed wires (uncoiled) 10c. less.	

**Horsenails**—We quote prices as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
" " No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
" " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " No. 2 and larger.....	4 75

**Horsenails**—Discounts continue as before, but there has been a revision of the list price, which is now as follows:

No. 10.....	\$0 20 per lb.
" 9.....	0 22 "
" 8.....	0 24 "
" 7.....	0 26 "
" 6.....	0 28 "
" 5.....	0 32 "
" 4.....	0 40 "

Discounts are quoted as follows:  
"C" brand, 40, 10 and 7 1-2 per cent.,  
"M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

**Wire Nails**—The price has been steady since the recent decline to \$2.60 per keg.

**Cut Nails**—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

**Pressed Spikes**—Prices are firmly held at following quotations:

Pressed spikes, ½ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " ¾ x 6, 7 and 8.....	4 10
" " 7-16 x 7 and 9.....	4 00
" " ¾ x 8, 9, 10 and 12.....	3 90
" " ¾ x 10 and 12.....	3 75

**Screws**—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

**Nuts and Bolts**—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½ c. "
Hex " case lots.....	3c. "
" " smaller lots.....	2½ c. "

**Rivets**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	32
" No. 12.....	37

**Coil Chain**—Unchanged in price. We quote:

Coil chain—	
3-16 inch.....	\$1 25 ¼ inch... \$7 20
5-16 inch.....	5 20 ¾ inch... 4 60
7-16 inch.....	4 45 1 inch... 4 30
¾ inch.....	4 10 1½ inch... 4 00

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discounts are now 60 and 5 per cent.

**Axe Handles**—Quoted as follows:

Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90 No. 2..... 1 60
Octagon extra. 2 30	No. 1..... 1 60

**Axes**—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad " ".....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model ".....	8.50
Black Prince ".....	7.25
Black Diamond ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King, per doz.....	11.00

**Butts**—The discount on wrought iron butts is 70 per cent.

**Churns**—The discounts from list prices are 45 and 5 per cent.

**Chisels**—Quoted at 70 per cent. off list prices.

**Auger Bits**—Discount on common auger bits is 65 per cent.

**Blocks**—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

**Fittings**—Discounts are quoted as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T'and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	60 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.

**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T" and strap hinges is 65 per cent. off list prices.

**Hooks**—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " per doz.....	1.70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

**Wringers**—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

**Files**—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

**Building Paper**—There is a quiet, seasonable demand at steady prices. We quote:

Joliette, plain.....	40c.
" " tarred.....	65c.
Cyclone, plain.....	55c.
" " tarred.....	80c.
Anchor, plain.....	55c.
" " tarred.....	65c.
Pure fibre, plain.....	60c.
" " tarred.....	80c.

**Tinware, Etc.**—We quote again as follows:

**Building Paper**—There is a quiet, seasonable demand at steady prices. We quote:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2½ p.c.
" " pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, white.....	45 p.c.
" " Famous.....	50 p.c.
" " Imperial.....	50 and 10 p.c.

**Cordage**—The price is steady since the recent advance. We quote as follows.

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lath yarn.....	11 25

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

**Vises**—Prices are quoted as follows:

" Peter Wright," 30 to 34.....	14½ c. per lb.
" " 35 to 39.....	14c.
" " 40 and larger.....	13½ c.

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$8. The "1904" sheep shearing machines are sold at \$13.60.

**Ammunition, Etc.**—We quote:

Ammunition, cartridges, Dominion R.F.....	50 and 5 p.c.
Dominion, C.F., pistol.....	30 p.c.
" " military.....	20 p.c.
Ammunition, cartridges, American R.F. 33½ p.c.	
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.



We have just completed an extensive brick factory at Winnipeg, to accommodate our rapidly increasing business in

**STEEL AND WIRE FENCING  
HOG FENCING  
ORNAMENTAL FENCING  
GATES, Etc.**

We can supply you with a Fence that has more points of merit than any other fence made, and the price is reasonable.

**Don't** buy a fence that will injure your stock, when you can get a "**Munro.**"

**MUNRO WIRE WORKS, Limited**

NEW GLASGOW, N.S., AND WINNIPEG, MAN.

**ARTISTS' MATERIALS  
AND ARCHITECTS' SUPPLIES, ETC.**

We carry a complete line of **WINSOR & NEWTON'S** and other leading manufacturers' goods in stock. Ask for our new catalogue.

**THE WINNIPEG PAINT AND GLASS CO., LIMITED**  
WINNIPEG, CANADA

**WINNIPEG CEILING and ROOFING CO.**

Manufacturers of

**Corrugated Roofing and Siding, Metal  
Ceilings, Cornices, Etc.**

**WINNIPEG, - MAN.**

**Standard Lanterns  
for 1906**

Banner Cold Blast Lantern (See New Design)

Leader Cold Blast Lantern, " "

Climax Safety Tubular Lantern, " "

SAMPLES OF ABOVE READY FEBRUARY 1ST.

For sale by all prominent jobbers of Hardware and Crockery.

The "Banner" and "Leader" Lanterns are both warranted Wind-proof, and, as usual, surpass all others for quality and construction.

MANUFACTURED BY

**ONTARIO LANTERN AND LAMP CO., LIMITED** Hamilton, Ont.

**IRONSIDE FOR IRON**

OUR SPECIALTIES ARE **IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.**

Sole Licensees for **PAGE'S PATENT WIRE STRETCHER**, and we are willing to sell the right of manufacture in Canada on a Royalty basis.

**IRONSIDE'S PATENT WIRE CUTTERS**, guaranteed to cut any wire

We publish a "Canadian Metal Price List" monthly. Quotations in Dollars and Cents. (C.I.F.) We will send this, and our "Weekly Market Report" on receipt of address.

**IRONSIDE, SON & DYCKERHOFF** 16 Water Lane  
Gt. Tower St., LONDON, ENG.  
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**SERVICE**

The prompt service of **G. F. Stephens & Co., Limited**, has been an important factor in the rapid increase of their business.

Nine out of ten orders are shipped the same day as received. The tenth is held for some sundry article which even the manufacturer does not carry in stock.

With Branch Warehouse in Calgary our service is better than ever. We know that when you order paint it is needed. Hence, our system, which assures accuracy and prompt shipment.

**G. F. STEPHENS & CO.**

LIMITED

Manufacturers and Jobbers of Paints,  
Oils, Glass and Painters' Supplies

**WINNIPEG AND CALGARY**



## Loaded shells:

Dominion Eley's and Kynoch's soft,	
12 gauge,	
black	16 50
chilled, 12 gauge	17 50
soft, 10 gauge	19 50
chilled, 10 gauge	20 50
Shot, Ordinary, per 100 lb	7 00
Chilled	7 50
Powder, F. F., keg, Hamilton	4 75
F. F. G., Dupont's	5 00

## Iron and Steel—Prices are quoted as follows:

Bar iron (basis)	2 60
Swedish iron (basis)	4 75
Sleigh shoe steel	2 75
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	9 50
Jessop	13 00

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

**Pig Lead** Pig lead is now quoted at \$5.00.

**Iron Pipe**—Prices are still quoted as follows:

Black Sheets, 10 to 16 gauge, 100 lb	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

**Galvanized Iron**—The market is steady at the recent advance. We quote:

Apollo, 16 gauge	3 90
18 and 20 gauge	4 10
22 and 24 gauge	4 45
26 gauge	4 40
28 gauge	4 65
30 gauge or 10 1/2 oz	4 05
Queen's Head, 24 gauge	4 60
26 gauge	4 65
28 "	4 90

**Tin Plates**—We now quote as follows:

Finplate, 10 charcoal, 20 x 28, box	9 50
" 1X "	11 50
" 2X1 "	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—We quote:

Canada plate, 18 x 21, 18 x 24	3 50
Canada plate, 20 x 28	3 75
Canada plate, full polished	4 25

**Black Sheets**—No change in price. We quote as before:

Black iron pipe, 1/2 inch	2 5
" 3/4 "	2 85
Black iron pipe, 1/2 inch	2 85
" 3/4 "	3 5
" 1 "	4 00
" 1 1/4 "	5 75
" 1 1/2 "	7 85
" 2 "	9 40
" 2 1/2 "	12 90

**Petroleum and Gasoline**—Prices are steady at previous quotations, which were

Silver Star, per gal	21 1/2 c.
Sunlight	22 1/2 c.
Eocene	24 1/2 c.
Pennoline	25 1/2 c.
Crystal Spray	24 1/2 c.
Silver Light	22 1/2 c.
Gasoline, 77-72 (Engine)	25 1/2 c.
(In barrels f.o.b. Winnipeg.)	

**Paints, Oils and Turpentine**—Turpentine is very firmly held at prices quoted and an early advance is expected. We quote:

White lead (pure)	\$6 50
Bladder putty, in bbls	0 02 1/2
" " in kegs	0 02 1/2
Turpentine, pure in barrels	1 00
Less than barrel lots	1 09
Linseed oil, raw	0 64
Boiled	0 67

## Window Glass—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches	\$2.25
26 to 40 "	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches	4.00
26 to 40 "	4.25
41 to 50 "	4.75
51 to 60 "	5.25
61 to 70 "	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches	7.35
41 to 50 "	8.40
51 to 60 "	9.45
61 to 70 "	10.50
71 to 80 "	11.55
81 to 85 "	12.60
86 to 90 "	14.75
16 to 95 "	17.30
6 to 100 "	

## Nova Scotia Trade News.

Halifax, N.S., Jan. 24, 1906.

The travelers who are now on the road are picking up a little business, but trade generally is slow. Collections are coming in fairly good. Prices on the whole are firm. Some lumbermen's supplies are going out, but the orders are very light. There is a good demand for skates, and sales are reported heavy. Turpentine has been advanced here, and is now quoted at 95c. per gallon, and it is expected to go higher.

\* \* \*

The Maritime Electrical Association, comprising a membership from the Provinces of Nova Scotia and New Brunswick, held its convention in Halifax last week. There was a good attendance of delegates. The discussions were of importance to electrical men of all branches.

Mayor MacIraith was present, and welcomed the delegates to the city. The officers were as follows:

President—Parker Colpitt, city electrician.

Vice-president—Mr. F. A. Bowman, manager Eastern Telephone Company, Sydney.

Secretary—T. N. Goudge, N. S. Telephone Company.

An executive committee of twelve from different parts of the provinces was appointed.

The first question up for discussion was: "The joint use of pole lines and the proper rentals." The debate was opened by J. H. Winfield, of the Nova Scotia Telephone Company, who referred to the fact that in some portions of the country there were as many as four lines of poles. The idea was to do away with this—by joint use of the poles. The matter was dealt with at considerable length by the other delegates.

The other was: "Is it desirable to have an inspector of wires, and if so, who should appoint him?" President Colpitt, in opening the discussion, said this was a question that was interesting to all. Halifax was now awake to the importance of such a move, and was seriously considering the importance of such an inspector.

S. G. Chambers, of Truro, contributed an interesting bit of history in discussing the matter of defective wiring. He said that the town of Truro had electric light before any other town in the province. They had plate-covered

wire and wooden cleats, and the electric light station supplied power for three thousand lights.

C. E. Wadden, manager of the Electric Light Company, New Glasgow, thought there was necessity for an inspector. He had a short time ago asked the Town Council of New Glasgow to appoint an inspector. An inspector would help the company, the contractor and the people. Who shall be the inspector? That was the question. He should be independent of any interest. The inspector should be appointed by the Government. He thought that it would be a good plan to have a local inspector in every town, and charge the expense to parties who are having the work done.

Mr. Chambers said that he was not quite sure on that point, but he thought the insurance companies, as they would reap the most benefit. The inspector might be paid jointly by the insurance company and the electric light company.

Mr. McKay, of Chatham, thought it was the duty of the local authorities to appoint an inspector.

The convention concluded its business late in the afternoon, and in the evening the delegates were banquetted at the Queen's Hotel.

## New Brunswick Trade News

St. John, N.B., Jan. 22, 1906.

The past week or so has been an uneventful period in the hardware world in New Brunswick. True, business has been going on in such a way as to give the dealers, speaking in a general way, nothing to complain of despite the fact that the weather has been a decidedly uncertain quantity. But while the business has been steady there has been nothing particularly calculated to cause the period mentioned to stand out at all prominently so far as this province is concerned.

\* \* \*

One business change is understood to have taken place in hardware circles in St. John during the past few days. The firm concerned in this is that known as Messrs. Sliney & Mitchell. Though as yet no official announcement has been made it is pretty generally understood on good authority that the partnership existing between Messrs. Sliney and Mitchell has been dissolved. Mr. Sliney, so the report is, has retired from the business and Mr. Mitchell will continue to carry it on himself. Messrs. Sliney & Mitchell have been in business here for some years. They have been stove dealers and tin and sheet metal workers.

\* \* \*

A new company to be known as the Excelsior Babbitt & Car Bearing Co. is applying for incorporation. It is capitalized at \$190,000 and its object is to manufacture and deal in babbitt and other anti-friction metals. Those applying for the concern's incorporation are Messrs. J. R. Stratton, R. A. Borden, E. M. Jones, J. D. Ross, of Moncton, and Mr. Edmund Simpson of Petitcodiac. The Excelsior Company will have its place of business at Moncton.

\* \* \*

Moncton, by the way, is already the location of several important industries.



Prominent among the companies there is the Record concern, given over to stoves and machinery. The Record people are endeavoring to spread their business through the Dominion. A branch exists at Montreal and to it have recently gone Mr. H. Roy Peters and Mr. Seymour Peters, two of the gentlemen interested in the company. The company is rapidly enlarging its trade and further increase is looked for.

\* \* \*

City authorities and representatives of the Mowry Nut & Bolt Company have been drawing up an agreement under which the company plans to increase its operations here considerably. A satisfactory agreement is understood to be a certainty.

\* \* \*

Messrs. Frank Harrison and Charles Pickard, of Sackville, have recently appeared in the role of inventors. Mr. Harrison, a lawyer, has, so the story goes, invented a splendid computing machine. Mr. Pickard's genius has displayed itself in a match safe that is said to be an improvement upon anything of its kind now on the market.

### NO CHANGE IN MIXED CARLOTS.

The boards of trades of the west have won their contention against the Canadian Manufacturers' Association, touching the proposed revision of the carload freight schedule and the restoration of old rule 2.

Secretary Patterson, of the Calgary Board of Trade, has received a communication from the Railway Commission, in which it was stated that the schedule could not be changed, except perhaps in some minor instances that would not interfere with the existing scheme of freight transportation in Canada.

The complaint against the carload schedule arises in the small towns which desire to trade directly with the manufacturers and ignore the recognized distributing centres. The same rate is not made on a car of mixed merchandise

## —“Empire” Shingles

If prospective builders only realized the advantages of “Metallic” building materials, they would use nothing else.

Wood is not only becoming more expensive all the time, but is the most inflammable material that can be used; slate is objectionable because it quickly loosens up and permits a maximum of leakage.

But “Empire” Metallic Shingles form a striking example of the perfected roofing which is proof against rust, fire, rain and lightning, and contains the elements of durability in the highest degree.

Can you imagine any more acceptable proposition to submit to your customers? Will it not pay you to educate them regarding “Metallic” goods? You'll not have to answer complaints if you do.

### OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopaedia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

### THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

### We also manufacture:

“Eastlake” Metallic Shingles  
“Metallic” Ceilings and Wall Plates  
“Metallic” Cornices, Skylights and Ventilators  
“Metallic” Sheet Metal Fronts  
“Metallic” Siding, (Stone, Brick, etc.)  
“Impervia,” Fireproof Windows  
“Metallic” Crestings and Finials  
“Metallic” Corrugated Iron  
“Hayes” Metallic Lathing  
“Metallic” Eave-trough and Conductor Pipe  
“Metallic” Pressed Zinc Ornaments  
“Richardson's” Pressed Metal Doors and Sheet Metal Building Materials of every description.

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on a full car of mixed stock. Therefore, the Manufacturers' Association urged the railroads to make the same rate on full cars of mixed goods as for full cars of single lines.

The boards of trade, all over the west especially, resisted this motion on the theory that recognized distributing centres for wholesale were an absolute necessity to the trade of the Dominion and a recognized factor in commerce, and this new classification would result in infinite confusion.

### HARDWAREMEN GOOD HUNTERS.

The Doner Hunt Club, composed of several Stayner citizens, including four

John Wilson, George Cain, Norman Wilson, T. H. Atkinson, S. D. Doner, and Harry Mathers (cook). Dr. F. J. Ball, president, was in England at the time of the hunting trip.

### CANADIAN HARDWARE IN AUSTRALIA.

In his last report D. H. Ross, Canadian trade agent at Melbourne, says:

“It gave me pleasure to recently inspect a comprehensive range of samples of several leading lines of Canadian hardware which were displayed to advantage in the Melbourne show rooms of the Imperial Export Company, of Toronto. These goods had not hitherto been shown in Australia, and their advent marks another distinctive advance in the efforts made by Canadian manufacturers to give practical proof of the excellence of their productions to buyers throughout the Commonwealth.”

Mr. Ross also reports the arrival at Melbourne of the first sample shipment of Canadian sewing machines and the installation of some saw mill machinery made by the Waterous Engine Company, of Brantford.

The Robb Engine Company, Amherst, N.S., under the name of the Robb-Mumford Boiler Company, has adopted the methods of some American companies in building manufacturing plants in Canada by doing the same thing in the United States. Their plant at South Framingham, Mass., which is still in process of construction, can turn out one boiler a day and when completed will have a daily output of four boilers. The company has recently received the largest boiler contract awarded in New England in many years from the Wood Worsted Company, of Lawrence, Mass. It calls for 20 boilers of 200 horse-power each.



Good Shooting by Hardwaremen The Doner Hunt Club, Stayner, Ont.

such as hardware and sugar, as on a car of sugar under the present schedule.

Few retailers can handle a full car of sugar, but it would be possible for a grocery representative, a hardware drummer and a shoeman to travel over a given territory and sell directly to retailers, giving them a very cheap rate

hardwaremen, had a successful hunt last Fall, eighteen deer falling to the nine huntsmen on the trip to the highlands of Ontario. A. J. Doner, of Doner Bros., hardware merchants, is secretary of the club, and J. E. Doner, of the same firm, captain. Others shown in the accompanying photo are Messrs. A. Watson, James Stephenson,



### NEW METAL FOR BEARINGS.

A bronze metal for use in locomotive engines and electric cars for bearing purposes is being manufactured by the Maybank Bronze Metal Company, at Cobourg. C. A. Myers and H. H. Bradfield, of Mountsboro, the chief promoters of the company, were in Toronto last week, and had for exhibition a piece of the metal, which, they said, had been subjected to a test pressure of 175,000 pounds, reducing it from two to one and one eighth inches in length without breaking. It had also withstood a tensile test of 50,000 pounds.

The special claim made for the new metal is its non-liability to heating by friction. It has been satisfactorily tested by the Grand Trunk Railway Company, they having used it in the form of heavy driving bearings for over eighteen months, during which the metal was never known to become heated, although the engine, it is estimated, traveled over 142,000 miles during that time. The metal is also being tested by the Canadian Pacific Railway, the Montreal Street Railway, and the Toronto Street Railway Companies, and so far is said to have proved satisfactory in every respect.

The new metal will be manufactured in Cobourg until Spring, when the firm will locate either in Toronto or Hamilton.

### FRENCH CHAMBER OF COMMERCE

The twentieth annual meeting of the French Chamber of Commerce of Montreal was held in the Board of Trade building on January 11.

The ballot resulted in the election of the following directors: President, Mr. C. A. Chouillou; vice-president, Mr. G. des Etangs; secretary, Mr. A. F. Revol; treasurer, Mr. J. Salone.

The president in his annual report reviewed the work of the chamber and the principal commercial events of the year. He stated that the number of members of the chamber from its establishment increased from ten to nearly four hundred. During the past five years its correspondence increased four-fold, and the general business showed also a remarkable increase as well as the number of its visitors.

The report mentions an unusual proportion of English agents and tradesmen who came to inquire about possibilities of entering into communication with French firms. This fact is evidently a good result of the warm reception of the Canadian manufacturers in Paris and of the "entente cordiale" on the other side. The French chamber has, therefore, the intention of pushing on this friendly intercourse between the two countries by the publication next Spring of a special number of its Monthly Bulletin. This edition, published in English and French, will be issued at 10,000 copies. It will be fully illustrated and devoted to giving both French and Canadian tradesmen a better knowledge of their own countries and of their natural, commercial and industrial resources.

Regarding the general prosperity of Canada, the report reviewed the wonderful progress of this country during the last year.

The increase of the national income, the excellent situation of financial institutions, abundant crops, discovery of new mines, development of railways, the

## Painting Time Draws Near



If you have put off your paint stock plans for spring, now is the time to embrace your opportunity. Of course you want to handle the best paint you can get—the paint that sells, wears and satisfies; the paint that combines profit and quality; the paint that gets new trade and keeps the old: in short

### SHERWIN-WILLIAMS PAINT, Prepared.

We are ready to help you get a right start. Our advertising aids this year are unexcelled, and with them, and the fine quality of our paint, success is assured. The business of your locality is yours for the asking.

Write us for further particulars.



**THE SHERWIN-WILLIAMS CO.**

PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre St., Montreal.

Warehouses: 86 York Street, Toronto; 147 Bannatyne St., East, Winnipeg.

St. Lawrence channel enlarged and improved, a new direct line of navigation established between Canada and France—such were the points fully covered in the report.

We are especially pleased to point out that the Canadian manufacturers' visit to France is mentioned as one of the most important commercial events of the year, and that the French chamber pays a tribute of regret and admiration to the Hon. R. Prefontaine, who accomplished so many great things in the interest of the country.

In connection with the policy of promoting freer and better trade between Canada and France the Chamber of Commerce are sending out circulars to manufacturers, exporters and shippers, calling attention to the importance of expanding trade between the two countries and asking for co-operation in the work.

Mr. C. A. Chouillou, the newly elected president, is one of Montreal's prominent merchants and an extensive shipper of Canadian products. He is most energetic and enthusiastic in furthering the interests of the French Chamber of Commerce, and his election is not only complimentary to him but to the members as well, and "se va sans dire" that during his tenure of office the position

will be filled with credit, honor and ability.

Constant Fernau, the projector of the new zinc smelter at Frank, Alberta, and of the subsidiary plant at Pilot Bay, is authority for the statement that a new furnace, invented by Mr. Blanchard, of Seattle, will revolutionize smelting. Invented for copper, it will do equally well for zinc or lead. It has been tried for zinc at Pilot Bay, and the results are extremely favorable.

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.

HAMILTON, ONT.



## FOUNDRY AND METAL INDUSTRIES

The Moose Mountain iron ore deposits have passed into the hands of Mackenzie & Mann.

A copper vein at Cloud Bay, near Port Arthur, has assayed 26 per cent. metal.

Extensive additions to the works of the Canadian Rand Drill Co., at Sherbrooke, Quebec, will shortly be undertaken to meet the call for their specialties in compressed air machinery. A new foundry, it is understood, is among the improvements to be carried through.

### SOME NEW YORK GOSSIP.

The New York Commercial has the following gossip article about the chief owner of the Sudbury nickel mines, and who is interested in several other Canadian mining operations:

"Colonel Robert M. Thompson, the New York financier, who figured so prominently in the social attentions paid to Prince Louis of Battenberg during the recent visit of the British squadron to American waters, is regarded with awe-struck admiration by a group of clever New York women on whose behalf he took a modest 'flyer' in the market the other day. The women in question—including the wives of members of a well-known firm of brokers with offices a short distance from Wall Street—went to this establishment to call upon the husband of one of them.

"While the party awaited the convenience of the gentleman, who had invited all to luncheon, Colonel Thompson happened to pass through the office and was introduced by a business associate. 'How is this?' he inquired jocosely. 'A room crowded with ladies, and not one of them taking advantage of a promising market! Really, this is an oversight.' There was a polite chorus of calls for 'tips.'

"'Well,' he replied, 'it is rather sudden; but I may be able to help you.' Turning to a broker who looked on laughingly, he said: 'Buy cotton.' The order was executed promptly, and when the exchange closed for the day every woman of the group was a modest winner on the rise. Since the episode it would be impossible to convince them that Colonel Thompson could not have given cards and spades to Aladdin and beaten him at any game, ancient or modern, since the age of the genii and the wonderful lamp.

"Last Friday Colonel Thompson, with upward of forty other New Yorkers having the cachet of swelldom, among them Mrs. Stuyvesant Fish, Mr. and Mrs. Harry Lehr, Mrs. John R. Drexel, Mr. Bagby, George Gibbs, Count Henri de Monti de Reze and Mr. and Mrs. Waldemar-Otis, figured in the patronage of the matinee musicale given at Sherry's by Frank Haskell and Miss Ruth Vincent, of the company presenting 'Veronique.' There was a crush of social celebrities, and after the concert tea was served—the men pouring and serving in the London fashion.

## MACHINERY STEEL

IRON FINISH

SINGLE OR DOUBLE REELED

COLD ROLLED

Large assortment in stock.

Close Prices for Import.

**A. C. LESLIE & CO.**  
MONTREAL.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.**  
MONTREAL, QUE

or to

**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

## NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIMBENS-MARTIN

OPEN HEARTH STEEL

## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

## CANADA SMELTING CO.

Limited

STANDARD Babbitt Metal, Phosphor Tin, Needle Metal, Type Metal, Etc.

Cor. Brennan and Ann Sts., MONTREAL

## RELIABILITY

You can bank on

**B. C. BRAND  
DRILL STEEL**

every time. It is manufactured by

**B. K. MORTON & CO.**  
SHEFFIELD, ENC.

which is a guarantee of quality. Isn't B.C. BRAND the kind of steel you want to sell?

Better write to

**E. C. PRIOR & CO.,** Victoria, B.C.,  
**BAINES & PECKOVER,** Toronto, Can., Agents  
or **D. W. CLARK,** P.O. Box 521, Toronto, Can.  
Canadian Representative.

**OAKEY'S** The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

## 'WELLINGTON' KNIFE POLISH

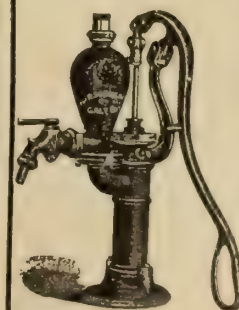
**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN,** - 644 Craig Street  
MONTREAL.



**Enterprising  
Hardwaremen**

handle our

**ANTI-FREEZING  
PUMPS.**

They know that the sale of a good Pump brings about the sale of many other things from satisfied customers.

Do you handle our PUMPS?

Write for catalogue and prices.

**The R. McDougall Co., Limited**  
GALT, ONTARIO.



## PROGRESSIVE RETAILING

### FORTUNES IN 10c. STORES.

By Jonas H. Ward

An active man of good common sense, having no mercantile training of any kind, yet with industry, willingness, and a cash capital of \$800 as a minimum, perhaps commands more chances in the mercantile field through the medium of the five and ten cent store to-day than are to be rounded up in all the horizon of business.

For ages man has been despising the day of small things. All his civilized life he has been disposed to consider the house which sells nothing for less than a dime. He has had to be coached in recognizing the house which cannot charge any more than 10 cents for anything on shelf or counter. Thus the jobber in 5 and 10 cent goods at wholesale is meeting the retailer in these special lines more than half way to the establishment of a business which the prospective retailer has known nothing whatever about in any period of his life.

Common sense, industry, activity and faithfulness are the necessary forces in the man. The possession of \$800 in addition should establish him in a mercantile line out of which millions a year have been earned by just such novitiates in the world of mercantile business. The up-to-date jobbing house in his lines will assist him in finding the location for his store; it will prepare the outline of a stock suitable to the community in which the venture is to be made; he will be coached in the foundation principles of business, and if the man is all that the credit man of the house desires as a risk, the jobber will credit \$200 to \$300 worth of goods to the adventurer into business.

#### Department Store in Miniature.

The 5 and 10 cent store is a department store in little, from which the department store of to-day was evolved. In its experimental stages this prototype of the department store existed when the possibilities of the penny were not to be guessed at. The daily newspaper sold for a nickel, and when three boxes of sulphur matches sold for a dime it was a bargain to be spoken of as the purchaser walked home with them. Then the question was, what are the things that we can sell for 10 cents? Now it might be asked of the small necessities of the household, what can't we sell for a dime?

When the man with the necessary \$800 has fixed upon a location for his business the population of the town or of the city neighborhood will have been considered and canvassed. The 5 and 10 cent store has its population limits. At

the least 12,000 population in a town will be necessary to an exclusive business in 5 and 10 cent goods, but in a town of 3,000, for instance, the 5 and 10 cent counters in a variety store, with other goods marked to a 50 cent or \$1 limit, still can be run for all they are worth. As a proposition for the novice, however, the 5 and 10 cent lines are better from all points of view, and for these reasons the beginner in merchandising should attempt to find the field for a store confining itself to these small lines.

#### Window Display is Important.

These are the goods of all others which sell themselves largely by attracting first the attention of the purchaser. This purchaser has put down sugar and coffee on a purchasing list; the things she will buy of the 5 and 10 cent store have not been thought of at all—she will need to see them in a window. Therefore, the beginner needs to make sure of his window. Even with the window, however, the window must be fronting a street where women and children are accustomed to walk freely and without hindrance of any kind. This will mean a rental above the average for a street, but within the bounds of reasonableness rental will not drive a good man from a good location to a poor one. Better pay \$50 a month for a store by which people pass and repass than to pay only half as much for a place to which customers will have to be led.

#### Stock is Simplicity Itself.

The young man venturing into the small 5 and 10 cent lines may have things all his own way if only he is competent in dealing with human nature and resourceful in his business schemes. His stock is simplicity itself. Most of his 10 cent goods will have cost him from 48 to 72 cents a dozen; his 5 cent lines will have cost him from 20 to 36 cents a dozen, delivered at his door. He will have an almost unlimited freedom in the selection of the goods he shall sell. His grocer friend next door will have to carry large lines of sugar, flour, soap, and the like, upon which he has virtually no profit at all; the notion man may throw out a novelty line at any time it is not paying and substitute something else that will pay. The customer who could not buy the profitless sugar from the grocer would be incensed at the grocer's being "out"; the same customer in the 10 cent store probably finds something else for the nickel or the dime.

The advantages to be summed up for the investor in the 5 and 10 cent lines

appeal especially strong to the uninitiated young man who may want to start out for himself in a new business without having had a previous training. The store of this kind is at once an all season store, knowing neither Winter nor Summer as affecting stocks. If the store site is chosen with reference to its accessibility for women and children, a good plate glass front for the window displays will cover a multitude of shortcomings in the price of interior fixtures and decorations. Tables, counters, shelves and decorations may be had at lowest figures, and yet serve every purpose of display if only good taste, neatness and judgment are exercised by the storekeeper. The stock of the average successful 5 and 10 cent store should be turned from six to twelve times a year, as against the possible twice turning of a hardware stock, and in the turning of these goods the merchant has an eye always for the "sellers"—for the stuff that does not lie long on counters, gathering dust. To prevent dust gathering, too, the plain, cash figures on each individual article are essential.

#### What was Done With \$1,500.

As an example, showing what may be done with a stock of 5 and 10 cent goods in a town of average possibilities the experience of a live young man in such a field under such circumstances may be given. This man had no experience as a merchant, but he had common sense, and his store was equipped and stocked on a common sense basis. His \$1,500 investment was apportioned in stock as follows:

Tinware .....	\$ 200
Enameled ware .....	80
Hardware .....	200
Cutlery .....	40
Woodenware .....	40
Brushes .....	40
Glassware .....	150
Crockery .....	60
China .....	50
Sporting goods .....	30
Horse goods .....	30
Staple toys and dolls .....	100
Cheap jewelry .....	60
Notions .....	75
Pictures and mirrors .....	25
Stationery .....	50
Books .....	30
Perfume and soap .....	50
Smokers' goods .....	20
Dry goods .....	100
Dry goods notions .....	50
Clothing, hats and caps .....	20
Total .....	\$1,500

Before the opening of the store he had done some effective advertising, and the first day's sales were \$150. For the first week the sales were \$350. Then came a lull in business, until finally the new house struck its bait of \$200 a week, with Saturday's sales representing \$50 to \$75 of this.

The spirit that does not soar will of ten grovel.



## NOVELTIES FOR THE HARDWAREMAN

### U-RUN-NO-RISK LOCK.

The Kingsley Mfg. Co., Wallingford, Conn., have appointed the Smith & Hemenway Co., New York, for the en-

that will prove especially useful in remodeling work and in places where nails are numerous and ruinous to all tools not adapted to cutting them. In wood it makes a perfectly smooth cut, suitable for finishing and tight fitting work, the

made of sheet metal, neatly nickel plated and polished and stamped to the proper shape, so that when held between the thumb and forefinger, berry hulls or bad spots in berries can be quickly nipped or taken off. It is far ahead of hand hulling, does not soil the fingers, retails for a small price and gives the dealer a good margin of profit. The price is so low that a dealer should have no difficulty in selling a half dozen to a customer who could give them away to his or her friends, as it

RETURNED

JAN 31 1906

J. C. Brown

Cut Book 46

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Combination Lock Latch, Hasp and Handle.

The Kingsley Mfg. Co. of their "U-Run-No-Risk" combination lock, latch, hasp and staple. Each lock has two flat steel keys and the lock makes a very rigid combination. It retails for 25c., and the company offer to mail a sample without charge on request if any dealer writes mentioning this paper.

### RED DEVIL GLAZIER'S TOOL.

The Smith & Hemenway Company, New York, have made an addition of 30 x 70 feet to their glaziers' tool factory, owing to the increased demand for their Red Devil and Woodward tools. One of their latest designs is their No. 030 cutter, illustrated herewith, which has the double advantage of being a glass

blade being made of especially tough steel, toothed and tempered to suit the purpose of sawing metals and nails without injury to the teeth, and can be re-

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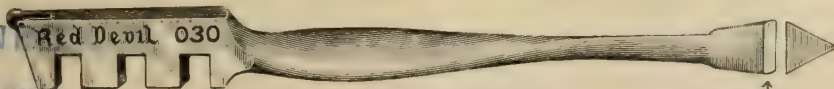
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SQUARE END FOR DRIVING POINTS

Red Devil Glass Cutter and Point Driver.

cutter and a point driver. This will be greatly appreciated in the hands of the glazier, they having heretofore to carry two tools in order to do this work. A sample will be mailed to the dealer without charge on request if this offer in Hardware and Metal is mentioned.

### HANDY HANDLE HAND HACK SAW

Illustrated herewith is a new article offered to the trade by Geo. H. Bishop & Co., Cincinnati, Ohio, and Lawrenceburg, Ind., intended for use as a hack saw for almost any purpose, such as

sharpened the same as any ordinary wood saw. The manner of fastening the adjustable handle in position, which adds greatly to the usefulness of the tool, is patented. It can be swung out of the way to suit any pitch of the blade required for the work in hand. The trimmings are of nickel. The saws are made in 16, 18, 20, 22 and 24-inch lengths, packed one-third of a dozen in a box. Mention Hardware and Metal in any letters to the above named firm.

### "NIP-IT" STRAWBERRY HULLER.

The A. W. Stephens Mfg. Co., Wal-  
tham, Mass., is placing on the market



The Nip-it Strawberry Huller.

as contributory stockholders of the Canada Tin Plate Co., which is being wound up by the court. Each subscribed for \$1,000. Donovan paid \$1,000, and claimed that he was to be given the balance of the stock for services rendered in installing the plant, etc. The judge ruled he must pay the balance, \$900. Thompson's case was not decided.

Keep thy shop and thy shop will keep thee. Light gains make heavy purses.

You will never find time for anything if you want time, you must make it.

RETURNED

JAN 30 1906

J. C. Brown

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The Handy Handle Hand Hack Saw.

sawing metal, nails, wood, etc. The manufacturers refer to it as a tool

the "Nip It" strawberry huller, illustrated in the accompanying cuts. It is



## CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

## Leather Belting.

Sadler & Haworth, Montreal and Toronto, are sending out announcements of their leather belting, one being an illustrated sheet showing how only the best part of the trimmed hide is used in the manufacture of belting. Mention this paper when writing.

## Ideal Gas Ranges.

The Ideal Mfg. Co., Windsor, are supplying the trade with a 28-page and cover catalogue, in which their gas ranges and heaters are minutely described and beautifully illustrated. The numerous designs shown, and the tables of prices, etc., make the book a valuable one for dealers in this class of goods. Mention Hardware and Metal if a copy is sent for.

## Cast Iron Pipe.

Bulletin No. 33, of the Canada Foundry Co., Toronto, deals with this company's cast iron pipe and specials. Many illustrations of joints, bends, spigots, reducers, etc., are given in addition to tables showing sizes and prices. It is a handy booklet, and can be secured on request if this paper is mentioned.

## Atkins Saws.

E. C. Atkins & Co., Indianapolis, Ind., and Toronto, have just published a new catalogue including many new articles, one being their No. 400 hand saw, which they claim is by far "the finest hand saw ever produced." It is an unusually high-grade saw, which will be greatly appreciated by mechanics who want an extra fine tool. The company will send a catalogue to any one in the trade if this paper is referred to in the correspondence.

## Cement Bonding.

The B. Greening Wire Co., Hamilton, have just issued an interesting pamphlet on wire bonding for concrete construction. Greening's wire bondings are made in various strengths and lengths, and for roofs and floors are a model construction material. The progress made in concrete construction during the past few years has been so rapid that it behooves every hardware dealer to be thoroughly informed on this subject. The pamphlet can be secured by merely mentioning this paper in a letter of inquiry.

## Asbestos Sad Irons.

The Dover Mfg. Co., manufacturers of asbestos sad irons, are placing an excellent steel display stand in the hands of all dealers who purchase their No. 5 assortment. A circular explaining their proposition will be sent to any dealer who writes mentioning the offer made in Hardware and Metal.

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence

or attack can be had than the Iver Johnson

Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

IVER JOHNSON  
REVOLVERS

need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*, it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.80

Write for our bright little booklet, "Shots" and complete catalogue, free.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.



## TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

11. A London firm desires to get into touch with Canadian importers of steel tubes, rails, etc., also gas lighting plant.

13. A Glasgow house is desirous of obtaining the representation of a good firm of Canadian manufacturers or exporters in any hardware lines that would command a sale in Scotland.

15. A Lancashire firm of brokers and commission agents who occasionally have fairly large parcels of wrought scrap iron to dispose of, have asked to be placed in touch with Canadian buyers.

17. A South American firm of contractors with bank reference desire to get into communication with suppliers of plant for grain elevators of a capacity of 1,000 to 5,000 tons; also cleaning and drying machinery.

18. A Melbourne firm dealing only in carriage builders' requirements, desires price lists and full particulars of high-grade Canadian carriage wood-stock suitable for light and heavy vehicles. Quotations for wholesale quantities upon a f.o.b. steamer New York basis.

## BUSINESS CHANGES.

## Ontario.

E. M. Shildrick, hardware merchant, Paris, is advertising business for sale.

J. R. Near, Atwood, agricultural implements, has sold out his business.

There was a meeting of creditors on 26th of J. B. Reeves, plumber, Toronto.

The assets of H. W. Denyes, hardware merchant, Carleton Place, have been sold.

Patrick J. Moore, hardware merchant, Barrie, has assigned to Duncan C. Murchison.

## New Brunswick.

Chas. Elliott, hardware merchant, Moncton, is offering 50c. on the dollar.

## Quebec.

Desautels & Tremblay, plumbers, Montreal, registered.

Geddon Prudhomme, hardware merchant, Montreal, offering his business for sale.

## Northwest Territories.

McGillivray & Kinnon, hardware merchants, Pense, dissolved.

Duncan Gunn, hardware merchant, Manitou, sold to Albert Gall.

It was announced that the iron smelter at Port Arthur will be ready for operation early next Summer. Its establishment is expected to give a great impetus to iron mining in that section, as mine owners will be enabled to get their ore smelted in the country. At present ore is disposed of by exporting to the States, thus encountering not only freight charges, but a duty of 40 cents a ton. The magnetic iron properties on the Atikokan and Mattawin ranges, owned by the MacKenzie & Mann and allied interests, will be developed on a large scale this year.



## THEY SAW IT

Four large manufacturing firms replied last week to a condensed advertisement which occupied about half an inch of space and cost about fifty cents. Manufacturers and retail merchants read the paper minutely each week.

Think of being able to talk each week to practically every man that sells or makes Hardware in Canada. No other paper can carry your message to this class of people.

RATES: payable in advance.  
2c. per word for first insertion.  
1c. " " subsequent insertions.

**HARDWARE AND METAL**  
MONTREAL TORONTO WINNIPEG



## OAK-CABINET

Given away FREE of charge with an order for six half-dozen Pocket Knives, as illustrated above.  
May be had through all leading wholesale hardware firms.

## Here Is A Seller!

You can sell a pair of **S. & S.** Cogged Scissors to every one in your town who works with such materials as **leather, rubber, packing, linoleum and asbestos.**

The lower blade is cogged, thus holding the material in place for the sharp upper blade to cut it.

Canadian Agents

McLEAN & SOPHUS, 301 St. James Street, MONTREAL.

**THE AUER LAMP**  
**GASOLINE**

**200 CANDLE POWER OF CLEAR, STEADY LIGHT**

*The best and cheapest light for STORES, CHURCHES and HOMES.*

Gives more light than a dozen oil lamps for half the cost.  
Makes its own gas without smell, smoke, wicks or grease.

**Satisfaction Guaranteed. Send for Catalog.**

**AUER LIGHT CO. — MONTREAL**

## FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



## Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

**ONEIDA COMMUNITY, Limited**

Write for Catalogue

NIAGARA FALLS, Ont.



# PAINT, OIL AND BRUSH TRADES

## TURPENTINE FROM SAWDUST.

J. W. Gardner, of Knoxville, Tenn., has taken out patents covering a process for making turpentine and alcohol from sawdust. He claims that the product of this process is non-poisonous. Relative to his process he said to the Tribune, of Knoxville: "Some of the advantages of the invention are the rapidity with which the turpentine can be extracted and the large yield thereof. I do not destroy the dryer in the turpentine, and in this way secure a product which can be marketed for use in mixing paints and varnishes. The method and apparatus can be employed for extracting other volatile and by-products from ground-up wood; one of these volatile products is methyl alcohol. The method employed secures turpentine and alcohol in a clean, pure condition, ready for the market immediately after leaving the apparatus, or after the cessation of the process."

He estimates that a mill cutting 60,000 feet of lumber per day will turn out enough sawdust to run 160 gallons of turpentine at the low estimate of two gallons to the ton of sawdust. Estimating the value of the turpentine at 40 cents per gallon at the mill, this would give a gross income of \$64 per day, from which make a liberal estimate of \$12 per day for expenses of operation, labor, barrels, etc., and this would leave a net income of \$52 per day from what is now a waste. Taking an average of 300 working days in the year the income for the year would be \$15,600 net, and all from a waste of material. It is also claimed that the long leaf of the loblolly pine will produce from 5 to 12 gallons of turpentine per ton, instead of two gallons. The cost of an apparatus with a capacity for utilizing all the sawdust from a mill cutting 60,000 feet of lumber per day will be approximately \$9,000. Larger machines cost more, and smaller machines cost less in proportion. A machine for a mill cutting 10,000 feet per day would cost about \$2,500. In addition to extracting the turpentine and other by-products from sawdust, the apparatus will extract the same from chopped-up slabs, and thus vastly increase the output of turpentine and the income of the owner.

## BEWARE OF MOTHS.

It is a common custom of many hardware dealers to store away their surplus stock of paint brushes under the counter, to make way for holiday goods. Before any surplus stock of brushes is put away, every box should be opened and camphor or tarred paper placed inside of each box. The writer has frequently heard of hardware dealers who were troubled with moths destroying valuable brushes caused, possibly, by the carelessness of the clerks, or possibly through their not being

aware that the above is necessary. We trust that these few suggestions will interest the dealer and that in such cases the blame will not be placed on the manufacturer.

## TRAVELER.

### FRANCIS-FROST EXPANSION.

Arrangements are practically completed for the erection of a new \$30,000 plant in Toronto Junction, by the Francis-Frost Company, Toronto, their present premises being much too small for their growing business.

Their "Premier White," used for first and second coats, is becoming one of their best selling lines, owing to the increased price of white lead. Another good seller is their "Triple Body White," the merits of which will be explained on request.

### A PIONEER SHOE BRUSH.

Recently a traveler while in Peterboro met an old resident who has one of Boeckh's shoe brushes, which has been in use for 27 years daily. He did not intend buying one which would last so long, but the clerk from whom he bought same persuaded him to purchase

a good brush rather than a cheaper one, and he certainly has had no reason to regret his decision. This goes to show that the best is the cheapest in the end.

## THE SANITARY ACTION OF WALL PAINTS.

The bactericidal effect of wall paints has been studied recently in France. The action exerted by the paint was shown generally to be distinctly bactericidal while varying according to the nature of the painting. The colors of enamelled porcelain are, for instance, found to be much more active than oil colors, especially in regard to the bacillus of tuberculosis.

## QUEEN CITY OIL CHANGE.

Fred. J. Wolfe, London manager of the Queen City Oil Company, has been transferred to Toronto, where he will hold a responsible position with the company. The management of the London office has been assumed by C. W. McGuire, one of the best known travelers in Western Ontario, and president of the travelers' club.

**M. L.**

# Creosote Shingle Stains

RETURNED  
JAN - 7 1906



When your season opens for this article, do not forget that the M. L. Brand has proven equal to the very best made. We use only pure Coal Tar Creosote Oils and C. P. non-fading colors in its manufacture. Work finished with M. L. Creosote Shingle Stains satisfies customers every time.

Color Slats or Samples of the Stain sent free on application.

MANUFACTURED ONLY BY

## The Imperial Varnish & Color Company

**TORONTO, Ontario, Canada** Limited



# POSSESSES GREAT COVERING CAPACITY

For painting and finishing Engines, Pulleys, Machinery and Iron Work of every description, there is nothing better than our

## MACHINERY PAINT

This paint is durable, will withstand extremes of heat and cold, and will not oxidize nor corrode.

*Put up in both Paste and Liquid Form.*

*Have you a copy of our Catalogue?*

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

### Don't Experiment

with Unreliables



## Brant-Lac a Varnish Wood Stain

is what you should handle. It is in great demand because of its efficiency. Old Furniture, Floors, etc., look as good as new after one coat of **Brant-Lac**.

Put up in all sized packages and the following colors: Light Oak, Walnut, Light Mahogany, Dark Mahogany, Cherry Fruit, Black, Green, Delft Blue and Natural.

Your business needs a trade-tempter like **Brant-Lac**.

A postcard to us secures prices. Send one.

### Scarfe & Co.

Manufacturers of Fine Varnishes, Etc.  
**Brantford, Can.**

Thomas Black, 76-82, Winnipeg, Man.  
Lombard St.

### McCaskill, Dougall & Co.

**Manufacturers**

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

### Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the  
principal Hardware  
Dealers and Glass  
Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

## OILS

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION"  
BRAND**

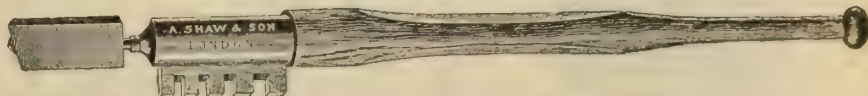
OILS GUARANTEED GENUINE.

Canadian Agents—  
J. A. BERNARD,  
21 St. Peter Street., Quebec  
HOMER TAYLOR,  
Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
LONDON, ENGLAND.

### GLAZIERS' DIAMONDS

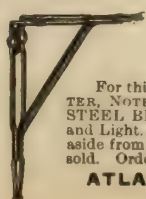


Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL



### Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

**ATLAS MFC. CO.,**

New Haven, Conn., U.S.A.

### PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety.  
Toilet, Hand, Electric Power

**ARE THE BEST.**

Highest Quality Grooming and  
Sheep-Shearing Machines.

**WE MAKE THEM.**

SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Wiebusch & Hilger, Limited, special New York  
representatives, 9-15 Murray Street.



# "Anchor AND English Liquid Paints"

Paint economy, like economy in other lines, depends upon getting good value for your money.

## Anchor and English Liquid Paints

we know to be the best value obtainable in paint.

They are perfect paints. There is nothing used in their manufacture but the purest pigments, linseed oil, turpentine, dryers, and the world's best white lead—**BRANDRAM'S B. B. GENUINE.**



Manufactured by

**HENDERSON & POTTS, Limited**

HALIFAX and ST. JOHN

**HENDERSON & POTTS CO.,  
LIMITED**

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### QUEBEC.

Office of **HARDWARE AND METAL**,  
232 McGill Street,  
Montreal, January 26, 1906.

No new developments have marked the paint and oil markets of the province during the week just past. Conditions remain the same as last week in every particular.

Although it was expected that English Paris green would be increased in price, such has not materialized as yet. Canadian Paris green is firm at the advanced price quoted last week.

The white lead situation has, of course, shown no change during the week. The local corrodors are getting into somewhat better shape to meet the demand but dealers are anxious about their Spring supply.

**Linseed Oil**—Last week's advance has been maintained with the market stronger than ever. We quote: Raw, 1 to 4 barrels, 57c.; five to nine barrels, 56c.; boiled, one to four barrels, 60c.; five to nine barrels, 59c., f.o.b., Montreal, net 30 days.

**Turpentine**—The price as revised in our last minute reports of Jan. 20, is still quoted. Our prices are as follows: Single barrel, 95c. per gallon. Two barrels or over, 94c. For smaller quantities than barrel, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs. f.o.b. point of shipment, net 30 days.

**Ground White Lead**—We quote as follows: Best brand 'Government standards, \$6.00 to \$6.05; No. 1, \$5.65 to \$5.80; No. 2, \$5.30 to \$5.55; No. 3, \$5.05 to \$5.30; all f.o.b. Montreal.

**Dry White Lead**—We quote: Barrels, \$5.40; 100 lb. packages, \$5.65; 6 to 10 lb. tins, \$6.65.

**Dry White Zinc**—Our prices are as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc (ground in oil)**—We quote as follows: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We give the following prices: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—We are quoting: Genuine red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Paris Green**—The sharp jump recently made in the Canadian product has been maintained, but no advance has yet been made in the English article. We quote: C.P. Co's pure Paris green: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; drums, 50 lbs., 18c.; drums, 25 lbs., 18 1-2c.; 1-lb. packets, 100 lbs. in case, 19c.; 1-lb. packets, 50 lbs. in case, 19 1-2c.; 1-2 lb. packets, 100 lbs. in case, 21c.; 1-lb. tins, 100 lbs. in case, 20c. Berger's English: Barrels, 600 lbs., 15 3-4c.; kegs, 250 lbs., 16c.; drums, 25 lbs., 17c.; drums, 50 lbs. and 100 lbs., 16 1-2c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packages, 20 1-2c. per lb. Terms, 2 per cent. off, 30 days.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—We quote from \$1.20 to \$1.40 per gallon.

**Castor Oil**—The market is becoming tighter. Crop reports from India are so pessimistic that higher prices are a foregone conclusion. There will undoubtedly be a scarcity of supply this season and quotations must be advanced in consequence. We quote as follows: Firsts, in cases 8 1-2c., in barrels 8c., seconds, in cases 8c., in barrels 7 1-2c.

**Refined Petroleum**—We still quote: American water white, 16 1-2c. and 17 1-2c.; Canadian prime white, 14 1-2c. and 15 1-2c.; 18 1-2c. and 19 1-2c. ex warehouse.

**Window Glass**—From present indications, Spring deliveries will be large. Nearly all the large buyers have, by this time, placed their orders, and the total bookings to date are repared as very satisfactory. Our quotations are as follows: First break, 50 feet, \$2.10; second break, \$2.20; first break, 100 feet, \$4.25; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8, and seventh do., \$9. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00, and twelfth do., \$28.50.



# Now is the Time



to put in a line of

## ARK BRAND PAINTS



and increase the business in your paint department.

There is no better agency you can secure. It means increased trade in all lines. It will bring customers to your store. It means you will be selling the very best paint made to-day.

Every ingredient entering into its composition is carefully examined and tested, thereby insuring absolute uniformity.

Every package is guaranteed to give the user perfect satisfaction or money refunded.

Write us now for further information.

The **Francis-Frost Co., Limited**  
TORONTO, ONT.



Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

## TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

VRNISH MANUFACTURE RS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.



# THE CANADA PAINT COMPANY

MAKERS

TORONTO

# JAPANS AND

# VARNISH VARNISH

FOR SUPERIOR  
AND RELIABLE  
VARNISHES  
AND JAPANS

# THE CANADA PAINT COMPANY

MAKERS

MONTREAL

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,

Toronto January 26, 1906.

Linseed oil and turpentine have maintained their strong position during the past week, but no further advances have been made. Buying has been fairly active on these lines for this season of the year, but owing to the high prices asked all purchases have been for small lots.

Contrary to expectations, no advance has yet been made on English Paris green, although the Canadian Government standard article holds to the advance made a week ago. Red lead is firmer and we have advanced our quotations in keeping with the stronger market. The white lead situation is unchanged, the market being very bare of stock.

The continued open weather has resulted in a brisk demand for mixed paints, continuing up to the present and a record month's business is being done, the figures for January usually being very small.

**White Lead**—Ex Toronto, pure white, \$6.05; No. 1, \$5.67 1-2; No. 2, \$5.30; No. 3, \$5.05; No. 4, \$4.80 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, \$5.40.

**Red Lead**—Genuine in casks of 500 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.00; No. 1, in casks of 500 lbs., \$5.50; ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs, 8 1-2c.

**Shingle Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Canadian Government Standard: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; 50-lb. and 100-lb. drums, 18c.; 25-lb. drums, 18 1-2c.; 1-lb. packets, 19c.; 1-lb. tins, 20c.; 1-2 lb. packages, 21c. Berger's English: 600 lb. barrels, 15 3-4c.; 250-lb. kegs, 16c.; 50 and 100-lb. drums, 16 1-2c.; 25-lb. drums, 17c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packets, 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c.; boiled, 1 to 4 barrels, 63c.; 5 to 9 barrels, 62c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, 97c. f.o.b., point of shipment, net thirty days. For less quantities than barrels, 5c. per gallon extra will be

added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' round, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Plaster Paris**—New Brunswick, \$2.00 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

## WESTERN BUSINESS CHANGE.

An important business change has been announced in Winnipeg this week. Arrangements have been completed whereby Marshall-Wells Co. have been made the sole distributing agents in the west for Henderson & Potts Co., Limited. This will mean the closing of the Lombard street warehouse at present occupied by Henderson & Potts Co., and the exclusive handling of "English" paints in the west by Marshall-Wells Co. J. A. Irwin, formerly western manager for Henderson & Potts Co., Limited, will assume the management of the paint, glass and brush department of the Marshall-Wells Co., and H. V. Lawlor, who has been representing Henderson & Potts on the road, will continue as a paint specialist with Marshall-Wells Co.

## TAYLOR-FORBES NEW MOVE.

"The finest heating show rooms in the city" is what the Taylor-Forbes Company claim for their new Toronto headquarters at 1064 to 1088 King street west (near the subway). Their offices have been removed from 21 Richmond street west and H. R. Flett, the Toronto representative, invites the trade to call and see their stock of Sovereign radiators, boilers, pipe and fittings.

The bicycle trade in the United States, in its campaign for a revival of bicycle riding, has issued a two-leaf circular inviting everybody to submit reasons for riding a wheel. Premiums are offered of \$50, \$25 and \$10 for the first, second and third best reasons submitted in writing. Information and booklets with dealers' imprint can be arranged for by application to A. M. Scheffey, secretary, 2 Hudson street, New York.

\* \* \*

The man who owns a gold mine is a fool not to work it.



## CARRIAGE SPRINGS & AXLES

**ANCHOR  
BRAND**



**THE CUELPH SPRING & AXLE CO. LIMITED**

CUELPH, ONT.



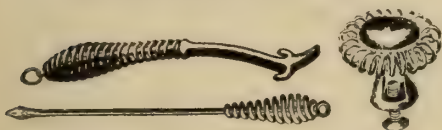
"The Tool Holder People"

**ARMSTRONG  
BROS. TOOL CO.**

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

**The Bowmanville Foundry Co., Limited**  
Bowmanville, Ont.



Makers of Good Goods Only.

## Bolts and Nuts

Stock-taking over, it will be time to think of placing an order for Spring requirements.

When doing so it will pay you to give consideration to quality.

ASK FOR



BRAND

Threads are true — Nuts fit properly —  
Material is to size

## The Montreal Rolling Mills Co.

## Opening Announcement Card



*Yours respectfully,*

**MARTIN-SENOUR CO., Limited**

Manufacturers of —  
Paints, Colors, Stains, Enamels, Etc.

## THE MARTIN-SENOUR PAINT 100% PURE

FOR  
EXTERIOR  
WORK



FOR  
INTERIOR  
WORK

Our EXCLUSIVE Agency Proposition will interest you.  
Particulars upon application.

**SENOUR'S FLOOR PAINT** The original reliable standard brand.  
**WEARS LIKE IRON.** Known the world over.

Address our nearest Office for full particulars

## MARTIN-SENOUR CO., Limited

142-144 Inspector Street, MONTREAL

2514-2522 Quarry Street, CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited  
WINNIPEG

MARITIME PAINT & VARNISH CO., Limited  
HALIFAX, N.S.



## STOVES AND TINWARE

### GURNEY FOUNDRY COMPANY'S SALESMEN'S CONVENTION

The holding of annual meetings of the traveling salesmen and office staffs of large manufacturing and jobbing establishments has become an important feature of commercial life, and it is a custom which is bound to be a valuable aid to any company adopting the plan and well worth the expense involved in bringing representatives of branch houses to headquarters to secure the benefits of association, and counsel with their associates in the business. Before commerce had developed and industrial plants had grown to the immense size existing to-day it was possible for the

of the company's manufacture being taken up and a discussion engaged in upon the merits of each article, and each employe given an opportunity of suggesting some method whereby each stove, range, furnace or boiler, etc., might be improved. The salesmen also have short talks on their experience in selling the various articles and the different methods used by various travelers allow of many lessons being learned by the older as well as the younger members of the selling staffs.

The social feature of the gathering was not neglected, and on Wednesday night Edward Gurney, president of the company, tendered a dinner to the managers, travelers and office staff, as well as to the superintendents, foremen and assistant foremen of the two plants operated by the company, one at Toronto and the other at Toronto Junction. The dinner was held at the quarters of the National Club, and in the banquet hall, tables, seating about seventy-five, were arranged, amusing favors being placed beside the plate of each guest.

President Edward Gurney was given a miniature turkey inscribed upon which was the motto "We are all under your wing."

Vice-president Carriek received a photograph of Police Magistrate Denison, below which was written the words "Don't let me see you here again."

Second Vice-president W. C. Gurney secured the small figure of a bride, the words accompanying the figure being "We furnish the bride, you do the rest."

Secretary Alcock, who is noted for the subdued manner in which he talks over the telephone, received a small toy 'phone, so that he will be able to practice speaking louder.

R. J. Lockhart, manager of the Montreal branch, was made to feel at home by receiving the miniature figure of a Frenchman.

F. E. McGuire, one of the Winnipeg travelers, was provided with a compass, as fears were expressed of his inability to find his way westward again without this instrument.

G. H. B. Insole, the youngest traveler, not yet having found his bearings, was also supplied with a compass.

W. L. Helliwell, one of the heating salesmen, received a warm-weather reminder in the shape of a crockery lobster.

James Drewe, manager of the Winnipeg branch, was presented with a filter,

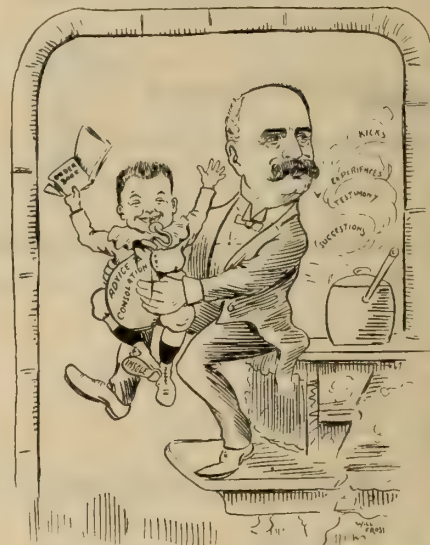
for use on the water tap in his home town.

Hardware and Metal was remembered with a doll's size sad iron and stand.

The decorations on the wall included a banner announcing that the 1906 sales would be sky high, miniature balloons of various sizes showing the evolution in the size of the company's plant from 1850 to 1906.

#### Mr. Gurney's Reminiscences.

The president of the company, Edward Gurney, acted as toast-master, and after the health of the King had been drunk, proposed the toast of the officers of the company, saying that although he was growing old in the service of the company, he still retained a keen interest in the old concern. Growing reminiscent, Mr. Gurney referred to various incidents in the early life of the company. In 1843, he said, two brothers settled in Hamilton with a combined capital of \$2,600, establishing a foundry on John street, where they did their own molding, cleaned their own castings, mounted their own stoves and



President Gurney giving advice to the youngest member of his happy family.

then peddled them to customers on wheelbarrows. Their business expanded and they took up the manufacture of sugar kettles, selling these to pioneer settlers between Hamilton and Owen Sound, bartering the kettles for fish and other articles which they in turn disposed of to merchants in Hamilton, upon whom their employes were given orders for goods. Mr. Gurney also referred to his experience on his first trip as a traveler through the Niagara Peninsula; he securing orders for 300 stoves before returning to the foundry after three days absence. In those days, Mr. Gurney said, dealers ordered their stoves at the first of the season and carried large stocks. After the Hamilton business had grown quite large, the company had purchased the McGee foundry in Toronto and the small acorns of those early days had grown to the giant oak.



President Gurney Proposing the Toast to the Traveling Salesmen.

heads of establishments to know each member of the working force personally and more or less intimately. The advance of industry has made this impossible, however, but it is a sort of bridging the gulf to have annual gatherings of as many of the employes as possible to come together over the banquet table and discuss the common interests of the industry in which they are all engaged.

This week the Gurney Foundry Co. have been having a convention of their traveling salesmen, managers and office staffs at the headquarters of the company in Toronto, each day some branch



which the company's business would represent to-day.

Speaking of the future, Mr. Gurney said that he was planning to bring the staff of their plant in Boston to hold a joint convention with the Canadian representatives of the company next year. The future of the company depended upon the staff and their success would be in making others think as they thought. Good goods, intelligence and persistence were all strong factors in success, but the essential element is the ability to command respect and business from other men. No salesman should visit a town without calling upon every stove dealer, as, while business might not be secured at once, persistent work would bring success. The development of character was of more importance than the mere working for a living.

Vice-president W. C. Gurney, in replying to the toast of the officers of the company, made an interesting speech full of points which brought his listeners to laughter. Police Magistrate Denison's text, used in the recent plumbers' investigation, "Who swiped the swag?" was Mr. Gurney's theme, he suggesting that the company pass a resolution calling upon the directors to keep their names out of police court trials during the coming year. "How can I fix the back damper of the Comfort boiler, when I am only two jumps ahead of the cop?" asked Mr. Gurney.

Vice-president Carrick spoke briefly, drawing attention to the great advances which have been made by many present, several having risen from minor positions in the office to those of managers of various departments.

#### Salesmen Optimistic.

R. J. Lockhart, manager of the Gurney-Massey Company, Montreal, James Drewe, manager of the Gurney Foundry Company, Winnipeg, C. L. Lightfoot, manager of the Gurney Foundry Company, Vancouver, and A. P. Horsman, manager of the Gurney Standard Metal Company, Calgary, followed with interesting talks in reply to the toast of "The Traveling Staff." Messrs. Lockhart, Drewe and Horsman all reported a large increase in business and promised that 1906 would show even better results than the year just closed. Sales in January already had far exceeded those of any previous January and prospects were exceedingly bright. All voiced a common plea that the factory plants be pushed to their utmost limit in order to supply the goods required. Mr. Drewe dwelt upon the marvelous development of the Canadian west, contending that every Canadian had reason to be optimistic of the future of their country, and Mr. Lightfoot touched interestingly upon the evolution of the world's commerce, referring to the days when Rome and the Mediterranean were the centre of commercial industry and showing how this had, through invention and improved transportation methods, changed until the Atlantic Ocean ports had become the hub of the universe. He predicted that another change would come about during the coming century

and through the awakening of the Orient the Pacific Ocean would become the centre of commerce, Vancouver and other Pacific coast points being in line for their share of the results of the new era.

E. C. Hancock, Toronto, caused much amusement by contending that the heating salesmen have been responsible for changing the Canadian climate, having sold so many boilers and radiators during the past year. R. G. Wright, another Toronto salesman and the oldest on the company's staff, was unexpectedly called upon and after speaking briefly was met with the chorus of that popular song "Everybody works but father," he being followed by G. H. B. Insole, the junior traveler, who likewise was greeted with the chorus of another song entitled "Baby Mine." The travelers' end was well maintained by A. L. Harris, Winnipeg, he pointing out that the traveler's life, especially in the pioneer districts of the west, was not all the rosy picture of the salesman sitting around in first-class hotels all day waiting for business to come to him. W. L. Helliwell impressed upon his hearers the advantages of the gathering, which could be looked upon as all one family with mutual interests to serve.

The toast of "The Ladies" was replied to briefly by J. F. L. Carron, Montreal, and F. E. Ellis, Toronto, it being followed by that of "The President," proposed by Mr. Carrick. In reply Mr. Gurney referred to the respect and affection existing between the company and its staff and urged that the same good feeling be extended to competitors. Travelers would never lose caste by saying kind words of opposing houses. The heads of the large concerns meet occasionally and endeavor to overcome the evils of competition and it would be a splendid thing if it could be said that the Gurney salesmen were all gentlemen.

Interspersed between the addresses were some topical talks by E. Holt Gurney and W. L. Helliwell on an Edison phonograph, this being something of an innovation at a dinner. Various "hits" on members of the staff were worked in, the Edison doing the talking. The menu card also contained some personal "hits." In addition to the phonograph, songs and duets were rendered by various contributors.

#### Those Present.

Head office, Toronto—Edward Gurney, president; W. H. Carrick, vice-president and manager; W. C. Gurney, 2nd vice-president; T. B. Alcock, secretary. Selling staff: R. G. Wright, A. G. McNaughton, E. C. Hancock, F. E. Ellis, C. E. Birch, R. Hinrichs, G. H. B. Insole, W. Blain McKay, Chas. B. Child, W. L. Helliwell, E. Holt Gurney.

Gurney-Massey Company, Montreal—R. J. Lockhart, manager; J. F. L. Carron, secretary. Traveling representatives: A. W. Fairbairn and John Lockhart.

Gurney Foundry Company, Winnipeg—Jas. Drewe, manager. Traveling representatives: A. L. Harris, A. J. Taylor, F. E. McGuire, E. Jennings, and W. J. Monteith.

Gurney Foundry Company, Vancouver—C. L. Lightfoot, manager.

Gurney Standard Metal Co., Limited, Calgary—A. P. Horsman, manager.

F. F. Skinner, treasurer, was unable to attend owing to his absence in Boston.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (at \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

#### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

#### FOR SALE.

**H**ARDWARE business for sale in a New Ontario town; no opposition; mining in vicinity; stock and building, \$1,500 to \$2,000; reasons for selling: cannot devote time to business. Apply Box 332, New Liskeard. [4]

**H**ARDWARE business in good town, surrounded by best farming country in Canada. Stock \$5,000; turn-over \$25,000 per annum. Good profits. Reason for selling, dissolution of partnership. Address Box 139, HARDWARE AND METAL. [4]

#### SITUATIONS VACANT.

**W**ANTED—Tinsmith, good all-round man for country vill ge; yearly job; must be temperate; one with knowledge of plumbing preferred; state wages and experience. Apply Box 503, HARDWARE AND METAL, Toronto. [6]

**W**ANTED—A young man to travel for general hardware; must be well recommended and of good address and habits. Apply to Purvis Bros. Sudbury. [5]

**W**ANTED—Tinsmith, good all-around man. Yearly job. Must be temperate. Single man preferred. State wages and experience. Porteous Bros., Carlyle, Sask. [4]

#### BUSINESS CHANCES.

**F**OR SALE—12,000 stock stoves and tinware in the best market town in Ontario; natural gas for fuel. Turnover \$18,000; good chance for quick buyers. Ill-health the cause for selling. C. J. Werner, Dunnville, Ont. [4]

**F**OR SALE—Hardware and stoves, \$5,300; population, 3,800; one opposition. Box 502, HARDWARE AND METAL, Toronto. [4]

#### FOR SALE

**G**ROWING hardware and furniture business in 100-a-head Western Manitoba town; investment of slightly over three thousand, less than three years ago, will show at the end of third year surplus about twelve thousand; owner retiring; this will soon go. Apply quick to Box 236, HARDWARE AND METAL. [6]

## CATALOGUE MAN

wanted. One with previous experience on complete hardware catalogue work. State salary required. Only those with a thorough knowledge of hardware need apply.

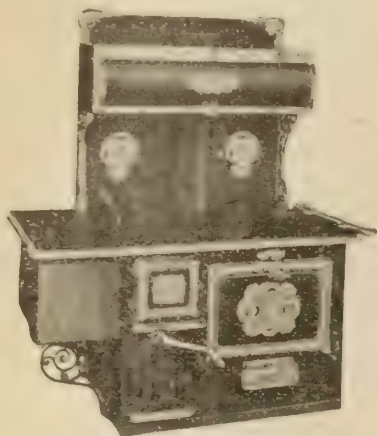
Box R. W. J.

**HARDWARE AND METAL**  
MONTREAL. (4)



## A STEEL RANGE

that draws a customer right up to it, tells its own story about being easily kept clean, and does the hardest part of the selling itself, should certainly be on your floor.



Our guarantee bond goes with every range.

# The Oxford Chancellor

is that kind of range. Its initial success was nothing short of marvellous. Quality placed it in the front rank. Quality keeps it there, and Quality sells it.

The body of this range is constructed of the best quality cold rolled steel sheets, and it has an inter-lining of asbestos mill-board throughout.

The oven is big in all sizes, meant to meet the requirements of a large family. Our Patented Spring Drop-door makes a convenient shelf for basting.

The Oxford Chancellor is built to burn hard or soft coal or wood.

Fire-box fittings are furnished for either or both as desired.

Our strong, aggressive advertising has created an immense demand for the Oxford Chancellor. You'll have noticed that we did not forget your territory. Are you prepared to meet the demand?

Our terms to the trade are liberal.

Write for Catalogue 61.

WE also manufacture Cast Iron Stoves and Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

## The Gurney Foundry Company, Limited

TORONTO

WINNIPEG

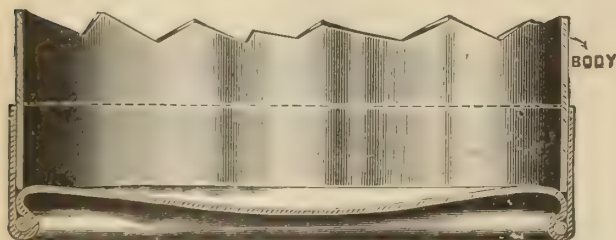
VANCOUVER

85

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.

# "Samson" Milk Can Trimmings.



Section of "Samson" Milk Can Bottom.

Strongest, neatest, most sanitary

and only one-piece bottom made.

Has no seams or rivets to corrode and collect dirt.

Every bottom in each size is of an exact diameter. Being stamped out with a die—not spun—there can be no variation as in a bottom made in several pieces.

Requires less solder and work in putting together than pieced bottoms—also wears longer.

## The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

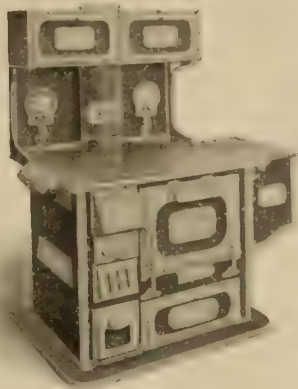
VANCOUVER.

ST. JOHN, N.B.

HAMILTON

"Everything for the Tinshop."





## Hot After The Peddlers

A number of dealers in localities where the **Steel Range Peddlers** are now working have taken our hint, secured the agency and are now "hot on their trail" with

## The Joy Malleable and Steel Range

The only "sure get 'em range" on the market.

The Hardwareman couldn't help it in the past, but there is no excuse now. **The Joy** will head them off every time, and is the only **Malleable and Steel Range** made in Canada, sold exclusively through the Hardware trade. We're anxious to serve you.

# Joy Manufacturing Co.

32 William Ave., Toronto

## Every Range Guaranteed



## THE EMPIRE QUEEN RANGE

is a combination of Efficiency and Appearance. It looks well. It cooks well. The principle on which we work is that upon the oven the entire usefulness of a range depends. Ask any user of an "Empire Queen" if results are different.

ent to what they were in the "other range" days. Look at an Empire Queen "working" and see for yourself.

As an agent for **The Empire Queen Range** you could do a profitable business. Will you correspond with us?

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man. Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

## The New National Oak Heater

For Hard or Soft Coal, Lignite, Coke or Wood

Smoke consuming. Double Heater from floor. Duplex Grates. Double Mica Door. Straight, Deep Firepot. Deep Reflector Ring. Hot Blast Ring is entirely outside—does not obstruct interior. Smoke Pipe Collar is in rear of double-heating collar. No Elbows or Offsets required to connect with double-heating flue.



Made only by

**THE MOFFAT STOVE CO., LIMITED**

WINNIPEG

WESTON, ONT.

CALGARY

No other manufacturer in the world has a stove just like this. In brief, it's the biggest, tallest and best stove of its kind ever offered. Places you absolutely beyond competition. Seize the opportunity and write for the agency to-day.



# Consolidated Plate Glass Company of Canada Limited

# WINDOW

# GLASS

# PLATE

# GLASS

TORONTO  
MONTREAL  
OTTAWA  
LONDON  
WINNIPEG

## BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

A new electrical company is being promoted at St. John's, Nfld.

The Niagara Engine Works at Niagara-on-the-Lake, Ontario, has been put in operation.

C. Lloyd & Sons, Wingham, are considering increasing their plant, installing new machinery, etc.

C. Anderson, St. Louis, and T. Morton, Chicago, may establish a small-ware factory at Sarnia.

An artificial ice rink is to be established at Berlin, being used in the Summer as a storage warehouse.

A large brickmaking plant employing 150 men is to be established at Clayburn, near Mission City, B.C.

A meeting of the shareholders of the Henderson Roller Bearing Company is to be held to consider the troubles of that concern.

A shipment of 100 cars of steel rails has been made from the "Soo" to be used by the C.P.R. between Fort William and Winnipeg.

John Bertram & Sons, Dundas, have ordered from the Smart-Turner Machine Co., Hamilton, an automatic feed pump and receiver for their new factory.

Tenders have been asked for the construction of 450 miles of Grand Trunk Pacific from Touchwood Hills, 225 miles west of Portage La Prairie, to Edmonton.

Niagara Falls, Ontario, now has a factory in operation turning out machines for making concrete blocks. It is that of the Vining Brothers Manufacturing Company.

A company is being promoted to supply the town of Shelburne, N.S., with electric light and electric power. They will get their power from the Roseway River and expect to develop about 3,000 horse-power.

A new Singer Sewing Machine factory at St. John's, Que., is now nearly completed, and represents an outlay of about \$1,000,000. The plant covers 45 acres and has 18 separate buildings, all of modern steel construction and fire-proof.

The Brandon Harness Co., Brandon, have been incorporated with a capital of \$20,000 to manufacture saddlery, harness, traveling trunks and bags, etc. The incorporators include F. W. Adams, Winnipeg, J. H. Mathews and D. F. Creighton, Brandon.

Britton & Hedges, Boston, have placed a proposition before the town of Port Arthur regarding the location of a boiler tube and barbed wire works at that town. The company will employ 800 men and establish a \$700,000 plant if a deal is completed.

The Victoria, B.C., Machinery Depot have been awarded the contract by the E. & N. Railway Company for building a large barge for the carrying of freight cars between Vancouver and Ladysmith. The price agreed upon is in the neighborhood of \$50,000.

A company is being formed at Goderich to generate power for industrial purposes. It is proposed to dam the Maitland River and to construct auxiliary reservoirs to provide for the Summer drought. Cheap power would be assured for many manufacturing purposes.

The Canadian Aluminum Works, Chambly, Canton, Que., who were the first firm in the world to manufacture combination gas and electric fixtures from aluminum, will branch out on the first of the year into the manufacture of aluminum advertising novelties of all kinds.

The plan of the United States Steel Corporation to erect a plant in Canada has been shelved, notwithstanding reports that the question had again been taken up for consideration. The Pittsburgh Dispatch says there is not any possibility of the scheme being gone on with this year.

The first definite step towards the development of municipal electric power for Winnipeg has been taken, and a party has left for Winnipeg River to survey Seven Portages and Point des Bois Falls to determine the most desirable site for a power house. One of them will be used for the purpose.

The Temiskaming & Northern Ontario Railway Company has virtually decided to dispose of surplus electrical energy along the first 120 miles of the road, to companies along the route. The railway will deal with companies rather than with individuals or municipalities, thus obviating the necessity of keeping many accounts.

The suggestion that the Government should nationalize the harbors of Fort William, Port Arthur, Port Colborne, Kingston, Montreal, Quebec, St. John, Halifax, Sydney, Vancouver, and the Pacific coast outlets of the Grand Trunk Pacific and the Canadian Northern gives definite form to ideas that have been in the minds of many practical men who are interested in commercial and industrial expansion.

Allis-Chalmers-Bullock, Limited, Montreal, have made contracts for the electrical equipment of the Keewatin Flour Mills Co., Keewatin, the Ogilvie Flour Mills Co., Fort William, and the Western Canada Flour Mills Co., St. Boniface, Man., aggregating 4,000 horse-power. The motors range from 500 horse-power downwards. The entire equipments are under construction at the shops in Montreal.

The Duluth, Rainy Lake & Winnipeg road has ordered eight new locomotives, and also 8,000 tons of steel for this year's delivery. The company is seeking entrance to Fort Frances, which is immediately across the Rainy River from Koochiching, Minn., the river at that point being 600 feet wide. It is planned to have the Duluth, Rainy Lake & Winnipeg road connect at Fort Frances with the Canadian Northern. It is also said the road designs building an independent line through to Winnipeg.

Grand Trunk Railway engineers are at



Port Huron preparing the ground for the power house to be used in furnishing electric power for the tunnel. The building will have a frontage of nearly 200 feet and will extend back 300 feet. All of the cables leading to the tunnel will run down the shaft which was sunk over the property when the tunnel was constructed. The work of building the machinery has been begun by the Westinghouse Company, and will be ready as soon as the necessary building is erected.

The Maritime Electrical Association met in Halifax last week, some fifty delegates being present. Following were elected officers for the ensuing year: President, P. R. Colpitt; vice-president, F. H. Bowman; secretary-treasurer, T. N. Goudge; executive, C. W. McKee, J. A. Farquhar, J. H. Winfield, P. Freeman, A. F. Townshend, Sydney; C. E. Wadden, New Glasgow; S. G. Chambers, Truro; W. A. Winfield, Charlotte-town; W. W. Wells, St. John; C. W. Fairweather, Moncton; C. F. Brown, Yarmouth; E. L. Nash, Lunenburg.

According to Mr. C. W. Spencer, general manager of the Canadian Northern system east of Fort William, Ottawa will be on the main line of that company's transcontinental line, and will also have direct connection with Montreal and Toronto. On May 1 construction will start on an air line to Montreal via Hawkesbury, which will give the shortest route between that city and the capital. This line should be completed by the Fall, and will be extended up the Ottawa Valley to connect with the Toronto and Sudbury branch at or near Sudbury. The latter will be opened for traffic between Toronto and Parry Sound on June 1 and through to Sudbury on September 1.

#### Companies Incorporated.

Warden King & Son, Montreal, have been authorized to carry on business in the Province of Ontario in pipes, steam fittings, plumbers' supplies, etc., with a capital of \$40,000.

Elevator Specialty Company, Toronto, share capital \$40,000, purpose to manufacture elevators and machinery. The directors are: G. A. Matthews, W. J. Feeney and G. Ritchie, all of Toronto.

South American Petroleum Company, Toronto, share capital \$1,000,000, purpose to develop oil properties. The directors are: J. R. L. Starr, J. H. Spence and G. W. Spence, all of Toronto.

Canadian Lock Nut Company, Toronto, share capital \$300,000, purpose to manufacture lock nuts, bolts and machine fittings of all kinds. The directors are: A. G. Slaght, T. L. Monahan and E. C. Spereman, all of Toronto.

Fletcher Manufacturing Company, Toronto, share capital \$250,000, purpose to manufacture bakers' tools, soda fountains, hardware, glassware, woodenware, etc. The directors are: B. Fletcher, E. Whaley and E. B. Fletcher, all of Toronto.

C. Tompkins, of New York; Hon. H. W. Ladd, Boston, Mass.; W. Tompkins, Tompkins' Cove, N.Y., and C. J. Osman, of Hillsboro, N.B., have given notice of applying for incorporation as the New Brunswick Gypsum Company, Limited, with a capital of \$30,000.

Abittibi Mining & Development Company, Finch, Ontario, share capital \$100,000, purpose to mine and mill min-

erals. The directors are: E. H. Matcellus, J. McLaughlin, J. J. McMillan, J. Currie, C. S. Nesbitt, H. E. Bugham, and D. A. McNaughton, all of Finch, Ontario.

The Robert Gardner & Sons Company has been incorporated to carry on business such as the manufacture of machinery, etc. It is composed chiefly of Montreal capitalists, with a total capital stock of one hundred and forty-five thousand dollars, and its chief place of business will be Montreal.

Canadian Voting Machine Company, Niagara Falls, share capital \$100,000, purpose to conduct a general foundry and machine business. The directors are: C. F. Roland and A. M. Ecclestone, St. Catharines; J. T. James and J. R. Mencke, Bridgeburg; and W. E. Curran, Buffalo, N.Y.

The Central Heat, Light & Power Company, Limited, has been incorporated, with a total capital stock of \$500,000, with its chief place of business in Montreal, to carry on the business of a light, heat and power company in all its branches. The company is composed chiefly of Montreal capitalists.

Two powerful contracting syndicates were incorporated last week, one to be known as the MacArthur Construction Co. of Canada, with a capital of six million dollars and headquarters at Montreal. The incorporators are Archibald and A. F. MacArthur, of Chicago; J. R. MacArthur, of New York, and W. J. Poupore, of Montreal. The other is to be known as the Empire Construction Co., headquarters in Montreal, and a capital of one million. The incorporators are J. B. Tudhope, of Orillia; H. W. Fleury, of Aurora; P. Galibert and T. Gauthier, of Montreal, and a number of distinguished Belgians.

#### CONCRETE AND THE STEEL BUSINESS.

When concrete construction was first proposed and through experiments had demonstrated that it was a practical, cheap and durable building material, it gave rise to considerable apprehension on the part of steel-makers, who foresaw in its increasing use a possible substitute for steel-construction. They have since discovered, however, that to a very large extent the introduction of concrete has increased rather than diminished the demand for steel. It has permitted the construction of an extensive class of structures, including mills, factories and office buildings, at a largely reduced cost compared with old methods, and in supplying the reinforcing materials for these buildings has created a market for a heavy tonnage of steel.

If every building recently constructed of concrete could with equal advantage and expense have been erected of structural steel, the maker of the latter would clearly have sustained a loss through the introduction of the new process. But this is not stating the case fairly. The reduced cost of concrete construction, the ease and promptness in securing materials, and its rapidity in working, have made possible many buildings which otherwise would not have been erected. The record of building in the last few years has been one of unprecedented growth. Every concrete structure requires a consider-

## BEST ELBOWS

— FOR —

## CONDUCTOR PURPOSES

BEAR

TRADE MARK

*F. Dieckmann*

CANNOT BURST

— from —

ICE PRESSURE

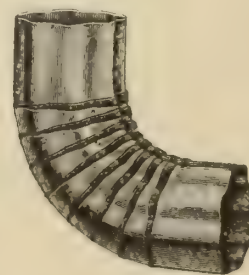
Made in ...

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE  
in Canada. Write for  
catalogue and  
samples to

**FERDINAND DIECKMANN**

1180-82-84 HARRISON AVE.

**CINCINNATI, O., U.S.A.**



able amount of steel bars, as well as a goodly quantity of structural shapes. To this must be added the tremendous amount of iron and steel entering into the construction of concrete plants all over the country and into their heavy machinery and equipment.

Exactly to what extent concrete has supplanted steel and to what extent it has indirectly created a demand for iron and steel can not, of course, be determined. But the continued advance of the iron and steel business in connection with the giant strides in the building world offers ample evidence that the steelmaker has not suffered. Rather it is that as steel reinforcement has made concrete construction possible and practical the growing use of concrete has redounded to the advantage of steel in even greater degree.

#### SANITARY CONSTRUCTION OF BUILDINGS.

Alfred Saxon Snell recently read a paper on "Sanitary Building Construction" before the Royal Sanitary Institute at Cambridge, England, discussing a very pertinent question. We are very prone to lose sight of a great many things of a sanitary nature when building. Among other things said was the following:

"Insanitary building construction may be generally described as that which is calculated to produce conditions in our buildings tending to lower the vitality or otherwise prejudicially affect the health of the occupants. It is the aim of sanitary construction to prevent these conditions arising, and especially two of them, viz., dampness and stagnation of air. We must keep our buildings dry, and the air in them pure and sweet under all conditions. There is, however, a third evil condition, which it is also of great importance to guard against, i.e., the use of materials which are themselves noxious or likely to hold and nurture the germs of disease. Many materials are not actually noxious, only potentially so, and their harmful activity is caused or fostered by the presence of damp and stagnant air. These three conditions act and react one upon the other, and if in building we exclude them all we have practical sanitary construction."

#### BUILDING NOTES.

A \$17,000 school is to be erected at Petrolea.

A new jail is to be erected at Cobourg, Ont.

A new high school is to be built at East Toronto.

E. Carlton will build two brick houses at Hamilton, to cost \$2,600.

James McCready is to build a \$17,000 clothing factory at London.

W. M. Ingersoll, Shoal Lake, Man., is calling for tenders for the erection of a new school building.

John J. McKinney, Toronto, is to erect four semi-detached brick dwellings, to cost \$20,000.

The Howick Mutual Fire Insurance Company will build a cement and brick office at Gorrie, Ont.

Permits for buildings, aggregating in value \$142,430, were issued in Toronto between January 5 and January 17. The list includes 47 dwellings.

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You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

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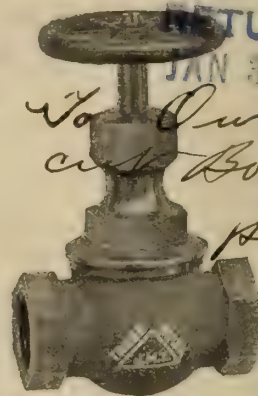
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*To Our  
cust Book 4  
page  
18*

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# PLUMBING AND STEAMFITTING

## PLAIN TALKS ON PLUMBING, HEATING AND VENTILATION

*A Series of Practical Articles Written in Plain Terms, Devoid of Technical Phrases, Algebraical Signs, etc., so as to be Easily Understood by all Interested in these Subjects.*

By M. J. QUINN, Mechanical Superintendent for the Ontario Government.  
(Registered in accordance with the Copyright Act)

ARTICLE XXIV.—Continued.

### VENTILATION.

Continuing our last article, we reproduce Figure 2, showing detail of an "indirect" heater. Each "indirect" radiator should, like any other steam radiator, have a valve on both the steam and return connections (though they are not shown in the cut) and these valves should be of either the angle or gate type, the use of globe valves for steam work being objectionable, though, if they must be used, then they should be connected in a horizontal position, that is, lying on their side, preferably with the stem inclining slightly upward.

The air vent, which of course should be automatic, should be placed outside the cabinet, as indicated, so that it may be examined occasionally and kept properly adjusted.

In the case of a hot water indirect radiator, the air vent will, as with any other kind of hot water work, be taken off the highest point, and, as there will be no circulation within it where an ordinary vent cock is used, care should be taken to properly protect the air pipe inside the case, so that there will be no danger of it being affected by frost.

In the case of "indirect" hot water work, however, the writer is of opinion that no cocks should be used, but, instead, that each vent should be connected by a small air pipe to the riser to a radiator on a higher floor, so that there would be no possibility of the indirect becoming air locked at any time, and, in consequence, perhaps being seriously damaged by frost.

It is good practice to have one air pipe take the air from a number of indirect hot water radiators, and finally enter some riser to a higher floor, but great care must be taken to see that such air pipe has a gradual and continual rise from every radiator, otherwise, as will be obvious, the air will become pocketed, and if the weather be very cold, serious damage may result.

In such a case it is desirable that a stop cock should be placed on each connection between the air pipe and the radiator, so that, in case repairs to the latter become necessary at any time, this cock and the valves on the flow and return being closed, the radiator will be entirely cut off from the balance of the system.

It is very difficult in a series of articles like these, where an effort is being made to refrain from using difficult formulas and tables for the purpose of working out by itself each problem which may present itself from time to time to the reader and by the means of

which, when properly understood, perfect and definite results may be obtained in each individual case, to give figures which will apply equally well in every class of work; still the following quantities will give good results in the average case, and can safely be adopted for "indirect" work.

Where it is desired to heat and ventilate a building entirely by means of indirect radiation, then it is good practice

In the case of steam heating and ventilating by means of "indirect" radiators without the use of any direct surface we must also add 50 per cent. to the figures given for direct heating, and where ventilation is required to be separate from the heating, then allow 3.75 per cent. (1½ square feet) for each one hundred cubic feet of air to be heated per hour.

The above amounts are based on the assumption that the air must be heated from zero to 70 degrees.

In figuring out the sizes of the flues necessary to conduct the heat from the radiator to the room to be ventilated, some knowledge of the velocities which will be attained with different heights of flue will be necessary, and assuming the flue to be well built and smooth inside, the following will be found correct:

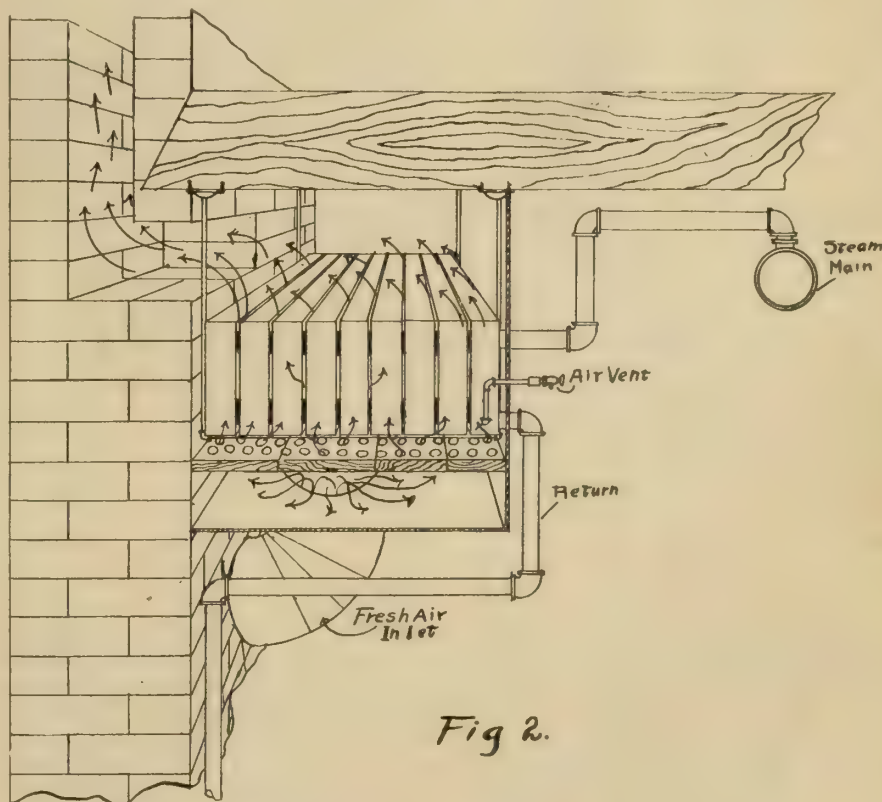


Fig 2.

to add, for hot water, 50 per cent. to the amount of radiation mentioned for "direct" heating in a former article on that subject, and where the building is heated by "direct" radiators and ventilation alone is required to be provided, then it is not safe to use less than 6 per cent. (2 square feet) of "indirect" radiation for every one hundred cubic feet of air per hour required (based on the number of inmates, etc.) in addition of course to the "direct" radiation which provides for the loss of heat through walls, glass, leakages, etc., etc.

Height of flue.	Velocity of air, in feet, per second.
5 feet	2.90
10 feet	4.10
15 feet	5.00
20 feet	5.70
25 feet	6.30
30 feet	6.70

Hence if we have a flue 1 foot square and 15 feet high it has a capacity of 5 cubic feet of air every second, or 18,000 cubic feet every hour, delivered by gravity.



It will be quite impossible, of course, to deliver any appreciable quantity of air into a building unless proper outlets are provided, and these should be in the form of flues opening above the roof, and so arranged as to prevent down drafts. Such outlets may, if so desired, be 20 per cent. smaller than the inlets from "indirect" radiators, for the reason that the air passing through them will be of less volume, owing to its loss of heat, and also because of the greater height of such outlet flues.

The details of flue construction and air outlets will be dealt with in another article on this subject.

The method of heating and ventilating by what is known as "direct-indirect" radiators is illustrated in Figure 3.

As will be apparent, the fresh air is allowed to enter at the back of the radiator and become heated before passing into the room.

The heavy black lines at the front and rear of the radiator indicate a diaphragm that is cast between the loops, so that

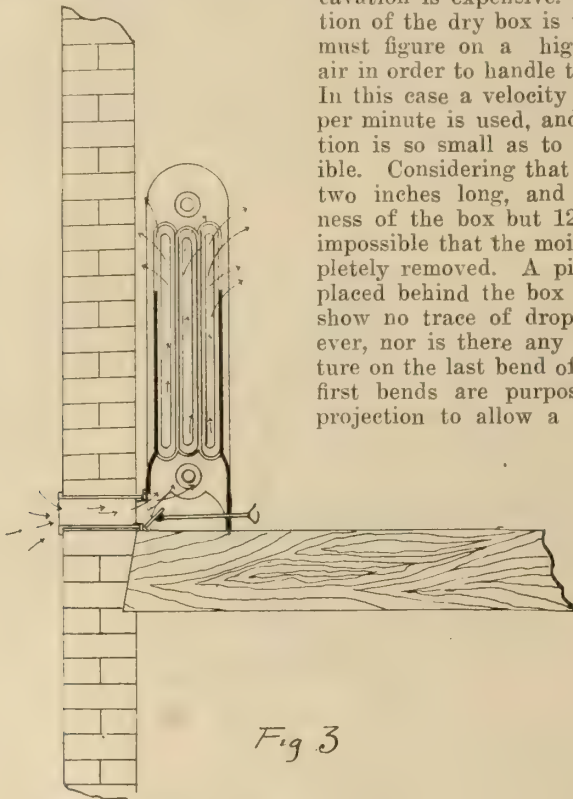


Fig 3

the air may not be blown through them, but is compelled to rise up at least two-thirds of the height of the radiator and so become heated before it can escape into the room.

Such radiators are usually fitted on the bottom with a damper which will permit of the closing off of the fresh air inlet and the opening of an inlet directly from the room, so that the radiator is at once converted from a "direct-indirect" to a "direct" heater.

Such a damper is an absolute necessity for the reason that when a high wind is blowing against the face of the fresh air inlet, the cold air may be blown through the radiator at too high a velocity to become heated, and so the room, instead of being warmed, will soon become chilled.

It is customary to allow from 25 to 30 per cent. more surface for a "direct-indirect" radiator than would be necessary for the "direct" style.

Owing to the fact that both "indirect" and "direct-indirect" radiators give off more heat per square foot than the "direct" radiators, because of the greater difference in temperatures to which they are subjected, it is necessary to provide for a larger volume of steam or hot water than would be necessary in the case of the latter type, and it is good practice to make all connections at least one size larger than that mentioned in another article for a similar amount of "direct" surface.

## HEATING AND VENTILATION OF ST. PAUL'S HOSPITAL.

(Continued from page 20.)

drawing, and require no further description, but there are several novel features in the "dry box" which need explanation. In the fan room of the hospital space is very valuable, for every foot is below the ground level, and excavation is expensive. If the cross section of the dry box is to be reduced, we must figure on a higher velocity of air in order to handle the same quantity. In this case a velocity of about 350 feet per minute is used, and the loss in friction is so small as to be almost negligible. Considering that each plate is but two inches long, and the total thickness of the box but 12 inches, it seems impossible that the moisture can be completely removed. A piece of dry paper placed behind the box at any point will show no trace of drops of water, however, nor is there any perceptible moisture on the last bend of the plates. The first bends are purposely left without projection to allow a film of water to

form, and it is this film which collects most of the moisture and all dust and soot. The first projection prevents most of this film from being carried through, and the remaining projections remove thoroughly whatever water may remain. While we may depend upon the film to remove all water carried mechanically, the moisture carried by absorption is, on the contrary, increased to an amount dependent chiefly on the velocity of air through the plates. At any given running speed of the fan, this velocity is constant, and the relative humidity of air leaving the baffle plates at full speed remains nearly constant at 80 per cent., independent of the relative humidity of the entering air. If the temperature of the spray chamber is kept at 55 degrees, each cubic foot will carry 80 per cent. of 4.85 grains or 3.88 grains of water,

which will give a constant humidity of a little more than 55 per cent. when the air is kept warmed to 65 degrees. The temperature in the spray chamber is kept constant by a thermostat which operates a by-pass damper below the tempering coils, admitting enough cold air to reduce the temperature as required. The air in the tempered air ducts will remain at 80 per cent. humidity, and the air in the hot air ducts will enter the room at a low relative humidity, but in either duct 3.88 grains are carried by each cubic foot of air, which corresponds at 65 degrees to a humidity of 55 per cent., and if the rooms are kept at this temperature the humidity will be practically constant.

Both hot and tempered air ducts are made of galvanized iron of the following gauges:

All pipes of less than 5 feet circumference, of No. 26 gauge; 5 to 8 feet circumference, of No. 24 gauge; 8 to 10 1-2 feet circumference, of No. 22 gauge; 10 1-2 to 13 1-4 feet circumference, of No. 20 gauge; 13 1-4 to 19 feet circumference, of No. 18 gauge; above 19 feet circumference, of No. 16 gauge.

The cross section at any point of the air ducts is designed to give a constant friction per foot of length, and each branch is designed to receive its proportionate supply, though the amount of air it receives will depend largely upon the angle at which it leaves the main duct, and at this point a deflector is installed to permit careful adjustment when taking an anemometer test.

There are four separate buildings to be heated, and the ducts run through tunnels to three of them. Hot and tempered air are carried in separate ducts from the coils and by-pass until close to the opening into each room, where mixing dampers are located as shown in the plate. As soon as possible after passing the dampers, a gradual increase of 50 per cent. in the area of the duct is made, which makes the velocity of air entering so low that there is no perceptible draft. No register faces are used, but the iron of the duct is flanged back against the wall and covered with a plain wood border. This arrangement gives a neat appearance, and by doing away with registers gives ready access for cleaning, and an unobstructed flow of air.

(The vent flues all have dampers, which are, in most cases, kept partly closed to ensure a slight plenum in the rooms. All vent flues lead to the attic, in which there are two ventilating towers with movable louvres. The louvres are made of a waterproof silk, with a rod at top and bottom to keep its shape. The top rod is stationary in a frame, and the bottom rod is light enough to allow air to escape, but heavy enough to fall back in place if there is a tendency for air to enter.

It is noticeable that in such a ventilating system there are many adjustments to be made, but most of these are made when testing, and are then left permanently in a fixed position. After all deflectors and dampers are set no change



can be made in the amount of air supplied, except by varying the speed of the fan, and this can only be done from the switchboard. Thermostatic dampers in most rooms keep the temperature variation within one degree. Another set of thermostats placed in the fresh air inlet are adjusted to close off one coil of the heating stacks at 10 degrees above zero, a second at 20 degrees, and a third at 30 degrees. Similarly one section of the tempering coils closes when the outdoor temperature is 35 degrees, and the other closes at 60 degrees. The temperature regulation is thus taken care of, and since, as already explained, the humidity is controlled automatically, the only attendance that is required is the occasional cleaning and oiling of motor, fan, and pumps.

The operating expense and first cost of such a system of heating and ventilation will be higher than for a system of direct steam piping designed for heating alone. While accurate data for comparison are not available, an examination of the formulae will show the reason for the difference found in practice.

A common formula for the loss of heat from a building is

$$H = \left( \frac{n c}{55} + KG + K^1 W \right) t$$

where

H = Loss of heat in B. T. U. per hour.

n = Number of times air is changed per hour.

c = Cubical contents of building in cubic feet.

G = Area of exposed glass surface in square feet.

W = Area of exposed wall surface in square feet.

t = Difference of temperature between air inside and air out of doors.

K and K<sup>1</sup> = Co-efficients for the loss of heat in B.T.U. per square feet per hour through glass and wall respectively.

An average value of K is 1, and of K<sup>1</sup>  $\frac{1}{4}$ , so that a general formula would be, says Prof. R. C. Carpenter, in *Heating and Ventilating Buildings*, Chap. III,

$$H = \left( \frac{n c}{55} + G + \frac{1}{4} W \right) t$$

In this formula  $(G + \frac{1}{4} W) t$  expresses the heat lost by radiation through walls and windows. This loss would be the same for either a direct steam system or an indirect heating system if the temperature in the room were uniform. To heat a building satisfactorily with direct steam it is necessary to place much of the radiating surface along outside walls. As the air back of and above these coils or radiators will be hotter than air in the body of the room, the loss by conduction is proportionately increased. Obviously, with an indirect system there is a saving, as the hot air pipes are carried on inside walls and the temperature is practically uniform.

The expression  $\frac{n c}{55} t$  is an allowance

for the heat required to warm air which enters around doors and windows and through the walls. In a building 50 feet high, with an indoor temperature of 70 degrees in zero weather, there would be a pressure inwards against the wall at

the ground level of about one-half pound per square foot. Through openings at top and bottom air, with a free passage, would flow at a velocity of over 3,000 feet per minute. The friction of the course that such a current of air takes in an ordinary building reduces the above figures, but in any room, if the upper sash of a window is lowered, and the lower sash raised, air will flow in at the bottom and out at the top at a comparatively high velocity. When the sashes are shut air still comes in through crevices, and through the walls, and, unless the construction is exceptionally tight, unpleasant cold drafts will be formed.

The volume of air which thus passes through the building by filtration must be heated to the temperature maintained. An estimate of the volume which is to be heated must be made, and with proper allowance for the nature of the construction the value of n (the number of air changes per hour) is for corridors, 3; for churches and assembly rooms, 2 to 2 $\frac{1}{2}$ ; for ground floor rooms, 2 to 3; and for second floor rooms, 1 $\frac{1}{2}$  to 2.

With an indirect system of heating the expression  $\frac{n c}{55} t$  gives the B. T. U. re-

quired for ventilation alone. With a direct steam heating system the infiltration of air might be considered as ventilation, but the amount is uncertain and inadequate, and any advantage of ventilation received is more than offset by the injurious effect of the drafts formed. With an indirect system all entering air is heated before it goes to the rooms, and there is no leakage around doors and windows, for a plenum is formed by the fan, which reverses the natural tendency and causes an outward flow of air. If the fan were to take its supply of air back from the rooms no plenum would be formed, and there would be an infiltration of air as with direct steam heating. If part air is taken from out of doors and part returned there is a proportion at which, if a window is opened on a still day, no perceptible flow of air will take place in either direction. This is the condition when the same amount of air is taken from out of doors as would otherwise enter by infiltration. When so operated, although ventilation to the extent of about two air changes per hour is supplied, the cost of operation will be a minimum, and will be the same as for direct steam heating.

A supply of two air changes per hour is not sufficient for a hospital, and the fan takes its entire supply of air from out of doors, giving an air change in from 6 to 8 minutes, or 8 to 10 air changes per hour.

The cost of fuel for ventilation alone may be easily estimated. Assuming an average temperature of 36 degrees from December 1 to March 1, the coal required to supply 3,000 feet of air per capita per hour can be calculated from the for-

mula  $H = \frac{n c}{55} t$ , which becomes  $H = \frac{3000}{55} + 30 = 1636$  B. T. U. per hour. In a hospital ventilation is supplied day and night, giving a total requirement of 3,533,760 B.T.U. per capita for three months. In schools the plant would be in operation only eight hours per day, requiring but one-third this amount. Assuming an evaporation of nine pounds of

steam per pound of coal, the coal required during the three months stated would be about 450 pounds per capita for hospitals, and 150 pounds per capita for schools.

#### VANCOUVER PLUMBER IN EAST.

M. J. Barr, of Barr & Anderson, plumbers and heating engineers, Vancouver, was in Toronto this week on a buying trip which will extend over six weeks, during which time he will visit Montreal, Boston, New York, Philadelphia, Winnipeg and other cities. Mr. Barr came east with T. L. Lightfoot, Vancouver representative of the Gurney Foundry Company, and he was an honored guest at the dinner given by Mr. Edward Gurney to the traveling salesmen, etc. at the National Club, Toronto, on Wednesday evening.

Mr. Barr states that the volume of work done last season was very satisfactory to all engaged in the trade in British Columbia, especially in the coast cities, where the amount of building done was very large. His firm keeps 22 workmen on its staff and they have recently newly decorated their showrooms and promise to supply a photograph to Hardware and Metal for reproduction in an early issue. Their building is in the heart of the city and was erected about four years ago at a cost of \$10,000, an offer of \$22,000 having recently been refused for it. Mr. Barr claims their showroom is now the finest in the west if not in Canada.

Regarding the class of goods used on the coast Mr. Barr says the trade is more in touch with American manufacturers of plumbing supplies than Canadian makers. The Robertson-Godson Company do a large jobbing business, and as the Standard Ideal Sanitary Company have been busy supplying the eastern and northwest market, the Standard Sanitary Company have gotten the bulk of the business in the coast cities up to the present. The Amherst Foundry Company has shipped some enamelware to Vancouver, however, and with the doubling of the size of the Port Hope plant the Standard Ideal Company will undoubtedly secure a larger share of the business in future, as Canadian manufacturers will be given preference whenever possible.

In brass goods also the bulk of the supply is said to come from American sources, Glauber and Mueller goods being most largely used. The trade demands the best goods and the lines mentioned are the best that have yet been offered on the British Columbia market. In heating supplies the furnace trade is divided between several houses, the branch warehouses maintained by the McClary and Gurney companies giving them an advantage over other manufacturers not being so favorably situated to look after shipments. In boilers the Gurney Company, according to Mr. Barr, has a decided advantage because of the special adaptability of their Comfort boiler to the soft coal so commonly used as fuel in the coast cities. A mixture of soft coal and coke is found to give excellent results as a fuel. The Taylor-Forbes Company have entered the field and will, no doubt, secure a fair share of the business done.

Mr. Barr is a young man, typical of a country of big things and youthful vigor.

W. J. McGuire & Co., 1 $\frac{1}{2}$ -storey brick and wood storehouse and stable, on north side Pearl street, \$1,900.



## MEETING OF TRAVELERS.

The traveling salesmen of the H. Mueller Manufacturing Company recently attended a ten days' school of instruction at Decatur, Ill. During the conference the members of the company and some of the older salesmen gave talks on the various lines of goods the company makes, and considerable time was devoted to an interchange of ideas on selling methods. Various social functions were planned to make the time pass pleasantly, among them being a banquet to the salesmen by the company served in the large dining room of the office building, a return dinner by the salesmen to the officers of the company and their ladies at the Decatur Hotel, and a complimentary luncheon

Pittsburg, Pa., territory; J. W. Pine, who travels out of Rochester, N.Y., and H. E. Paxton, who visits the trade in Central Illinois. After the initiation ceremonies the following officers were elected and installed: President, Mon T. Whitney; moderator, Murry F. Kirkwood; secretary and treasurer, Tom F. Leary; chief torturers, or handy men with the split stick, W. N. Dill and W. B. Ford.

At the banquet table Tom F. Leary, the retiring president of the order, was presented with a handsome diamond set watch fob. The officers of the company present at the session were: Adolph Mueller, president; Henry Mueller, vice-president; Oscar B. Mueller, treasurer and manager of the eastern division,

the Christmas dinner each employe was given a handsome watch fob.

## A NEW INVENTION.

Water heated from the tap by electricity is what Amiot, Lecours & Lariviere, of Montreal, have accomplished by means of a cleverly contrived device which can be attached to any modern water tap. The part that may be seen by the casual observer is very simple, as it resembles a glass thermometer tube and would at once indicate how much heat is in force at the tap or water tube to which it may be attached. This, however, is made more complicated by a patent action which connects the ap-



## H. MUELLER MANUFACTURING COMPANY'S SALESMEN.

Left to Right—Top Row: Charles Tillinghast, W. D. Mallane, James Smith, A. C. Pilcher, C. T. Ford, H. E. Paxton, J. H. McCormick, W. B. Ford, H. F. Clark, D. E. Rowley. Middle Row: J. W. Pine, George A. Caldwell, W. F. McCarthy, Tom F. Leary, F. J. Murphy, W. C. Heinrichs, W. N. Dill, M. E. Kirkwood, M. T. Whitney, Fran. O'Neill. Front Row: Oscar B. Mueller, Adolph Mueller, Robert Mueller, Sr., Fred. B. Mueller, Philip Mueller and Henry Mueller.

and dance tendered by the management of the Decatur Hotel to the members of the company, the salesmen and their invited guests.

One of the features of the gathering which the salesmen enjoyed most was the annual banquet and business meeting of the "Ancient Order of the 49's." This is a secret organization in which none but salesmen and officers of the company are eligible to membership. The new men who join the road force during the year are taken into the order at the annual meeting and the ordeal they go through is something like what they would experience in a rough house in a Comanche camp or in holding down a front seat at a first-class boiler explosion. The victims this year were James Smith, the new representative in the

New York City; Robert Mueller, secretary; Fred B. Mueller, assistant secretary; and Philip Mueller, superintendent.

Illustrative of the good cheer which prevails among the 700 employes of the company at the Christmas season we also present an engraving of the interior of their large warehouse at Decatur, Ill., where the delicacies for the employes' Christmas dinner were dispensed. Each employe was given a basket containing dressed chickens, oysters, celery and cigars, and the scene represents the baskets that have been filled from the table and placed on the shelves to await the coming of the men from work. Unmarried employes and others who preferred it were given an equivalent of cash. Besides the materials for

paratus with electric power, which may be turned on or off at will, just like turning the snap of an electric lamp. When the power is on, almost like magic the water from the tap becomes hot. This is the sole property of Amiot, Lecours & Lariviere, and was patented by them exclusively. They are placing it on the market in the name of the Dominion Electric Heater Co., Limited. The varied and manifold uses of this invention are at once apparent and the discoverers of it merit public congratulation.

This firm have been appointed sole agents for Canada for the famous cast iron "Scotch" pipes, also special plain spigot and faucet joint coated with Dr. Smith's patent solution.



## ELECTRIC WIRING OF BUILDINGS.

House owners and builders do not appreciate the importance of proper specifications for wiring buildings for electric light in order to make it safe and most serviceable, says an exchange. As a rule wires are used much too small to carry the necessary current.

This condition is brought about by the ignorance of the public in matters electrical and the lack of proper specifications for the electric wiring in the building specifications furnished by the architects to the contractors.

All other work is carefully covered by specifications, but the wiring is generally passed over as something quite unimportant with the mere statement of the number of lights or outlets and the locations of lights to be "where the gas jets are."

If left to his own devices, says an exchange, the wiring contractor will invariably use only one size of wire throughout the house, and that the smallest size allowed at all by fire underwriters, No. 14 wire.

He will almost invariably connect all the wires together without any branch cutouts or fuses and depend upon only the main fuse at the point of entrance to blow in case of trouble with the wiring. Wires should be proportioned to the number of lights which they are to carry, the same as water pipes or gas pipes, consequently the main wires should be larger than the branch wires leading to the fixtures.

Wherever a small wire is to connect to a larger wire there must be a fuse or cutout.

It is more convenient, safer and far more sightly to arrange the wiring so that all cutouts and fuses may be installed in a central cabinet box or panel in the wall.

In an ordinary size residence, one of these cutout cabinets is sufficient for the whole house, but in the larger residences it is best to arrange the wiring for a cabinet on each floor.

Where one is used it should be centrally located, preferably in a hall. The three main wires lead to this from the main switch and metre, and the lights in the different rooms should be distributed on several branch circuits leading out from the cabinet and each protected by a fuse in the cabinet.

The rule is that each branch shall not carry current to exceed 660 watts, equivalent to about 12 16-candle-power lights to a circuit.

The advantage of this plan of wiring is that being cut up into small independent sections, with a few lights on each, small size wires can be used, and even if the contractor uses the smallest size allowed they will still be of sufficient capacity for the number of lights on them, provided distances are not too great.

Other advantages are:

1. Only a few lights extinguished by the blowing of a branch fuse, instead of all lights out by the blowing of the main fuse, usually located in the cellar or attic.

2. No danger of sockets burning out with explosive noises and sparks, and in case of wires becoming crossed or grounded onto the gas pipe at the ceiling the small fuse will be blown quietly before any damage is done to the ceiling.

3. Cutouts being necessary, it is better and more convenient to have them located in one place easily accessible for inspection and replacing of burned out fuses, instead of having a man bring in a tall stepladder to reach a cutout located on the wall or ceiling, the decorations of which he may injure. The following simple specifications will cover most wiring and are applicable to large and small buildings for concealed wiring:

1. Best approved double rubber covered tinned copper wire must be used.

2. All joints in wires must be soldered, and after inspection must be taped.

3. Wiring must be on three-wire system from point of entrance to the one or more cutout cabinets or panels.

1. Cutout cabinets must be arranged for three-wire supply and two-wire branch circuits.

5. Cutouts must have either Edison

and kept free from all defects for one year.

13. Wiring must be done in a workmanlike manner and in accordance with rules of National Board of Fire Underwriters.

14. Contract to include all labor and material, wire, main line switch and cutouts, cutout cabinets and cutouts, and any and all other switches and necessary fittings to make the wiring complete from point of entrance to each outlet, but not to include any chandeliers, brackets, fixtures or portable cords.

## HEATING FARM HOUSES.

A good field for extending plumbing work is discussed by Ernest C. Moses, of the American Radiator Company, in a recent issue of the Northwestern Agriculturist, in an article entitled "Warming Farm Houses by Hot Water." The writer describes a system installed in a



The Mueller Company's Christmas Gifts to Employees.

screw plugs or enclosed cartridge type fuses.

6. Loops must be left for metre connection and a smooth board installed upon which metre will be mounted, at a height not exceeding 7 feet above the floor.

7. A three-pole switch and cutout of ample carrying capacity must be installed at the point of entrance to the building and on the inside.

8. Wires from entrance to cutout cabinets must be of such size as to not cause more than 1 per cent. drop or loss in volts when all lights are lighted.

9. Branch wires from cabinets to outlets must be of such size as not to have more than 1 per cent. drop or loss in volts when all lights are lighted.

10. All overhead lights to be turned on and off by switches on walls near the doors of each room.

11. Flush push button switches in steel cases preferred.

12. Wires to be kept free from crosses, grounds and open circuits until inspected and covered in, and to be guaranteed

farm house in Illinois, which includes a hot water outfit employing a cast iron sectional boiler which distributes the warmth to a number of rooms through radiators located under the windows of 18-inch height.

The farmer has equipped his home substantially similar to a modern fine town residence, lighting same throughout with electricity and providing himself with a telephone with a full county exchange.

He has given much consideration to the plumbing of his house, having tile lined bathrooms, provided with porcelain tubs, shower baths, and the best of lavatories; this all connected in what Mr. Moses believes to be the most modern sanitary construction. Mr. Moses, however, gives the better part of his effort to the detail of the heating. He states that the cellar pipe for circulating the heated water is neatly covered with magnesia, canvas covered and brass bound. This covering, he further writes, prevents an excessive loss of heat in the cellar or overheating any cellar apart-

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*F. J. Quinn*  
*cut Book 46*  
*page 12*



ments through which they pass. This heating outfit is an unusually complete one, nearly every room or hall being provided with radiators, and Mr. Moses estimates the cost of the heating plant by piece and day work to be in the neighborhood of twelve hundred dollars.

### HOW TO FIGURE PROFITS.

The only way to arrive at the proper percentage of profit on any commercial transaction, is to ascertain what proportion of the sale is, or would be, profit, never attempting to arrange the percentage of gain by adding to the cost, a percentage of that cost, equal to the amount of profit desired, or, in other words, in adding 25 cents to a dollar, assuming you are making a profit of 25 per cent.

Of course we all know that it is difficult to convince every one on any subject, and bring them all to one way of thinking. In a case like the one before me it probably would be the best way out of the difficulty to refer those in search of information to the head of the office in any large wholesale house. A visit to any of these houses would, I think, furnish the seeker after information with plenty of it, all of which would be in favor of my contention. I would much like to see this matter brought before the public at large more forcibly than I ever could hope to do it, for as one of my correspondents remarks, "It is a matter of the most intense and vital importance to the business world," and, I might add, but little understood.

Only a few days ago an amusing case came under my observation, going to show how poorly armed for business is he who doesn't understand this subject clearly.

A young business man—a plumber, strange as that may seem—was figuring on a contract. His labor and raw material, he figured, would cost him in round figures \$500. Wishing to make a profit of 20 per cent., he proceeded to add 20 per cent. to the cost, making his complete bid \$600. When he got through I asked him how much profit he would make at that rate if he did a business of \$10,000. He answered with a knowing smile and triumphantly \$2,000. I asked him to apply the mode of reasoning by which he had reached that conclusion to the bid before him and see if it would work, and his surprise when he found it wouldn't was great. He had been doing business all along with the idea that adding 20 per cent. to the cost would give him a profit of 20 per cent. on his business.

#### A Common Mistake.

Many do it. Every one figuring his profits in that way is up against just such propositions as the above. They never know where they stand, while, if they figure the other way, nothing can undermine their position. Of course, the profit, in dollars and cents, is the same in either case, but the percentage is what we have to do with, and not one single argument can be conjured up in favor of figuring the profit on the cost, while any number of them can be brought to bear in favor of the other method.

Take, for instance, the case of a new firm about to engage in business. The first thing they would speculate on

would be the amount of business they would be likely to do. The next, the amount of profit they should make. Suppose they should fix the average amount of the latter at 25 per cent., obtaining it by adding 25 per cent. to the cost of the goods. The next thing in order would be figuring on expenses, and one of the first things in that connection to be discussed would be the cost of selling goods. Say they fix this at 8 per cent. Eight per cent. of what? The cost? O, no! A salesman must be paid on his sales, and 8 per cent. on the sales, in this instance, is the same as 10 per cent. on the basis their general profit was figured on, and so they go down the line, and when they get through they have, say, a profit of 25 per cent. and an expense of 20 per cent. before them, leaving a net profit of a per cent. over and above everything, a comfortable margin, but unfortunately they figured the 25 per cent., as we have shown, on the cost, the 20 per cent. on the sales, and they are one and the same thing, the profit only existing on paper. They do business for a year, take stock, find no profit, go over their books, take stock again, and finally wind up by suspecting their employees. This is a good example of the experience of every firm that tries to do business on this basis, while, had they figured the other way, their position would have been impregnable and they never would have figured themselves out of their just dues.

I once heard one of the foremost accountants in New York say of a book-keeper who had figured his profits that way and brought his firm to ruin: "That man was a worse criminal than the man that steals his firm's money. He ruined his employer by accepting and pretending to be able to fill a position he knew nothing about."

#### Merchandise Profits.

The business man always should bear in mind that a merchandise profit is a gross profit, and the expenses always must be figured against it. It is not necessary to state that figuring one of these on the investment, the other on the amount of business, must lead to error. Don't say you understand that and provide for it. What is the use of doing that, why not figure right in the first instance? Try and find any advantage to be gained by figuring the profit on the cost. There is none that I know of. Ask some merchant, who figures his profit on the cost, the question I asked the plumber, and see what answer you will get. A little study will convince any one with any business experience of the justice of my contention.

To figure the profit on any article correctly: Subtract the cost from the selling price, the difference, of course, being the profit. Divide the latter (decimally) by the selling price, and the result will be the true profit, thus: Cost \$5, selling price \$8, profit \$3, and \$8 is contained in \$3 .375 times, showing the profit in this instance to be 37½ per cent. Following is a table by which goods can readily be marked at any of the percentages common to business:

To make a profit of 16 2-3 per cent., add 20 per cent. to cost.

To make a profit of 20 per cent., add 25 per cent. to cost.

To make a profit of 25 per cent., add 33 1-3 per cent. to cost.

To make a profit of 33 1-3 per cent., add 50 per cent. to cost.

To make a profit of 50 per cent., add 100 per cent. to cost.

The highest profit that really can be made in business is 100 per cent., and this can be done only when you get something for nothing, and, having sold it for something, the entire transaction is profit; in all other cases the sale being 100 per cent., and the cost something, the profit is less than 100 per cent. An article costing 10 cents and selling for \$1 pays a profit of 90 per cent., 10 per cent. being the cost and 90 per cent. the profit. Figure your profits according to the above table, then try if you can figure yourself out of anything.

The following table shows the immense advantage of quick sales. It is based on the careers of four \$100 bills invested in business for the term of ten years at a profit of 20 per cent., and turned over with their respective profits at various intervals. The difference in earning power is almost incredible, but can be easily verified:

\$100 turned every two years at 20 per cent. profit, for ten years .....	\$ 305.18
\$100 turned every year at 20 per cent. profit, for ten years .....	931.50
\$100 turned every six months at 20 per cent. profit, for ten years.....	10,844.16
\$100 turned every three months at 20 per cent. profit, for ten years .....	891,753.50

#### PLUMBER AS A DENTIST.

William Day, a former theatrical manager, who was a traveler on the Kaiser Wilhelm II, landing her passengers last week after a shaky trip, had a tooth loosened by the rough seas. Mr. Day has been a familiar figure in the hotels of Upper Broadway for fifteen years. When he sailed for Southampton he wore two of his front teeth bridged with gold. One of the teeth got loose. He could find no dentist aboard so a joker suggested the ship's plumber.

The patient and a score of his friends found that petty officer in his shop below. The plumber said he could make the bridge solid, and having no gold, suggested bronze. Mr. Day didn't like bronze and proposed a wire cable. They finally compromised on lead. The plumber dropped a piece of molten lead on the tooth, which became as firm as a rock.

Arrived in port, the sea voyager made quick time to a dentist. "That's the best piece of work I ever saw," said the dentist. "I can't remove that lead without pulling your whole face off. You'll have to eat with it until it wears off." Every time Mr. Day opens his mouth now his friends joke him about his "plumbing."

#### LARGE ORDER FOR PIPE.

Congdon & Marshall, Dunnville, have landed one of the best orders secured by a retailer in a small Canadian town for some time. The purchase is of five miles of 2-inch gas piping and the buyers are the Dominion Natural Gas Company, who are extending their mains to nearby towns.



## PLUMBING MARKETS

### QUEBEC.

Office of HARDWARE AND METAL,

232 McGill Street,

Montreal, Jan. 26, 1906.

Plumbing goods are moving much more actively this week, as travelers' orders are coming in with greater regularity. The unseasonable weather, which is disastrous to many lines of business, is really helping the plumbing trade, so that the turnover for this month, in plumbing supplies, will probably result in a record business for January.

There have been no changes in price during the week, and everything remains firm. Supply houses are expecting an early advance in iron pipe. This article has been so firm and so scarce, in some sizes, that a revision of prices has been considered imminent for some time. It is thought that the present figures cannot long be made.

The change in discount on lead pipe, given in our last minute reports last week, has been stiffly maintained, in spite of a weakness in the primary market.

**Range Boilers**—Trade is somewhat

brisker this week. We quote: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28.00. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Although pig lead is easier again this week, pipe is quoted at 15 per cent. discount off list, in keeping with the advance quoted last week in our last minute reports. We quote: 15 per cent. f.o.b. Montreal, Toronto St. John, N.B., and Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—A fairly good demand is reported by local supply houses. We quote the following discounts: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—The feeling that prices will soon be advanced is growing. In the meantime we are quoting: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per

cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—Business is featureless this week. Our quotations are as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—There is nothing new to report in the solder situation. [We still quote as follows: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder), 18c.]

### ONTARIO.

Office of HARDWARE AND METAL,

10 Front Street East,

Toronto, January 26, 1906.

[Increasing stiffness in the metal markets has forced a further advance of 5 per cent. on lead pipe and the ruling discount is now 15 per cent. No other changes have taken place, the market not being a very active one at this season.]

Jobbers, however, report a larger demand for goods than could be expected,

### CATALOG "B"

## PIPE AND STEAM - FITTERS' TOOLS

The Canadian Fairbanks Company

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MONTREAL TORONTO WINNIPEG VANCOUVER

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EVERY HARDWARE STORE  
SHOULD HAVE ONE.

Mailed free on request.

THE CANADIAN FAIRBANKS CO., LIMITED

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the open weather being in a large measure responsible for this condition.

**Lead Pipe**—Another advance of 5 per cent has been made. We quote: Lead, 7c.; lead waste pipe, 8c.; discount, 15 per cent.

**Soil Pipe and Fittings**—The usual demand is reported. Prices are firm. We quote as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Buying is active, with the same prices ruling. We quote as follows: Black, 1-4 inch, \$2.09; 3-8, \$2.09; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch, \$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

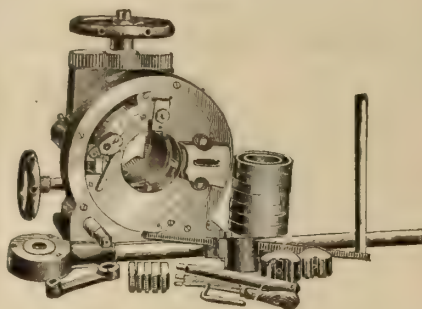
**Iron Pipe Fittings**—Demand continues satisfactory, with prices unchanged. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—A good seasonable trade is being done. Prices continue steady. We quote as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—A good trade is being done at steady prices. We now quote: Bar solder, half-and-half, guaranteed, 23c., and wiping at 20c.

**Enamelware**—Demand continues active because of the continued mild weather. Prices continue stiff. We quote the following prices: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

## Merrell Portable Hand Machines



Nos. 5, 6, 9 and 11

The chasers of these machines can be sharpened by grinding and can readily be replaced by chasers, cutting any style or pitch of thread, either right or left. Power is applied by either crank or ratchet lever to the shaft of the pinion which engages the geared wheel enclosing the dies. The gears are completely housed from dust, and chips are not accessible to any part of the machine to its detriment. No. 9 cuts and threads pipe 2 1/4 to 8 inches inclusive.

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Sole Agents for Canada Limited  
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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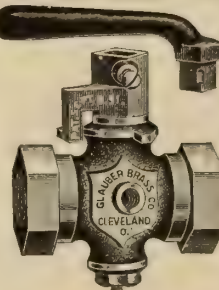
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At the Same Price

Isn't it Best to use the Kind that are

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**5 YEARS 5 YEARS 5**

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**CLAUBER, CLEVELAND, OHIO, U.S.A.**



—buy  
branded  
pipe;  
you're  
sure  
then—

Simply putting the brand on the pipe doesn't make it better pipe—

Unless we put the "better" into the pipe first, we'd not DARE brand it.

That brand, put right into the metal every three feet while the pipe is hot, means we guarantee the pipe's quality.

"Guarantee" means all that it ought to mean to you—and that's a lot.

Maybe you think our prices for P-H pipe show the quality we put in the goods? They don't—

This better pipe costs you just as much as the kind you buy WITHOUT any guarantee—and that the makers aren't sure enough about to brand.

Will you read the book that makes the whole story plain?

Glad to send you a copy as soon as you ask.

Page-Hersey Iron & Tube Co.

GUELPH, - ONTARIO

THIS  
**TRADE MARK**

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**GENUINE ARMSTRONG**



**STOCKS and DIES**

**THE ARMSTRONG MFG. CO.**  
BRIDGEPORT, CONN.



## Ramsay's Paints for 1906



Let us talk to you about it. Many men make good money in Paints—Do you?

**RAMSAY'S PAINTS** demonstrate to you how they do it.

It's easy to build on Ramsay's Paints. The price is right. The Paint is right.

Don't push this aside. Think it up now. Would you like to see one of our salesmen?

You want Ramsay's Paints for 1906.

### A. RAMSAY & SON COMPANY

Est. 1842

MONTREAL

PAINT MAKERS

## FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well.

But the

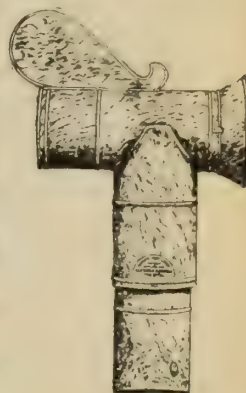
### "ZEPHYR VENTILATOR"

will give a good draft to any chimney.

It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. THE ZEPHYR cannot be excelled for ventilating the rooms of CLUBS, STEAM LAUNDRIES, etc.

"THE ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.



Lachine, June 5th, 1903

The J. W. HARRIS Co., LIMITED, MONTREAL

Dear Sirs,

Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister MARIE PACIFIQUE, GEN. Eco  
Sisters of Ste. Anne

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THE **J. W. HARRIS CO., LIMITED**  
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USE  
**UNITED**  
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and your worries will  
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Used by leading Plumbers  
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Economical,  
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Sales exceed  
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Every Boiler  
Guaranteed.

We also carry large stocks of  
Iron Pipe, Cast and Malleable  
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insuring prompt shipments.

Send us your rush orders  
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**"VICTORIA" IMPROVED  
COAL GRATE**

24 1/2 x 30 1/2. Dump Grate. Double Damper.

**"MADE IN CANADA"**

Take note of it. In your next  
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## Mantel Coal Grates

finished in Oxidized Copper, Brass  
or Dull Black.

Mantel Coal Grates are fast winning  
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Wouldn't you like to sell them?

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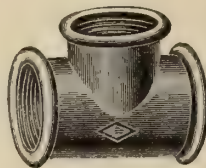
## ACETYLENE

*Generated from  
Shawinigan Carbide is  
Most Economical*

Large Stock in Montreal. Prompt Deliveries.

**THE CONTINENTAL HEAT & LIGHT CO.****MONTREAL**

TRADE MARK  
REGISTERED



## DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The **Oshawa Steam and Gas Fittings Co.**  
Limited

Stocked by all Leading Wholesale Houses.

### SPECIALTIES

Hot Air Furnaces. Sash Weights and Washers.

Fine Grey Iron Castings.

**OSHAWA, - CANADA****Established 1795**

## JOHN SHAW & SONS Wolverhampton, Limited

Branches at:—London, Calcutta, Melbourne, Valparaiso, Havana, Transvaal Colony, Etc.,  
British Columbia.

**GENERAL HARDWARE AND METAL MERCHANTS**

**COIL CHAIN,**  
**BLACK SHEETS,**  
**CANADA PLATES,**  
**TIN PLATES, ETC.**

J. H. ROPER, Representative

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## TO MANUFACTURERS' AGENTS:

HARDWARE AND METAL has inquiries  
from time to time from manufacturers and  
others wanting representatives in the lead-  
ing business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have the  
names and addresses placed on a special list kept for the information of  
inquirers in our various offices throughout Canada and in Great Britain  
without charge.

Address

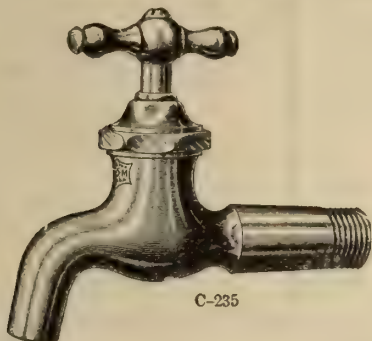
Business Manager

**HARDWARE AND METAL**  
Montreal and Toronto



**MUELLER COMPRESSION WORK**

SPECIAL GRADE BIBB



A compression bibb cap that exerts only a downward pressure on the packing will sooner or later permit a leak at the stem.

The cap on Mueller Compression Bibbs is conical in shape, pressing the packing firmly from all sides against the stem. They make a leak at the top impossible.

Mueller Compression Bibbs are made in standard, extra and special grades, in plain or hose patterns and in all styles of pipe connection. The bibb illustrated is the extra grade, plain pattern S. O. T. style.

All Mueller Bibbs bear the Mueller trade mark and are unconditionally guaranteed.

We also make ground key work and fuller work for plumbers' use. Catalogs upon application.

**H. MUELLER MFG. CO.**

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

Phone No.

Parkdale 1809

Post Office and Telegraph Address

Swansea

**The Dominion Sewer Pipe Co., Limited**

Swansea, Toronto, Ont.

We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior

**VITRIFIED SALT GLAZED SEWER PIPES**

in sizes from 4 inches to 24 inches. Price lists and discounts on application

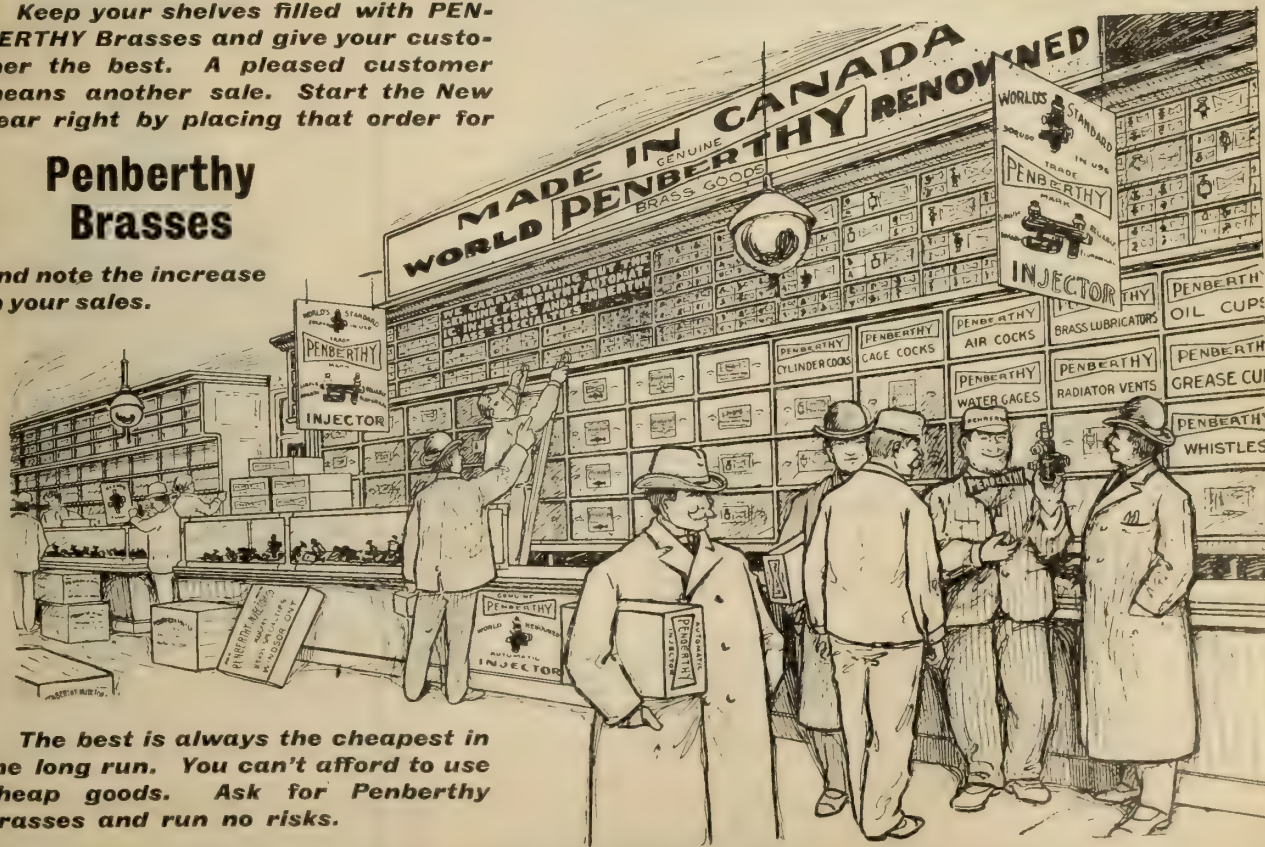
**The Dominion Sewer Pipe Co., Limited**

Works : Swansea, Toronto, Ont.

Keep your shelves filled with **PENBERTHY** Brasses and give your customer the best. A pleased customer means another sale. Start the New Year right by placing that order for

**Penberthy Brasses**

and note the increase in your sales.



The best is always the cheapest in the long run. You can't afford to use cheap goods. Ask for Penberthy Brasses and run no risks.



# SWEAT PADS

ALL LENGTHS  
AND WIDTHS

Send your order in now for  
Spring delivery

H. F. FALKNER

58-60 GEORGE ST.,

TORONTO.

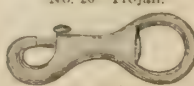
## Covert Mfg. Co.



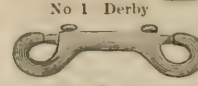
No. 20 Trojan.



No. 1 Derby



No. 50 Swivel



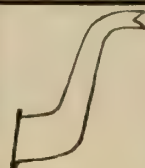
No. 510 Double

TRCY N. Y.

## MACHINE MADE TEA KETTLE SPOUTS

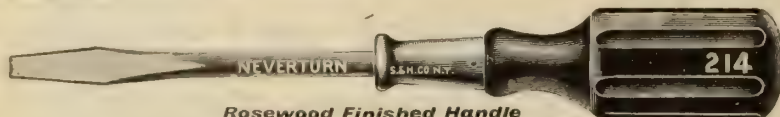
In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes.  
Write for samples and quotation and state quantity required. AGENTS WANTED

ERNEST STEVENS, STOUR WORKS,  
CRADLEY HEATH, ENGLAND



## "NEVERTURN" SCREW DRIVERS

Made of BO RAS-IL steel, with steel ferrule and hardwood handle. They will "NEVER" TURN in the handle, as their name implies.



Rosewood Finished Handle

Ask your dealer or jobber for these goods, or write for Green Book, Carpenters' Section.

SMITH & HEMENWAY CO., Dept. 214, 296 Broadway, NEW YORK

ALLEN C. JENKING & CO., Room 215 Coristine Bldg., MONTREAL.

# FOR SPRINGS,

*made and backed up by a concern with fifty years experience, send your specifications to*

The WALLACE BARNES CO., BRISTOL, Conn.

NEW CATALOG JUST ISSUED

The most light for the least money

## C. G. E. INCANDESCENT LAMPS

LONG LIFE

EFFICIENCY

RELIABILITY

Write for prices and quantity discounts.

CANADIAN GENERAL ELECTRIC CO., LIMITED

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

## HOW LONG! HOW LONG!

How long will you read about the

## METALLIC ASH-SIFTER

before you will enquire about it? Don't you see time is passing by and Metallic Ash-Sifters are being sold in great numbers - by other Hardwaremen?

There is no time like the present for Ordering. Delay no longer. Get in a supply Now.

C. M. CUTTS & CO., Sole Makers, Toronto Junction, Ont.

## Sort Up Your Stove and Heating Stock.

TRY OUR UNEQUALLED

STANDARD OAK

FOR A HEATER.

SOVEREIGN

AS A COOKING RANGE.

Finest Fuel Saving Furnaces in Canada  
Save your coal and wood. Building stoves  
is a science we have mastered. All our lines  
are money makers.

Send direct or ask your nearest jobber.

OTTAWA FURNACE AND FOUNDRY CO.

Limited

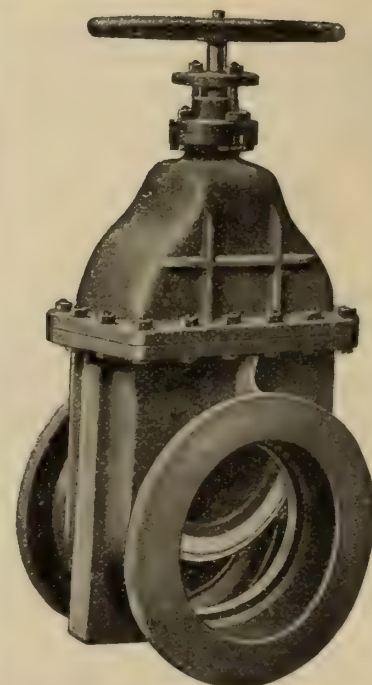
OTTAWA, ONTARIO

## A WORD TO PLUMBERS

Our Pipe Die reduces the labor in  
threading pipes at least one half. Try  
it, it will cost you nothing to try it. We  
secure you against possible loss by our  
offer to return your money on return  
of the die within thirty days, if it is  
not satisfactory. It is surely worth a  
trial on these conditions.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



Kerr's Weber Iron Body Gate Valves

Are recognized as the leading Gate Valves

"MADE IN CANADA."

Every valve is tested and packed before shipment  
Send for Catalog.

The KERR ENGINE CO.,

Manufacturers

Limited

WALKERVILLE, ONT., CANADA



# METALS

MANUFACTURERS OF

DEALERS IN

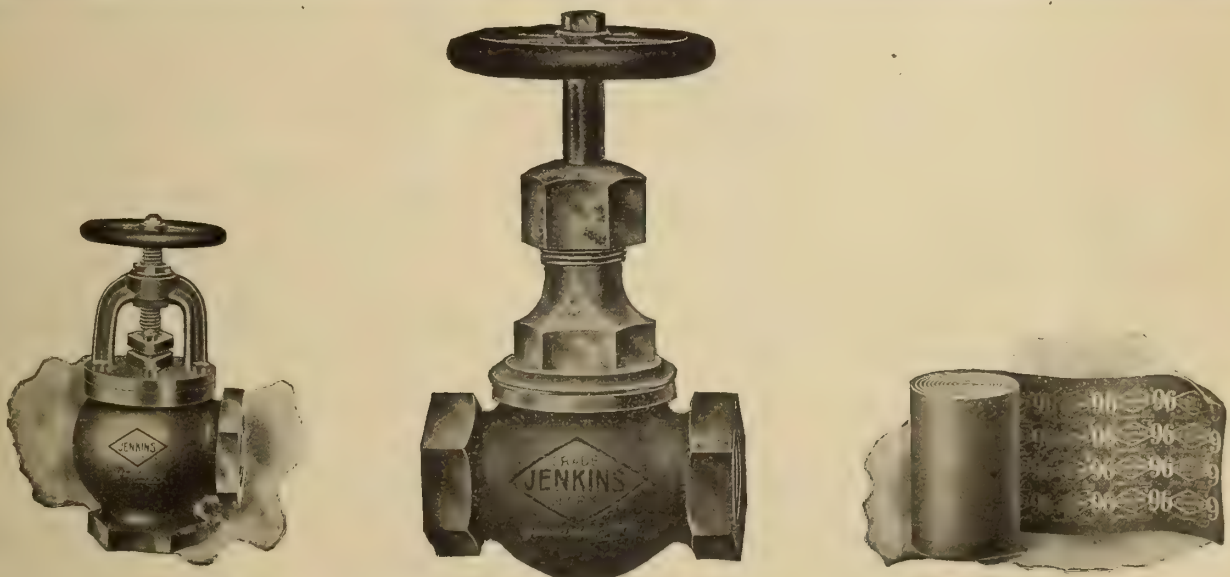
Solder,  
Babbitt,  
Lead Pipe,  
Tin Pipe,  
Fuse Wire,  
Electrical Zincs.

Pig Lead,  
Antimony,  
Copper,  
Pig Tin,  
Aluminum,  
Bismuth.

WRITE US YOUR REQUIREMENTS

## THE CANADA METAL COMPANY

WILLIAM STREET, - TORONTO



Catalogue and discount sheet sent on application.

## JENKINS BROS.

35 High Street,

Boston, Mass.

New York

Philadelphia

Chicago

London, E. C.





## THE NATURO CLOSET AND SEAT

Built on scientific, health-giving principles — nothing but the very best of everything used in their manufacture. These reasons combine to make the NATURO the most popular closet and its seller a prosperous plumber.



## Success Follows

wherever these are introduced. This has been the experience of very many plumbers who have adopted the NATURO Closet in their trade, and can be yours also.

We have a scheme whereby we help build up business for our customers. By putting in a sample line you will become entitled to the same benefit.

**THE  
NATURO  
COMPANY**

**SALEM  
N. J.**

**C. H. MUCKENHIRN**  
PRESIDENT



We manufacture high-grade

# BATHROOM FIXTURES

WHOLESALE—Write for Catalog "B."

**THE CARRIAGE MOUNTINGS CO., LTD., TORONTO**

## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American  
Manufacturers. Correspondence invited from  
firms wishing to be represented.

## BRONZE POWDER AND LIQUID

used by every steam-fitter. Ask your supply houses  
for our goods for best results. Or, if they have not  
got them, write direct to

### R. E. THORNE

768 Craig Street  
MONTREAL

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## OIL AND COLOURMAN'S JOURNAL

for news of the British Oil, Paint, Soap, Varnish  
Chemical and Drysaltery Trades.

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post free. Sample for 10 cents.

### SCOTT, GREENWOOD & CO.

19 LUDGATE HILL

LONDON, ENG

*Are you interested in any of the  
lines that are advertised?*

*A Post Card will bring you price  
list and full information.*

*Don't forget to mention Hard-  
ware and Metal.*



**Mantels,  
Grates,  
Tile, etc.**

A Nice Mantel  
is a fine piece  
of Furniture.

**Batty Stove and Hardware Co.**

182 Adelaide Street West

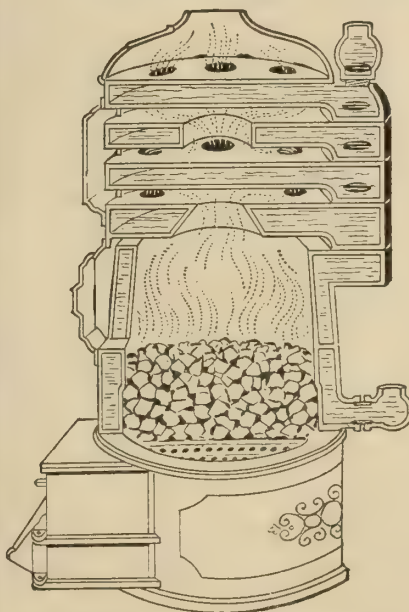
## The Oxford Line of Heating Apparatus

appeals forcibly to the hardware dealer who believes in building up his  
reputation along with his bank account.

It pays well to feature the Oxford lines because they give absolute satis-  
faction to your customer, secure his trade and make him a life-long friend.

Now is the time to talk the

## OXFORD HEATING SYSTEM



if you want brisk business in the  
Spring.

The Oxford ("B" series) Boiler is  
economically and scientifically perfect.  
The improved construction of the fire-  
pot—the upper walls overhang the  
fire—gives the greatest possible heating  
capacity with a minimum consumption  
of fuel.

The triangular revolving grate  
provides an immense air space without  
allowing live coal to fall through. The  
ash-pan is very roomy. Any grate bar  
can be taken out through the ash-pit  
door by removing two outside screws.

The iron-to-iron push nipple connec-  
tions are used throughout and obviate  
the use of gaskets or washers, a fact  
which must appeal forcibly to all  
practical men.

## Oxford Hot Water and Steam Radiators

cannot leak, do not rust, and when used with Oxford Boilers, form a durable,  
efficient, and economical heating system.

Send for handsomely illustrated catalogue, which tells the whole story.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate  
Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges,  
and complete Hotel Kitchen Outfits, Warm Air Furnaces, and all  
kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

## The Gurney Foundry Co., Limited

TORONTO WINNIPEG VANCOUVER

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.



# Think of the Necessity

of always having on hand a supply of our Ready Roofing, Sheathing, Tarred Felts, Building Papers, Wrapping Papers. Our goods are standard. You know that.

"BLACK DIAMOND"



TARRED FELT,

3  
BRANDS  
YOU  
OUGHT  
TO  
TRY

"JOLIETTE" and  
"CYCLONE"

Brands of Sheathing

PARTICULARS SENT WITH PLEASURE

## ALEX. MCARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

82 MCGILL STREET

## CURRENT MARKET QUOTATIONS.

Jan. 26, 1906

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$40 50 \$41 00

#### TINPLATES.

Charcoal Plates—Bright.	Per box.
M.L.S., equal to Bradley—	
I.C. 14 x 20 base	\$6 50
IX 14 x 20	8 00
IXX 14 x 20 base	9 50
Famous, equal to Bradley—	
I.C. 14 x 20 base	6 50
I.X. 14 x 20	8 00
I.X.X. 14 x 20 base	9 50
Raven and Vulture Grades—	
I.C. 14 x 20 base	4 25
I.X. " "	5 00
I.X.X. " "	5 75
I.X.X.X. " "	6 50
"Dominion Crown Best"—Double Coated, Tissue.	Per box.
I.C. 14 x 20 base	5 50
I.X. 14 x 20	6 50
I.X.X. 14 x 20	7 50
Allaway's Best—Standard Quality.	
I.C. 14 x 20 base	4 75
I.X. 14 x 20	5 75
I.X.X. 14 x 20	6 75
Bright Cokes.	
Bessemer Steel—	
I.C. 14 x 20 base	3 75
I.X. " "	4 00
20x28 " "	8 00
Charcoal Plates—Terne	
Duncan or J. G. Grade—	
I.C. 20x28, 112 sheets	7 00
IX. " "	8 50
Charcoal Tin Boiler Plates.	
Cookley Grade	
X.X. 14x20, 50 sheet box	7 00
" 14x20	
" 14x25	
Tinned Sheets.	
72x30 up to 24 gauge	7 50
" 26	8 00

#### IRON AND STEEL

	Montreal.	Toronto
Common bar, per 100 lb.	2 95	2 05
Forged iron " "	2 28	2 43
Reinforced " "	2 40	2 49
Hot-rolled iron " "	2 40	2 40
Hot-rolled steel, 1 1/2 to 3 in. base	2 70	2 75
Single sheet steel " "	2 17 1/2	2 20
Trip steel " "	2 27 1/2	2 30
Best sheet steel " "	0 12	0 12
B. K. Norton & Co.		
" Alpha " high speed	0 65	0 65
" annealed " "	0 70	0 70
" M. Self-hardening " "	0 60	0 60
" J. quality, best warranted " "	0 18	0 18
" I. " warranted " "	0 14	0 14
" C. " " "	0 09	0 09
Jonas & Colver's tool steel	0 10	0 20
" " " "	0 05	0 05
" " annealed " "	0 05	0 05
Chas. Leonard	0 98	0 98
Crucible Steel Co.		
" Rex high speed steel	0 65	0 65
" Self-hardening " "	0 45	0 45
Crucible Special " "	0 16	0 16
" Silver steel " "	0 12	0 12
" Black Diamond " "	0 05	0 05
Thos. Jowett & Sons B.P.L.		
" tool steel annealed " "	10 1/2	10 1/2
Self-hardening " "	15	15
Rapid self-hardening " "	75	75

Sanderson's Crucible steel	0 09	0 09
" Superior " "	0 12	0 13

### BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic " "	0 30
Hercules " "	0 20
Star " "	0 15
No. 1 " "	0 12
No. 2 " "	0 10
No. 3 " "	0 07
No. 4 " "	0 06

Canada Smelting Co., Limited.

Hard Genuine Rabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit " "	0 25
Car Box Babbit " "	0 20
Extra " "	0 15
No. 1 " "	0 12
No. 2 " "	0 07
No. 3 " "	0 05 1/2
Standard Phosphor Tin	0 40

On large orders special discounts given.

### BLACK SHEETS.

	Montreal.	Toronto
14 gauge	2 55	2 55
16 gauge	2 40	2 30
18 " "	2 35	2 35
20 to 24 gauge	2 30	2 50
26 " "	2 30	2 70
28 " "	2 40	2 90

### COPPER WIRE.

Discount, 50 per cent.

### CANADA PLATES.

Ordinary, 52 sheets	2 60
Alu right " "	3 85
Galvanized Canada Plates, 52 sheets	4 10
Ordinary " "	Dom. Crown.
18x24x52	4 25
" 60 " "	4 50
20x28x80	8 50
" 94 " "	9 00

### GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 35	3 35
22 to 24 gauge	3 60	3 75
26 " "	3 85	4 00
28 " "	4 10	4 25
	Apollo.	Queen's Head.
10, oz. (American gauge)	4 15	4 15
28 gauge	4 00	4 00
26 " "	3 85	3 85
24 " "	3 75	3 75
Comet Bell.		
16 to 20 gauge	3 25	3 25
22 to 24 gauge	3 50	3 75
26 " "	3 75	4 00
28 " "	4 00	4 25

Less than case lots 10 to 15c. extra.

### CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" 5-16 " "	5 60	5 60
" 7-16 " "	3 85	3 85
" 9-16 " "	3 70	3 70
" 11-16 " "	3 55	3 55
" 13-16 " "	3 45	3 45
" 15-16 " "	3 35	3 35
" 17-16 " "	3 25	3 25
Halter, kennel and post chains, 40 to 50 per cent.		
Cow ties	40 p.c.	40 p.c.
Tie out chains	65 p.c.	65 p.c.
Stall fixtures	35 p.c.	35 p.c.

Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	(count 40 p.c.)
Jack chain, brass, single and double, discount	

### COPPER.

	Per 100 lb.
Coasting, car lots	20 50
Ingots	
Bars	
Cut lengths, round, 1/2 to 1 in.	26 00
round and square,	
Cut 1 to 2 inches	25 00 26 00
Sheet	
Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00
Braziers' (in sheets).	
4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above " "	0 23

### BOILER AND T.K. PITTS.

Plain tinned. 35 per cent. off list.

Spun	
BRASS.	
Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 23 1/2

	7 25	7 50
Foreign, per 100 lb.		
Domestic " "	7 00	7 25

	8 00	8 00
5-cwt. casks		
Part casks	8 25	8 25

	4 60	4 80
Imported Pig, per 100 lb.		
Bar		
Sheets, 2 1/2 lb. sq. ft., by roll	0 05 1/2	0 05 1/2
Sheets, 3 to 6 lb.	0 05 1/2	0 05 1/2
NOTE.—Cut sheets 1/2 per lb., extra.		
by the roll, usual weights per yard, lists at 7c.		
per lb. and 35 p.c. dis. f.o.b. Toronto.		
NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.		

	0 15 1/2	0 15 1/2
Cookson's		

	0 15 1/2	0 15 1/2
Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Net list. Prices are f. o. b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.		

### PLUMBING GOODS

	6 00
BATH TUBS.	
Zinc	
Copper, discount 20 per cent. off revised list.	

	17 15	17 15
Standard Ideal Enameled.		
Plate E I, Fittings extra 1st quality Special		
4 and 1/2 ft. 3 in. rolled rim	\$19 15	17 15
5 feet	20 15	18 15
6 " "	21 65	19 65
5 " "	24 40	22 40

	18 65	16 65
Plate E II		
5 feet	21 " "	20 15
5 1/2 " "	21 " "	20 15

	39 p.c.	30 & 5 p.c.
LAVATORIES.		
1st quality. Special.		
Plate E 100 to E 103	39 p.c.	30 & 5 p.c.
E 104 to E 132	30 & 5 p.c.	40 p.c.
Sinks 13 x 30 in. flat rim, A quality	2 55	2 40

	Per 100 feet.
Black pipe—	
1 inch	2 75
" "	2 09
" "	2 09
" "	2 43
" "	3 05

	Per 100 feet.
Black pipe—	
1 inch	4 37
" "	5 96
" "	7 15
" "	9 54

	2 91	2 91
Galvanized pipe—		
1 inch		
" "	3 27	4 20
" "	6 12	8 22
" "	8 22	9 86
" "	13 14	13 14

	15 per cent.
Lead Pipe discount	
Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.	
Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.	

### PLUMBERS' BRASS GOODS.

	57 1/2 p.c.
Standard Compression work, dis.	
Cushion work, discount 50 and 10 p.c.	
Fuller work, discount 60 p.c. on large sizes and 65 on small sizes.	
12 dozen lots and over of the above, extra discount 10 per cent.	
Lever handle Stops and Waste, discount 60 per cent. Within lots of 12 dozen and over an extra discount of 10 per cent.	
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.	
Standard Globe, Angle and Check Valves, discount 60 per cent.	
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.	
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.	
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.	
Weber's (Kerr) patent straightway gate valves, brass, discount 47 1/2 per cent.	
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.	
J.M.T. Radiator Valves discount 55 per cent.	
Standard Radiator Valves, discount 65 per cent.	

	75 per cent.
Patent Quick-Opening Valves, discount	

	1 75	1 90	2 35	2 50
No. 1 compression bath cock				
No. 4 " "				
No. 7 Fuller's " "				
No. 43, " "				

	\$15.	2 25	\$25.00
Patent Compression Cushion, basin			
cock, hot and cold, per doz.			
Patent Compression Cushion, bath			
cock, No. 2208			
Square head brass cocks, discount 65 per cent			
" " iron " "			
Thompson Smoke-test Machine			

	22 00	24 00	28 00
Copper, 30 gallon			
" 35 " "			
" 40 " "			
Discount off copper boilers 15 per cent.			

	Capacity.	Standard.	Extra heavy
Gals.			
12	4.50	6.50	
18	4.75	6.75	
24	4.75	6.75	
30	4.75	7.50	
35	6.00	8.50	
40	7.00	9.50	
52	11.00	14.00	
66	18.00	20.00	
82	21.00	24.00	
100	29.00	34.00	
120	34.00	40.00	
144		55.00	







# A Profitable Investment

is made when you lay in a stock of Paterson's Building Papers and Wire Edged Ready Roofing. These goods have the Quality and Reputation that make them popular with your customers.

## The Paterson Mfg. Co., Limited Toronto and Montreal.

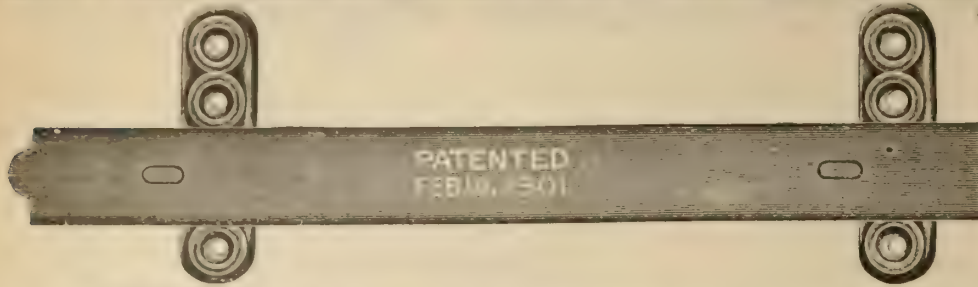
CONDUCTOR PIPE.		101 to 105.....	24 00	HOES.		Padlocks.	
Plain or Corrugated.		110 to 110.....	27 50	Garden, Mortar, etc., discount 60 per cent.		English and Am..... per doz. 0 50	
2-inch.....	per 100 feet	For less than 100 feet of one size, pane		Planter..... per doz. 4 00		Eagle, discount 20 to 25 per cent.	
4 ".....	"	list less 33 1/2% Terms 90 days net 2 1/2 30 days.		<b>HOLLOW WARE</b>		<b>MACHINE SCREWS.</b>	
5 ".....	"	<b>GAUGES.</b>		Tinned cast, 35 per cent.		Iron and Brass.	
<b>COPPER AND NICKEL WARE.</b>		Marking, Mortise, Etc.		<b>HOOKS.</b>		Flat head, discount 25 per cent.	
Copper boilers, kettles, teapots, etc., 45 per cent.		Stanley's discount 50 to 55 per cent.		Cast Iron.		Round head, discount 20 per cent.	
Copper pails, 35 per cent.		<b>Wire Gauges.</b>		Bird cage..... per doz. 0 50		<b>MALLETS.</b>	
<b>CRADLES, GRAIN.</b>		Winn's, Nos. 26 to 33..... each 1 65		Clothes line, No. 61..... " 0 00		Tinmiths'..... per doz. 1 25	
Canadian, discount 20 to 25 per cent.		Gillett's Powdered Lye.		Harness..... " 0 60		Carpenters', hickory, " 1 25	
<b>CROSSCUT SAW HANDLES.</b>		1-case, \$3.70; 3-case, \$3.60; 5-case and over \$3.50.		Hat and coat..... per gro. 1 10		Lignum Vitae..... " 3 85	
S. & D., No. 3.....	per pair	<b>HEAD HALTERS.</b>		Chandelier..... per doz. 0 50		Caulking, each..... 0 60	
S. & D., " 5.....	"	Jute Rope, 3/4-inch..... per gross 9 00		<b>Wrought Iron.</b>		<b>MATTOCKS.</b>	
S. & D., " 6.....	"	Leather, 1-inch..... per doz. 4 00		Wrought hooks and staples Canadian discount 60 per cent.		Canadian..... per doz. 5 50	
Boynton pattern.....	"	Web..... " 2 45		<b>Wire.</b>		<b>MEAT CUTTERS.</b>	
<b>DOOR SPRINGS.</b>		<b>HAMMERS.</b>		Hat and coat, discount 62 1/2 per cent.		German, 15 per cent.	
Torrey's Rod.....	per doz.	Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.		Belt..... per 1,000..... 0 60		American discount, 3 1/2 per cent.	
Coil, 9 to 11 in.....	"	<b>Tack.</b>		Screw, bright, discount 62 1/2 per cent.		Gem..... each..... 1 15	
English.....	"	Magnetic..... per doz. 1 10		<b>HORSE NAILS.</b>		<b>MILK CAN TRIMMING.</b>	
<b>DRAW KNIVES.</b>		Canadian..... per lb. 0 07		'C' brand, 40, 10 and 7 1/2 per cent. off list { Oval head		Discount 25 per cent.	
Coach and Wagon, discount 70 per cent. new list.	English and Canadian, per lb. 0 22		M.R.M. Co. brand, 55 per cent.		<b>NAILS.</b>		
Carpenters' discount 70 per cent.	<b>Ball Peen.</b>		'Monarch,' 50 and 7 1/2 per cent.		2d.....	3 80	
<b>DRILLS.</b>		English and Canadian, per lb. 0 25		'Peerless' 50 per cent. dia.		3d.....	2 95
Hand and Breast.		<b>HANDLES.</b>		<b>HORSESHOES.</b>		4 and 5d.....	2 70
Millar's Falls, per doz., net list.		Axe, 2nd growth, per doz. net 3 00		F.O.B. Montreal 3 65		6 and 7d.....	2 60
<b>DRILL BITS.</b>		Store door..... per doz. 1 00		Add 15c. Toronto, Hamilton, Guelph.		8 and 9d.....	2 45
Standard, discount 50 and 5 to 55 per cent.		<b>Fork.</b>		<b>JAPANNED WARE.</b>		10 and 12d.....	2 40
<b>FAUCETS.</b>		C. & B., discount 40 per cent., revised list.		Discount 50 per cent.		16 and 20d.....	2 35
<b>EAVETROUGHS.</b>		C. & B., discount 40 per cent., revised list.		<b>PICKS.</b>		30, 40, 50 and 60d (base).....	2 30
10-inch..... per 100 ft. 1 00		<b>Saw.</b>		Star..... per doz. 3 00		F.o.b. Montreal, Toronto 10c. higher.	
<b>ELBOWS (stovepipe.)</b>		American..... per doz. 1 00		<b>KEYS.</b>		Steel cut nails 10c. extra.	
5 and 6-inch, common..... per doz. 1 32	<b>Plane.</b>		Lock, Canadian dis. 40 to 40 and 10 per cent.		Miscellaneous wire nails, discount 75 per cent.		
7-inch.....	"	American..... per gross 3 15		Cabinet trunk and padlock		Coopers' nails, discount 30 per cent.	
Polished, 15c. per dozen extra.	<b>Hammer and Hatchet.</b>		American..... per gross..... 0 60		<b>NAIL PULLERS.</b>		
<b>ENAMELLED WARE.</b>		Canadian, discount 40 per cent.		<b>KNOBES.</b>		German and American.....	85
White, Princess, Turquoise, Blue and White discount 50 per cent.		<b>HANGERS.</b>		Door, japanned and N.P., per doz..... 1 50		No. 1.....	85
Diamond, Famous, Premier, discount 50 and 10 per cent.		Steel barn door..... 8 00		Bronze, Berlin..... per doz. 2 75		No 1573.....	75
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.		Sterns, 4-inch..... 4 50		Bronze, Genuine..... " 6 00		<b>NAIL SETS.</b>	
Premier steel ware, 40 per cent.		Zenith..... 9 00		Shutter, porcelain, F. & L. screw..... 1 30		Square, round and octagon, per gross.....	3 38
" Star" decorated steel and decorated white, 25 per cent.		Atlas, No. 0..... 5 00		White door knobs..... per doz. 2 00		Diamond.....	1 00
<b>ESCUTCHEONS.</b>		Atlas, No. 1..... 5 50		<b>HAY KNIVES.</b>		<b>POULTRY NETTING.</b>	
Discount 50 and 10 per cent., new list		Perfect, No. 1..... 8 00		Net prices.		2-in. Mesh, 19 w.g., dis. 60 per cent.	
<b>ESCUTCHEON PINS.</b>		New Milo..... 11 00		<b>LAMP WICKS.</b>		2-in. Mesh 16 w.g. 60 per cent.	
Iron, discount 40 per cent.		Steel, covered..... 4 00		Discount, 60 per cent.		Smaller than 2 in. dis. 55 per cent.	
<b>FACTORY MILK CANS.</b>		" track, 1 x 3-16 in (100 ft)..... 3 75		<b>LADDERS, EXTENSION.</b>		<b>OAKUM.</b>	
Discount off revised list, 40 per cent.		" 1 1/2 x 3-16 in (100 ft)..... 4 75		Wagoner Extension Ladders, dis. 40 per cent.		U. S. Navy..... per 100 lb. ....	6 75
<b>FILES AND RASPS.</b>		<b>HARVEST TOOLS.</b>		<b>LANTERNS.</b>		Plumbers..... ".....	3 00
Great Western..... 70 and 10 per cent.		Discount 60 per cent.		Cold Blast..... per doz. 4 50		<b>OILERS.</b>	
Arcade..... 70 " 10 "		S. & D. lawn rakes, Dunn's, 40 off.		No. 3, "Wright's"..... " 8 50		McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.....	10 00
Kearney & Foot..... 70 " 10 "		sidewalk and stable scrapers, 40 off.		Ordinary, with O burner..... " 4 00		Davidson oilers, discount 40 per cent.	
Dixson..... 70 " 10 "		Maple Leaf and Premiums saw sets, 40 off.		Dashboard, cold blast..... " 9 00		Zinc and tin, discount 50, 50 and 10 per cent.	
American..... 70 " 10 "		saw swages, 40 off		No. 0..... " 5 75		Copper..... per doz. 1 25	
J. Barton Smith..... 70 " 10 "		<b>HATCHETS.</b>		Japaning, 50c. per doz. extra.		Brass..... " 1 50	
McClellan..... 70 " 10 "		Canadian, discount 40 to 42 1/2 per cent.		<b>LAWN MOWERS FOR 1906.</b>		Malleable, discount 25 per cent.	
Eagle..... 70 " 10 "		Shingle, Red Ridge 1, per doz..... 4 40		Woodyatt 12 to 20-in. cut..... \$3 95 to \$5 00		<b>GALVANIZED PAIRS.</b>	
Nicholson, 60 and 10 to 60, 10 and 5 "		2, "..... 4 85		Star, 12 to 16-in cut..... 2 75 to 3 05		Dufferin pattern pails, discount 45 per cent.	
Royal..... 70 to 75 "		Barrel, Underhill..... 5 00		Daisy, all sizes..... " 2 50		Flaring pattern, discount 45 per cent.	
Close..... 70 to 75 "		<b>HAT ENAMEL.</b>		Woodvatt, ball bring, 12 to 20-in 5 60 to 7 45		Galvanized washtubs, discount 45 per cent.	
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		Henderson & Potts "Anchor Brand"		Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.		<b>PIECED WARE.</b>	
Jowitt's, English list, 25 to 27 1/2 per cent.		<b>HINGES.</b>		Maxwell Ball Bearing		Discount 40 per cent off list, June, 1899.	
Nicholson File Co. a "Simplicity" file handle, per gross 85c. to \$1.50		Blind, Parker's, discount 60 per cent.		1 1/2 in wheel, size 21, 23, 25..... 14 00		10-qt. flaring sap buckets, discount 40 per cent.	
<b>GLASS.</b>		Heavy T and strap, 4-in., per lb..... 0 06 1/2		1 3/4 in. ball bearing 12 to 20..... 5 50		6, 10 and 14-qt. flaring pails dis. 40 per cent.	
Window. Box Price.		" " 5-in., "..... 0 06 1/2		9 in. 3 or 4 knives..... 2 75		Creamer cans, discount 40 per cent.	
Size United	Star	" " 8-in., "..... 0 06 1/2		10 in. high wheel..... 3 75		<b>PICKS.</b>	
Inches.	Per	" " 10-in., "..... 0 05 1/2		8 in open wheel, 3 and 4 knives, all sizes. \$2 50 and \$2 60.		Per dozen.....	6 00
Under 26.....	\$4 25	Light T and strap, discount 65 and 5 per cent.		<b>LEMON SQUEEZERS.</b>		Porcelain head..... per gross 1 35	1 50
26 to 40.....	4 65	Screw hook and hinge -		Porcelain lined..... per doz. 2 20		Brass head.....	0 40
41 to 50.....	5 10	6 to 70 in..... per 100 lb. ....		Galvanized..... " 1 87		<b>PICTURE NAILS.</b>	
51 to 60.....	5 35	12 in up.....		King, wood..... " 2 75		Tin and gilt, discount 75 per cent	
61 to 70.....	5 75	Spring, No. 20, per gro pairs.....		King, glass..... " 4 00		<b>PINE TAR.</b>	
71 to 81.....	6 25	Spring, Woodyatt pattern, per gro. No. 5,		All glass..... " 0 50		1/2 pint in tins..... per gross.....	7 80
81 to 95.....	7 60	\$17.50 No. 10, \$18; No. 20, \$10.80; No.		<b>LOCKS.</b>		.....	9 60
96 to 99.....	15 00	120, \$20; No. 51, \$10; No. 59, \$27 50		Canadian, 0 to 50 and 10 per cent.		<b>PLANES.</b>	
100 to 100.....	20 50			Russell & Erwin, steel rim, per doz.		Wood bench, Canadian discount 40 per cent.	
				Cabinet.		American discount 50 per cent.	
				Eagle, discount 30 per cent.		Wood, fancy Canadian or American 3 1/2 40 per cent	







# STORM KING TRACK LIKE THE STORM KING HANGER



MADE BY  
**SAFETY DOOR HANGER CO.,**

is the most popular Flexible Hanger Track made in Canada. Popular because it surpasses all others in quality and workmanship.

The discriminating buyer specifies  
"Storm King" Brand—the Perfect Track.

Every piece stamped "Genuine Storm King" with our name.

Ask Your Jobber

**Hamilton, Canada**



## Walker's Quick and Easy Meat and Fruit Juice Press

Made to clamp to the table or hold in the hand. They are made in three sizes and three styles of each size; capacity, one-half pound of meat at a press full.

As all the juice is out as soon as screwed down, several pounds can be pressed in short space of time. The real capacity is equal to others of larger and more expensive prices.

**ERIE SPECIALTY CO., ERIE, PA., U.S.A.**

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Summers, John, & Son, Stalybridge, Eng.  
Thompson, B. & S. H. & Co., Montreal.**Metal Lath.**

Metallic Roofing Co., Toronto.

**Metal Polish, Emery Cloth, etc.**Solarine Company, Chicago.  
Oakley, John, & Sons, London, Eng.**Mop Wringers and Buckets.**

Eagle Cooperage Works, Circleville, O.

**Nails and Spikes.**

Montreal Rolling Mills, Montreal.

**Paints, Oils, Varnishes and Glass.**Canada Paint Co., Montreal.  
Consolidated Plate Glass Co., Toronto.  
Fenner, Fred, & Co., London, Eng.  
Francis-Frost Co., Toronto.  
Henderson & Potts Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. O., & Co., Montreal.  
Lewis, Rice & Son, Toronto.  
Luxfer Prism Co., Toronto.  
McArthur, Cornelle & Co., Montreal.  
McCaskill, Dougall & Co., Montreal.  
Montreal Rolling Mills, Montreal.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works  
Windsor, Ont.  
Martin-Senour Co., Chicago.  
Thorne, W. H., St. John, N.B.  
Winnipeg Paint and Glass Co., Winnipeg**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**Borden Co., Warren, Ohio.  
Canada Brass Rolling Mill, Toronto.  
Canadian Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gurney Foundry Co., Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Jenkins Bros., Boston, Mass.  
Lewis Rice & Son, Toronto.  
Merrell Mfg. Co., Toledo, Ohio.  
Montreal Rolling Mills, Montreal.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Mueller, H., Mfg. Co., Decatur, Ill.  
Nature Co., Salem, N.J.  
Oshawa Steam & Gas Fitting Co., Oshawa  
Page-Hersey Iron & Tube Co., Guelph.  
Stairs, Son & Morrow, Halifax, N.S.  
Standard Ideal Sanitary Co., Port Hope.  
United Brass Mfg. Co., Cleveland, Ohio.  
Utica Drop Forge & Tool Co., New York.**Portland Cement.**Canadian Portland Cement Co., Toronto  
Grey & Bruce Portland Cement Co., Owen Sound.  
Hanover Portland Cement Co., Hanover, Ont.  
Hyde, F., & Co., Montreal.  
Imperial Cement Co., Owen Sound.  
Thompson, B. & S. H. & Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.**Poultry Netting.**

Greening, B., Wire Co., Hamilton, Ont.

**Roofing Supplies.**Jenking, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Pateron Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.  
Winnipeg Paint & Glass Co., Winnipeg**Saddlery & Harness Furniture**

Falkner, H. F., Toronto.

**Saws.**Atkins, E. C., & Co., Indianapolis, Ind.  
Lewis Bros., Montreal.  
Spear & Jackson, Sheffield, Eng.**Saws—Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Hack Frames.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Power Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Kitchen.**

Diamond Saw &amp; Stamping Works, Buffalo

**Scales.**Canadian Fairbanks Co., Montreal.  
New Warren Scale Co., Montreal.**Screws, Nuts, Bolts.**Canada Foundry Co., Toronto.  
Montreal Rolling Mills Co., Montreal.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.**Sewer Pipes.**Canadian Sewer Pipe Co., Hamilton  
Hyde, F., & Co., Montreal.**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Silverware.**

Round, John, &amp; Son, Sheffield, Eng.

**Skates, Etc.**Fisher, A. D., Co., Toronto.  
Starr Mfg. Co., Dartmouth,**Stable Fixtures.**Greening, B., Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls**Steel Rails.**Jackson, O. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Stoves and Tinware, Radiators, Furnaces, etc.**Canadian Heating & Ventilating Co., Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Dieckmann, Ferdinand, Cincinnati.  
Gurney Foundry Co., Toronto.  
Hobbs Hardware Co., London, Ont.  
Harris, J. W., Co., Montreal.  
Joy Mfg. Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
Metal Stamping Co., Jackson, Mich.  
Moffat Stove Co., Weston, Ont.  
Ottawa Furnace and Fdy. Co., Ottawa.  
Pease Foundry Co., Toronto.  
Perfection Safety Furnace Pipe Co., Toronto.  
Smart, Jas., Mfg. Co., Brockville, Ont.  
Stewart, Jas., Mfg. Co., Woodstock, Ont.  
Taylor-Forbes Co., Guelph, Ont.  
Walker Steel Range Co., Grimsby, Ont.  
Wright, E. T., & Co., Hamilton.**Tacks.**Montreal Rolling Mills Co., Montreal.  
Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.**Typewriters and Supplies.**

United Typewriter Co., Montreal.

**Wall Coating.**Alabastine Co., Paris, Ont.  
Winnipeg Paint & Glass Co., Winnipeg.**Washing Machines, etc.**Dowswell Mfg. Co., Hamilton, Ont.  
Taylor Forbes Co., Guelph, Ont.**Wholesale Hardware.**Birkett, Thos., & Son Co., Ottawa.  
Caverhill, Learmont & Co., Montreal.  
Frothingham & Workman, Montreal.  
Hobbs Hardware Co., London.  
Howland, H. S., Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Stairs, Son & Morrow, Halifax, N.S.**Window and Sidewalk Prisms.**Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.**Wire Springs.**Guelph Spring Axle Co., Guelph, Ont.  
Henderson, J. A., Montreal.  
Wallace-Barnes Co., Bristol, Conn.**Wire, Wire Rope, Cow Ties****Fencing Tools, etc.**American Steel and Wire Co., New York, Montreal, Chicago.  
Cutts, C. M., Toronto Junction.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
Montreal Rolling Mills Co., Montreal.  
Munro Wire Works, Winnipeg.  
Oneida Community, Niagara Falls.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F. & Co., Montreal.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.**Woodenware.**Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Waggoner Ladder Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.  
McArthur, Alex., & Co., Montreal.



# Prizes Offered for Articles on Store Arrangement and Interior Display

In answer to many requests for plans showing the architecture of hardware stores, the arrangement of counters, silent salesmen, display tables, office, shelving, etc., and novel methods of interior display, **HARDWARE AND METAL** has decided to offer a prize for competition by hardware merchants, travelers and clerks for articles describing the best known plans for the arrangement of store interiors and display of goods on the walls or floors of hardware stores. In accordance with the above and the conditions named below the following prizes are, therefore, offered :

**First Prize, \$10.00**  
and \$2.00 for every article considered worthy of publication.

## CONDITIONS

1. Articles should contain from 500 to 1,000 words and be written on one side of paper only.
2. Drawings of floor plans, etc., must accompany each article and photographs should also be sent wherever possible.
3. Prizes will be awarded on the basis of 60 per cent. for the reading matter and 40 per cent. for the illustrations. Novel ideas used for displaying any one line of goods will also be considered in making the award.
4. The competition closes March 1, 1906, and the prize winning article will be published in the Special Spring Trade Number of **HARDWARE AND METAL**, on March 24.

NOTE.—No hardware merchant or clerk should refrain from competing because of supposed inability to send proper drawings of floor plans showing the arrangement of counters, shelving, etc., or any stand or contrivance for displaying goods. Wherever necessary our artist will touch up the drawings and make them suitable for publication.

Address all articles, etc., to

**"INTERIOR DISPLAY COMPETITION"**

**HARDWARE AND METAL,**

10 Front St. East, **TORONTO**

**E. T. WRIGHT & CO.**  
HAMILTON, ONT.



MILK CANS,  
MILK CAN TRIMMINGS,  
SAP BUCKETS,  
SAP SPOUTS,  
DAIRY PAILS,  
STRAINER PAILS, etc.

**Still  
Another  
New  
Revolver**

**"H. & R. DOUBLE ACTION MODEL 1905"**

*Small Frame—32 Caliber—5 Shot*

Following the announcement of our Model "1904" we are now ready to supply this new revolver, conforming closely in frame and stock to the lines of our well known "H. & R. Premier."

**Harrington & Richardson Arms Co.,**  
Worcester, Mass., U.S.A.

Makers of  
H. & R. Single Guns

Catalog on Request

**MODEL  
"1905"**





## BACKED BY A GUARANTEE

When you deal in

### ROBERTSON'S BABBITTS

you are protected by the guarantee of a firm with many years' experience, and a national reputation. If you choose any of our standard lines, you are

### SURE TO BE SATISFIED

We absolutely guarantee that our anti-friction metals cannot be excelled in quality at their respective prices. Always look for our registered trade marks.

WRITE FOR OUR PRICES

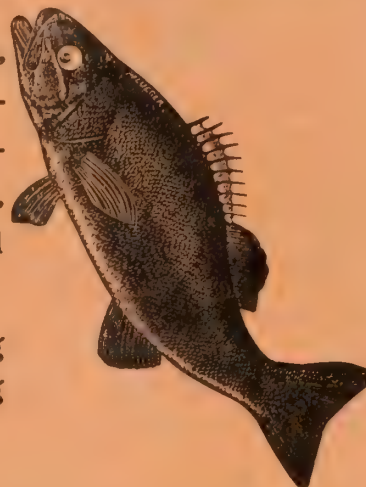
The James Robertson Co.  
LIMITED  
MONTREAL  
TORONTO  
WINNIPEG  
ST. JOHN, N.B.

"MONARCH"  
"KING"  
"FLEUR de LIS"  
"THURBER"  
"PHILADELPHIA"  
"CANADIAN"

## PFLUEGER'S Fishing Tackle

Hooks, Flies,  
Trolls, Spin-  
ners, Phan-  
toms, Reels,  
Furnished  
Lines.

Everything  
in Fishing  
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.  
AKRON, Ohio, U.S.A.



## HOLLOW-WARE

PRESSED,  
STAMPED, and  
MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.  
LLANELLY, WALES

## LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—48 Lime St.

New York City Branch—220 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.





TRADE MARK

Est. 1886. Ino. 1905.

**Black Diamond File Works**  
**G. & H. Barnett Company**  
 PHILADELPHIA

Twelve Medals

TRADE MARK

**Awarded**  
 By **JURORS** at  
**International Expositions**  
**Special Prize**  
 Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK

**WALTER GROSE, Montreal, SELLING AGENT FOR THE DOMINION.**

**Belgian Window Glass, "COMET" BRAND**  
**Billets**

**Colored and Fancy Glass**  
**Frosted Glass**  
**Chances' Figured Rolled,**  
**Muffled and Cathedral Glass**

*We are prepared to name you low prices and discounts on your requirements. Write us with your specifications.*

**B. & S. H. THOMPSON & Co.**  
 LIMITED

53 St. Sulpice Street, MONTREAL

**"Redstone"**

**High Pressure**  
**Sheet Packing**

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.**  
**of TORONTO, LIMITED**

HEAD OFFICES,

**47 Yonge Street, Toronto.**

Branches: Montreal, Winnipeg, Vancouver.

**SADLER & HAWORTH**

**LEATHER**

**BELTING**

**When a**  
**Leather Belt**

is not satisfactory it is a costly nuisance. You can't afford to make mistakes. You run no risk when you buy our brands.

Extra  
Diamond

Standard  
Agricultural

**Montreal, Toronto.**



CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain, United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 3, 1906

NO. 5.

**E. MURKINSON'S**

CARVERS  
CASED GOODS  
TABLE CUTLERY

TRADE MARKS  
THE MURRAY  
THE INVICTA  
EL DORADO  
CAMBRIDGE & CO.  
ENGLAND  
SHEFFIELD

BUTCHERS'  
HUNTING &  
POCKET KNIVES

**CUTLERY.**

FOR SALE BY LEADING WHOLESALE HOUSES

## EVERY SHEET BRANDED

Unscrupulous dealers have been known to ship out bundles with a sheet of "Queen's Head" on top and cheap unbranded sheets inside. Every sheet of "Queen's Head" and "Fleur de Lis" is branded and the quality guaranteed

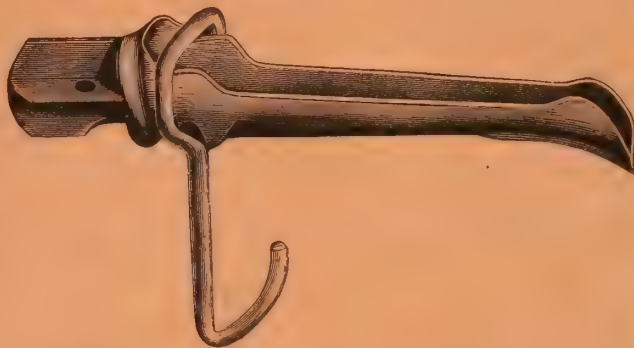
JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.

ORDER THEM SURE



Sap  
Spouts



Tree Pruners

You know the satisfaction that our manufactures give. Then ask your jobber for the Taylor-Forbes "make."

Have you a copy of our Catalogue?

# Taylor-Forbes Company, Limited

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

Branch:

21 Richmond St. W., Toronto, Ont.

Head Office and Works:

Guelph, Ont.

Branch:

9 De Bresoles St., Montreal, Que.

See Classified List of Advertisements on Page 71.



# HOUSEHOLD GOODS

## Washing Machines

Dealers will find it to their advantage to carry a few of the standard machines in stock. We carry the

**DOWSWELL  
SNOWBALL  
and  
NEW CENTURY** \* **WASHERS**



## Clothes Wringers

**W  
R  
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G  
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S**

**AJAX  
LEADER  
ROYAL CANADIAN  
RIVAL  
ROYAL  
LAUNDRY**

**W  
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S**

## WRINGERS

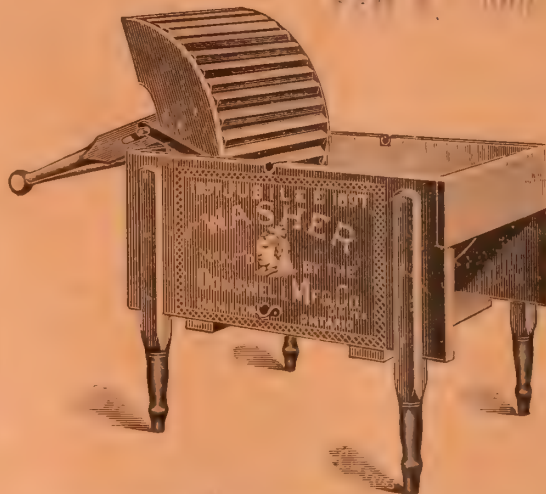


**CARPET SWEEPER**

## Grand Rapids Carpet Sweepers

Do you sell these sweepers?  
You should!

They sell easier, are guaranteed, and give general satisfaction.



**WASHING MACHINES**



**CARPET SWEEPER**

## BISSELL'S CYCO BEARINGS

Reduce the friction.  
Run easier.  
Make no noise.  
Raise no dust.  
Require no oiling.  
None better.

**WRITE FOR PRICES**

**RICE LEWIS & SON**  
**LIMITED**  
**TORONTO.**





## Improved Steel Wire

# Trace Chains

*Every Chain Guaranteed.  
Gives Universal Satisfaction.*

**The B. Greening Wire Co.**  
Limited

Hamilton, Ont.

Montreal, Que.

GET OUR PRICES ON

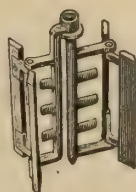
## REVOLVERS

**Harrington & Richardson. Iver Johnson**  
Sizes 22—32—38 Calibre

**Hammerless**

Never out of style. Always up to date.  
The best is what you want.

**THOS. BIRKETT & SON CO.,**  
LIMITED  
**OTTAWA, ONT.**



**"AMERICAN"**

(2 in 1)

## TWIN FREEZERS

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer Something entirely new. Never done before.

ASK YOUR JOBBER FOR THEM.  
SEND FOR NEW FREEZER BOOK.

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.

**"LIGHTNING"**



**"GEM"**

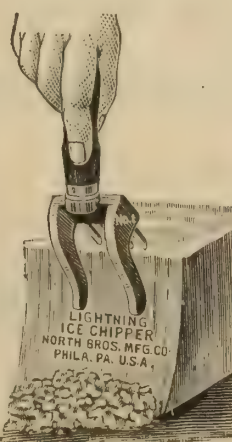


**"BLIZZARD"**

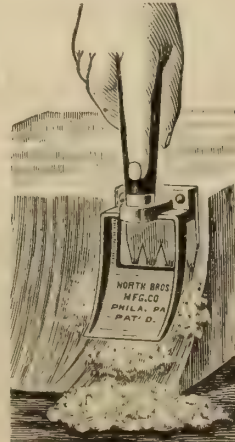


**THE BEST ICE CREAM FREEZERS** in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

**THE ONLY FREEZERS MADE** having Cedar Pails with Electric Welded Wire Hoops Cans of Heavy Tin with Drawn Steel Bottoms, Automatic Tin Scrapers.



**"LIGHTNING"**  
ICE CHIPPERS



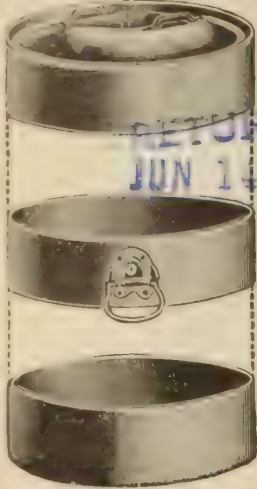
**"CROWN"**  
ICE CHIPPERS



**"GEM"**  
ICE SHAVE



# Davidson's Milk Can Trimmings



## IN COMPLETE SETS

"Broad Hoop" Pattern—Composed of the following: 1 Broad Hoop Bottom, 1 Cover, 1 Centre Hoop 6 inches wide, 20 gauge, 1 Broad Top Hoop, 1 pair Cover Handles, 1 pair Side Handles.

## and Milk Cans with Broad Hoop Patent Roll Rim Bottoms

are in great demand and their general popularity is increasing yearly.

They give satisfaction to users and dealers alike.

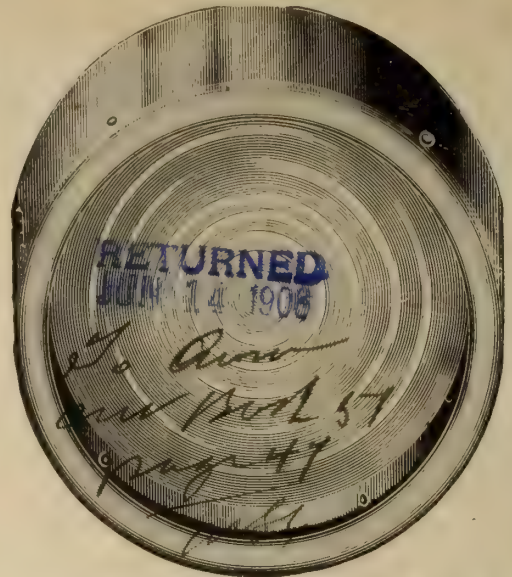
## IMPORTANT

The best mechanical skill obtainable is utilized to make Davidson's Milk Can Trimmings perfect in even the smallest details.

**Write for Price List.**

**THE THOS. DAVIDSON MANUFACTURING CO., Limited**

*Montreal and Winnipeg*



Heavy Rolled Edges make our PATENT BOTTOMS doubly durable and waggon and factory floor protectors.

**Some customers do not like to send us small orders. That's a mistake. We take them, large or small. We are waiting for your order now.**

# M. & L. Samuel, Benjamin & Co.

have removed their offices and warehouse to 54-56-58 Front West.

# M. & L. Samuel, Benjamin & Co.

## TORONTO



# PIKE'S

## SHARP BUSINESS IN SHARPENING STONES

GET IN LINE

No. A. (Scythestones)

Are you carrying a complete assortment of Sharpening Stones?

Are you giving the stock you have the necessary display to induce sales, or have you got it stored under the counter?

A man might often remember that he needed an Oil or Scythestone, if he saw them displayed in some prominent place in your store.

You have to keep some sort of Sharpening Stones. Then why not stock those that are half sold the minute you place them on the counter?

We believe that up-to-date merchants are constantly on the lookout for improved methods tending to the increase of any part of their business along the line of sales and profit.

Let us tell you how much you make on one of these assortments. We want your order.

**No. A.** Attractive display box, 12¼ inches long x 11½ inches wide x 10½ inches high.

Contains 80 salable scythestones at prices from five cents up.

**No. 3.**—Attractive display box, 19 inches long, 10½ wide, 12½ high.

Contains 79 salable sharpening stones,

conveniently and attractively arranged. Display tray showing samples of stone contained in the assortment, with facilities for removing the stone from tray for sale, if necessary.

Stock in the box, under the tray, put up in cartons, with prices, names and purposes for which the stones are best adapted, plainly marked.

No. 3. (Oilstones)

# Lewis Bros.

Limited

## Montreal

Ottawa

Vancouver

Toronto

Winnipeg

Calgary



SCYTHESTONES

OILSTONES



**IRON**

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

**STEEL**

# American Steel & Wire Co.

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

**Chicago**  
The Rookery.

**BARBED WIRE    GALVANIZED PLAIN WIRE**  
**PLAIN TWIST CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

Telegraphs—"Rounds Montreal."  
Code—A.B.C., 4th Ed.  
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

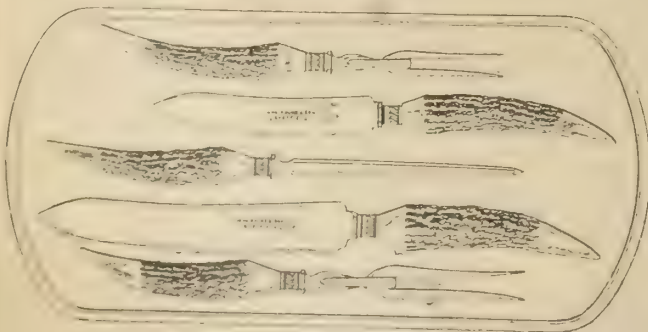
## ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.

The name "ROUND" is an unquestioned guarantee of QUALITY.

Write us for quotations.

You will find our prices right.



28414. CARVING SET

**CATALOGUE  
SENT  
ON  
REQUEST**



28910. 12 PAIRS DESSERT KNIVES AND FORKS  
Pearl Handles. Quartered Oak Case.

## JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

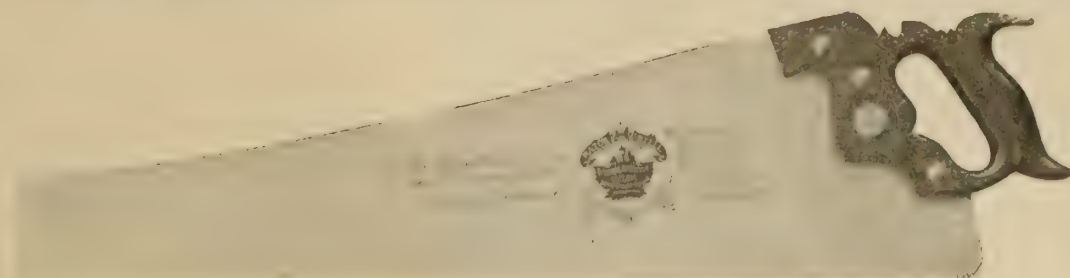
### MONTREAL

CORISTINE BUILDING

FACTORIES:  
SHEFFIELD, ENG.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

**GALT, Ontario**





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**  
**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**  
also **The DesJardin Patent Log Sleighs**

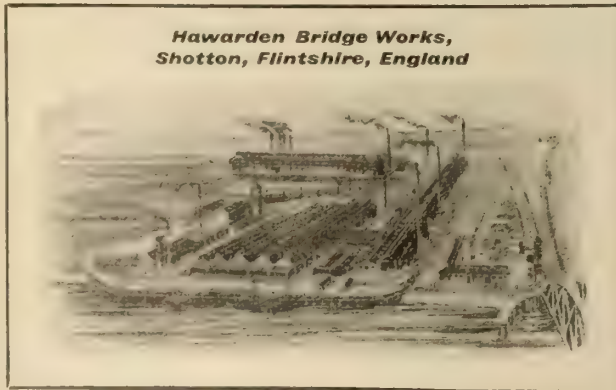
Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

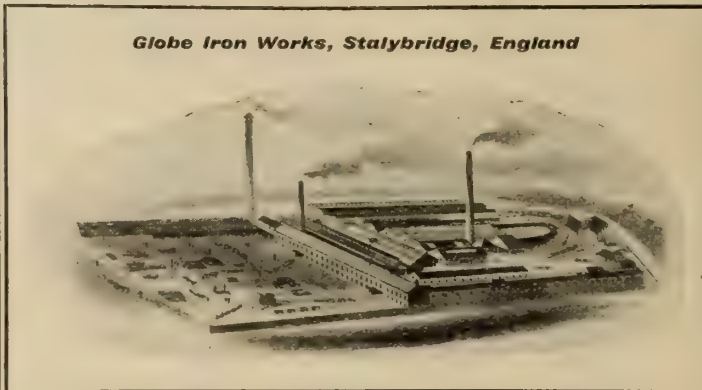
Long Distance  
Phono No. 87

# John Summers & Sons, Limited

*Hawarden Bridge Works,  
Shotton, Flintshire, England*



*Globe Iron Works, Stalybridge, England*



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



**LARGEST  
MAKERS  
OF**

## GALVANIZED SHEETS — IN ENGLAND

*One year's production from these works  
would put a girdle of Galvanized Sheets  
right around the earth.*

**Agent: F. Hankin, Montreal**



**BUY  
PARKER'S  
VISES**

**THE  
VISE  
THAT  
LIVES  
FOR  
YEARS**

## PARKER'S VICTOR VISES

### Swivel Jaw, Stationary Base

**No. 370.** Weight 25 lbs., 3¼-inch Jaws

**No. 371.** " 39 " 3½-inch "

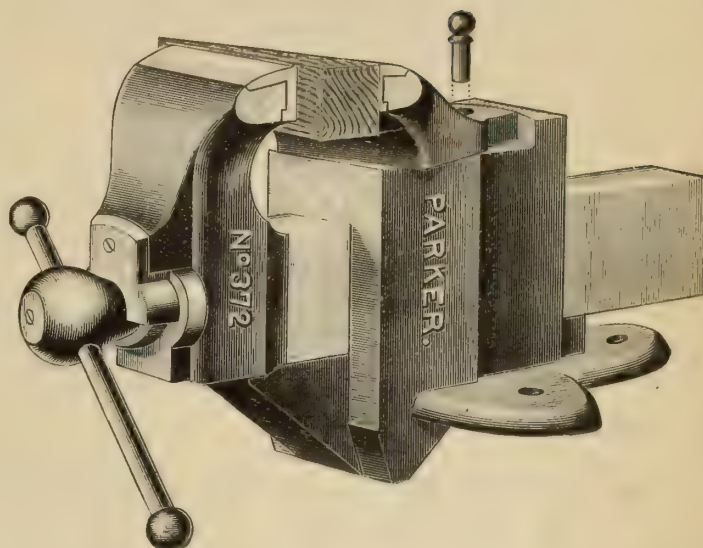
### Swivel Jaw and Swivel Base

**No. 270.** Weight 30 lbs., 3¼-inch Jaws

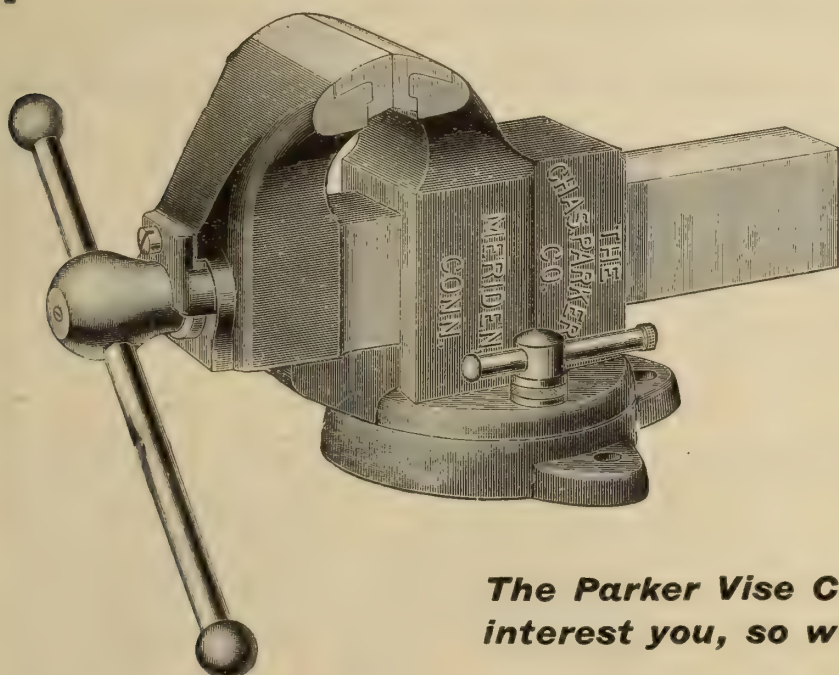
**No. 271.** " 42 " 3½-inch "

**No. 272.** " 60 " 4½-inch "

**No. 273.** " 78 " 5-inch "



*The steel faces of these Vises are milled and fitted to the jaws and are renewable.*



## PARKER'S

### IMPROVED SWIVEL VISES

**No. 21X.** Weight 32 lbs. 3¼-inch Jaws.  
Opens 4¼-inch.

**No. 22X.** Weight 52 lbs. 3¾-inch Jaws.  
Opens 5½-inch.

**No. 23X.** Weight 69 lbs. 4¼-inch Jaws.  
Opens 6½-inch.

**No. 24X.** Weight 88 lbs. 4¾-inch Jaws.  
Opens 8¼-inch.

*The Parker Vise Catalogue will  
interest you, so will our Prices*

# Caverhill Searmont & Co

**Montreal and Winnipeg**



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	
Tiger,	550	"	"	
Standard,	500	"	"	
Golden Crown,	500	"	"	

# Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

## BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.



Style "F"

## The Very Newest

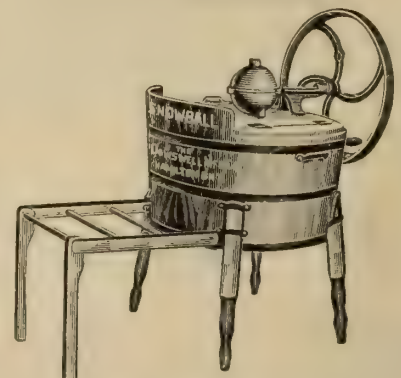
Combination, Bow Lever and Side Pedal drive; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

W. L. HALDIMAND & SON,  
MONTREAL,  
Eastern Agents

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - ONTARIO



Established 1774

Established 1774

We are "old" in experience, "young" in method. We rivet our attention on "make" and "material," the combination that produces the unrivalled

# SPEAR & JACKSON HANDSAWS



Our Circular Saws, too, are made in a "telling" way, in all sizes and for all purposes. We'll stand comparison on the price question. Look into our goods. Correspondence with this use will benefit **you—your** business.

## SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: "Spear, Sheffield"


### Here Is A Seller!

You can sell a pair of **S. & S.** Cogged Scissors to every one in your town who works with such materials as **caether, rubber, packing, linoleum and asbestos.**

The lower blade is cogged, thus holding the material in place for the sharp upper blade to cut it.

*Canadian Agents*

**McLEAN & SOPHUS, 301 St. James Street, MONTREAL**

**100 CANDLE POWER**  **1/2¢ PER HOUR**

**AUER GASOLENE LAMP**

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

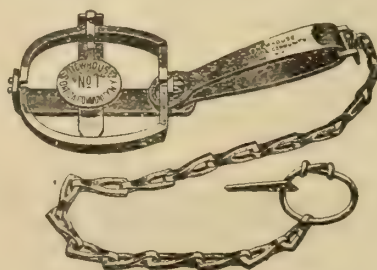
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

**AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL**

### FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



**Newhouse Steel Traps**  
ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

**ONEIDA COMMUNITY, Limited**

Write for Catalogue

NIAGARA FALLS, Ont.





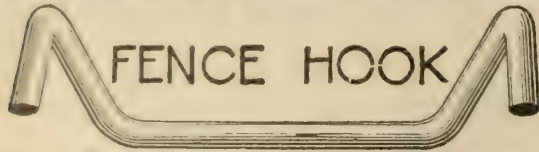
**Heavy Red-Brown Wrapping**  
FOR EXPRESS PARCELS. **STRONG, TOUGH AND STIFF**

**CANADA PAPER CO.**  
TORONTO LIMITED MONTREAL

SAMPLES AND PRICES GLADLY SENT.

This design a guarantee of quality.

### GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc.

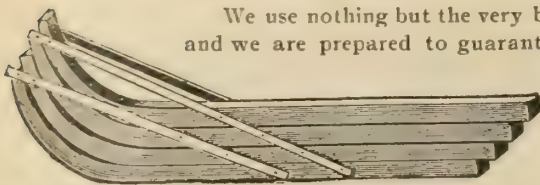
THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT

ESTABLISHED 1867

## J. S. LOUGHEAD & SON, Sarnia, Ont.

Mrs. of Hubs, Spokes, Buggy and Waggon Rims, Sleigh Runners,  
Shafts and Poles, etc.



We use nothing but the very best Hickory and Oak in our stock,  
and we are prepared to guarantee all of our goods. We carry an  
exceedingly large stock on hand  
and will ship promptly.

Your Order Solicited.

QUEBEC AGENT:—J. A. BERNARD,  
21 St. Peter St., Quebec, P.Q.

## Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!



Sole Manufacturers

J. P. CLABROUGH & JOHNSTONE

WORKS—

Price Street, BIRMINGHAM, ENG.

...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1 500 000.

Offices Throughout the Civilized World

Executive Offices: Nos. 316 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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OTTAWA, ONT.  
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LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Mgr. Western Canada, Toronto.

## E. T. WRIGHT & CO. HAMILTON, ONT.



MILK CANS,  
MILK CAN TRIMMINGS,  
SAP BUCKETS,  
SAP SPOUTS,  
DAIRY PAILS,  
STRAINER PAILS, etc.

## Buy the Best.



## HERCULES Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

UNITED KINGDOM

### HERBERT RODGERS & CO.

Saracen House, Snow Hill, London, Eng.

Direct representatives of manufacturers of hardware and allied goods, well established, with sound connection throughout the United Kingdom. Will firms desiring representatives kindly communicate? Cables, "Rogemini," London.



"The Tool Holder People"

### ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

### B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.  
Import and Export.

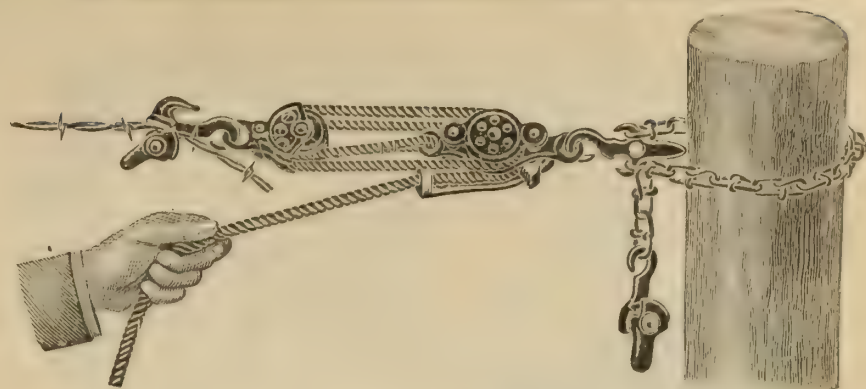
Old established house with highest connections in Great Britain and on the Continent of Europe.  
Cable Address, "Grautoff London," Liebers Code



## THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

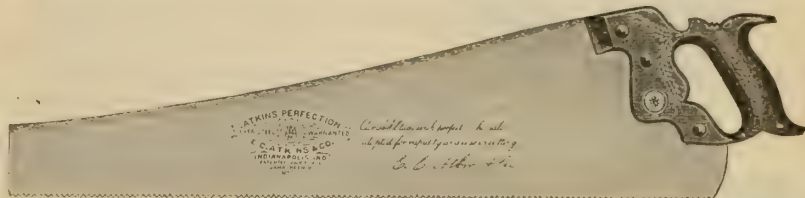
If your Jobber cannot supply, write us for prices.



WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

### The Verdict

of the Trade is practically unanimous in ascribing incontestable superiority to the Atkins Celebrated High-Grade Hand and Cross-Cut Saws. Fifty years of experience, the finest of crucible steel, patent gas temper, improved methods of manufacture and expert workmanship, are cardinal points of excellence in the make-up of an Atkins Saw. Every Atkins Saw sold from your store goes out as a silent but effective salesman for your whole line of goods. Atkins saws are a profitable line to handle. Catalog and discount sheet on application.



**E. C. ATKINS & CO.,**

INCORPORATED

Leading Saw and Tool Manufacturers

Factories and Home Office . . .

**Indianapolis, Ind., U.S.A.**

CANADIAN BRANCH: 56 King St. E., Toronto, Can.

NORTHWESTERN BRANCH: Minneapolis, Minn.

Phone No.  
Parkdale 1809

Post Office and Telegraph Address  
Swansea

**The Dominion Sewer Pipe Co., Limited**  
Swansea, Toronto, Ont.

We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



**VITRIFIED SALT GLAZED  
SEWER PIPES**

in sizes from 4 inches to 24 inches. Price lists and discounts on application

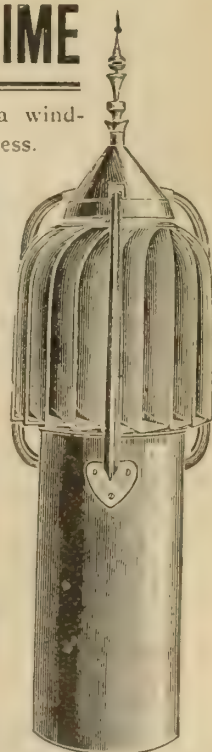
**The Dominion Sewer Pipe Co., Limited**  
Works: Swansea, Toronto, Ont.

## WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness.

### AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.



Montreal, June 1st, 1903,  
St. Peter School.

Messrs. THE J. W. HARRIS Co., Limited.

Dear Sirs,

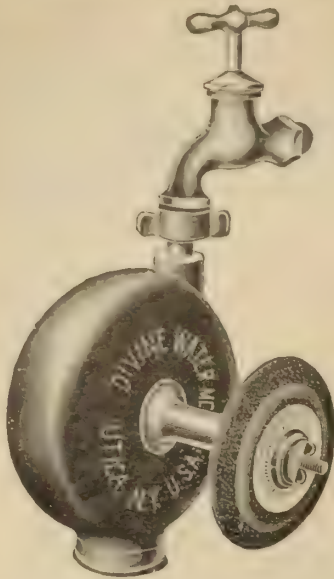
In answer to yours of 3rd inst, in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

—MANUFACTURED BY—

**THE J. W. HARRIS CO., LIMITED**  
CONTRACTORS, - MONTREAL





Attached to any faucet.  
Most powerful of its size.  
Gives  $\frac{1}{8}$  h.p. on 80 lbs. pressure.  
5,000 revolutions per minute.  
Grind an axe on 20 lbs. pressure.

### Powerful—Practical—Perfect

Polishes Silverware and Other Metals.  
Grinds Knives and Other Edged Tools.  
Runs Sewing and Other Small Machines.  
Most Useful Article in the World.

PRICE, including faucet connection,  
emery, buffing and pulley wheels,  
polishing composition, etc., \$4.00,  
complete.

This ad. and \$3.50 will get the Motor  
complete.

Divine Water Motor Co.  
296 Broadway, New York

ALLEN C. JENKING & CO., Room 215 Coristine Bldg., MONTREAL  
Stock carried in Montreal.

## Perfectly Flat Galvanized Sheets

Is a marked characteristic of

**GILBERTSON'S**

**COMET**

Brand

Sold by all jobbers who are up-to-date.

It sells readily. Is selected carefully; soft and  
smooth. Prices lower than other high-grade  
brands.

MAKERS:

W. GILBERTSON & CO., Limited.  
PONTARDAWE, SOUTH WALES.

**Bolton, Fane & Co.**

98 Leadenhall Street, London, E.C., Eng'

## TINPLATES

In all qualities and sizes

Bessemer Coke - "Lofoden" Brand  
Selmens Coke - "Pelican" Brand  
Charcoal - "Mocha" Brand  
Best Charcoal - "Cardigan" Crown Brand  
Staffordshire Bar Iron - B.G. Crown Brand  
Galvanized Sheets - "Pelican" and "Ostrich" Brand

Boiler Plates, Rails, Fishplates, &c., &c.

**R. SULLIVAN DAVID**

Selling Agent for Canada, 210 St. James St., MONTREAL  
TELEPHONE, MAIN 3389

WORK AND  
PRICES  
RIGHT  
**GALVANIZING** ONT.  
WIND  
ENGINE & PUMP CO.  
TORONTO, ONT. LIMITED.

**GALVANIZING  
AND TINNING**  
THE CANADA METAL CO.  
TORONTO, ONTARIO.

**MAPLE LEAF**  
STITCHED COTTON DUCK  
**BELTING**  
DOMINION BELTING CO. LTD.  
HAMILTON CANADA



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs  
Etc. Cold Punched Nuts of every variety of finish.

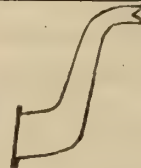
INGERSOLL, ONT.

MACHINE MADE

## TEA KETTLE SPOUTS

In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes.  
Write for samples and quotation and state quantity required. AGENTS WANTED.

**ERNEST STEVENS, STOUR WORKS,**  
CRADLEY HEATH, ENGLAND



CELEBRATED

## HEINISCH SHEARS

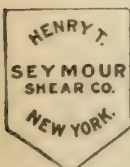
Tailors' Shears,  
Trimmers' Shears,  
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

**R. HEINISCH'S SONS CO.**

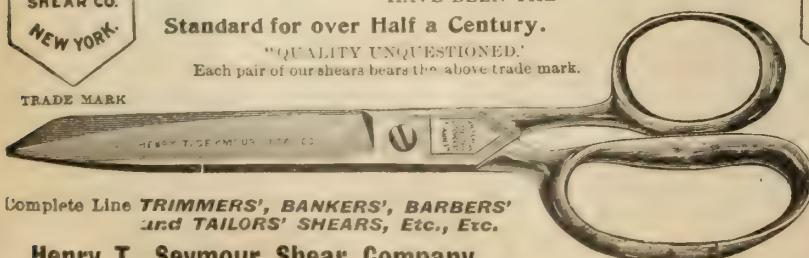
NEW YORK OFFICE, 188 Chambers St  
NEWARK, N.J., U.S.A.



## SEYMOUR SHEARS

HAVE BEEN THE  
Standard for over Half a Century.  
"QUALITY UNQUESTIONED."  
Each pair of our shears bears the above trade mark.

TRADE MARK



TRADE MARK

Latest Cata-  
logue will be  
sent in  
exchange for  
your business  
card.

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents



## Cause and Effect

### THE CAUSE

**H**ARDWARE business, thriving town in Western Ontario. Write at once: Box 483, Essex, Ont. [2]

### THE EFFECT

THE PEOPLE'S HARDWARE STORE  
IVESON L. COOKE  
Essex, Jan. 27, 1906

HARDWARE AND METAL  
Toronto, Ont.

Dear Sirs,—Within one month I have "bought and sold" with the best of satisfaction—the result of \$1.68 worth of condensed ads. in **HARDWARE AND METAL**.

In the future when I want to know anything in the hardware business I will seek your paper. Yours truly,  
(Signed) IVESON L. COOKE

Hardware and Metal's Condensed  
Advertisements Bring Results



### SILENT SALESMAN

Given gratis with an order for eight half-dozen  
Pen Knives as illustrated above.  
May be ordered through all leading wholesale  
hardware firms.

# NOW!

is the time to place orders for Screen  
Door Springs.

**Oil Tempered Wire**  
**and Springs**

ANY KIND

MADE TO  
SAMPLE

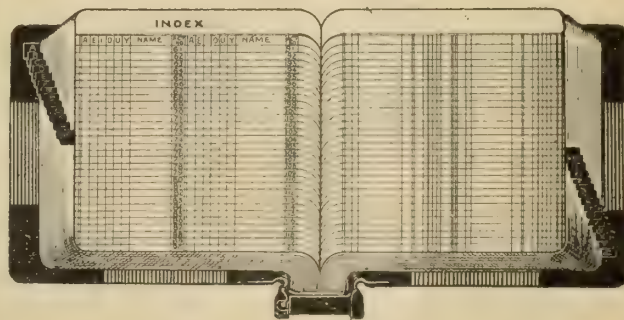
"ECLIPSE" "PERFECTION"

ALSO

**BELGIAN WINDOW GLASS**

FOR IMPORT

**J. A. HENDERSON**  
**MONTREAL**



### Particular People

We are supplying many of the most particular people in  
Canada with our

### LOOSE LEAF SYSTEMS

and in very few instances do we find any that are  
not thoroughly satisfied. One firm writes recently:

"Enclosed you will find a letter of enquiry re your Loose Leaf Systems. We have written this gentleman recommending the system to him, and we might just say that we are more than pleased with it, that it saves us a very great deal of worry and work. We would not go back to the old way for a great deal more than the system cost us."

**THE Rolla L. Crain Co**  
LIMITED.  
OTTAWA, CANADA.


TORONTO  
18 Toronto Street.

MONTREAL  
71 Alliance Building.

WINNIPEG  
Sylvester Willson Bldg.



## ***The Second Part of a Proposition***

 (The First Part of the Proposition was to write for samples of  
**MAXIMUM LIGHT GLASS.**)

You wrote for samples of **MAXIMUM LIGHT GLASS.** The samples sent are just the same as quantities of the glass that we are sending out on "order."

If

**MAKE A TEST**

# ***MAXIMUM LIGHT GLASS***

suits your needs you can sell it, because it will suit the needs of merchants similarly placed to yourself, and will meet the requirements of builders aiming to obviate the "dark spots."

Sole Canadian Agents :

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**  
Glass Importers and Manufacturers.

## ***Your Skate Orders***

We wish to thank our customers throughout Canada for their increased patronage in 1905, and to express the hope that they will be able to favor us with a like liberality this year.

While reminding you of the **satisfaction** given by our skates and of the **wide range** which we produce, **covering every requirement** for hockey, rink and pleasure skating, and racing, we have pleasure in announcing

## ***A NEW SKATE***

which will impress hockey players as being in advance of anything at present on the market.

Our traveller is now on the road and will see you shortly regarding your skate orders for 1906. He will explain the points about the new pattern which will form the ground of its appeal to hockey players.

We hope you will not place your skate orders until you see him, for we can promise the same high quality of product which has won for our skates, and will keep for them, the popularity they enjoy among skate users.

**The STARR MANUFACTURING CO., Limited**  
**Dartmouth, N.S., Canada**



## Some Men Lose

Thousands of Dollars because they do not make a study of how to arrange the fixtures and display the goods in the interior of hardware stores. **Others make money** by having their store attractive—the goods in view on good shelving and easily accessible to clerks. A well-arranged store interior attracts customers, sells goods and saves clerks' time.

## Hardware Merchants Travelling Salesmen and Clerks

are all interested in the competition we have outlined for articles and drawings on "**Store Arrangement and Interior Display.**"

See the announcement on page 72

# Canada Horse Nail Company.

## HARDWARE TRADE PRICE LIST.

THE **C** BRAND

## HORSE SHOE NAILS

Hot Forged from Swedish Charcoal Steel.

Revised List adopted January 1st, 1906.

Size No.	4	5	6	7	8	9	10	11	12	14
Length	1 $\frac{7}{8}$	2	2 $\frac{1}{4}$	2 $\frac{1}{4}$	2 $\frac{3}{8}$	2 $\frac{1}{2}$	2 $\frac{5}{8}$	2 $\frac{3}{4}$	2 $\frac{7}{8}$	3 $\frac{1}{8}$ in.
Per lb.	40	32	28	26	24	22	20	20	20	20 cts
Per Box	\$10.00	8.00	7.00	6.50	6.00	5.50	5.00	5.00	5.00	5.00

In boxes of 25 lbs. each; either loose, or in 5 lb. cardboard packages.

In one pound cardboard packages, an extra charge of  $\frac{1}{2}$  c. per lb. net.

Oval and Countersunk patterns; Sizes No. 4 to No. 14.

Short Oval and Short Countersunk patterns: Sizes No. 1 to No. 8.

## TURF NAILS.

For Racing Plates, and Light Trotting Shoes.

EXTRA SELECTED.

Size No.	1	2	3	{	Short Oval and Short Countersunk Patterns. In one pound cardboard Packages only.
Length	1 $\frac{1}{2}$	1 $\frac{5}{8}$	1 $\frac{3}{4}$ in.		
Per lb.	\$2.00	1.25	.75 cts.		

## PATTERNS AND SIZES.

Oval Head.

Short Oval.



Nos. 4 to 14.

Nos. 1 to 8.

Countersunk Head.

Short Countersunk.



Nos. 5 to 12.

Nos. 1 to 8.

## TERMS AND CONDITIONS:

DELIVERY: Free on board cars or boat at Montreal.

Freight equalized from Factory points of St. John, N.B., and Toronto, Ont.

TERMS OF SALE: Cash 30 days, less 2% discount; all accounts to be settled for by acceptance or remittance within 30 days from 1st of month following sale.

TRADE DISCOUNT: 40 and 10 and 7 $\frac{1}{2}$ % from List prices.

Canada Horse Nail Company.

MONTREAL, January 1st, 1906.

Cancelling all previous List prices and quotations.



Shooters who have used

**Crown  
Regal  
Sovereign  
Imperial**

**SHOT SHELLS**

acknowledge that Canada leads  
the world in this class of goods.

**Dominion Cartridge Co.,**

Limited

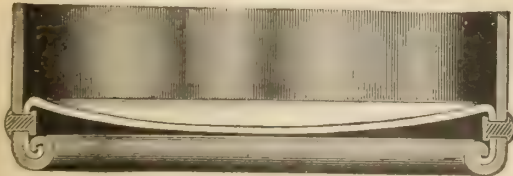
**Manufacturers, Montréal**



**KEMP'S Factory Milk Can Trimmings**

With roll rim bottoms are the kind  
that stand the wear and tear.

*They are made to last*



SECTIONAL VIEW OF BOTTOM

*All sizes of tinned iron in stock.  
We can ship promptly.*

**KEMP MANUFACTURING CO., TORONTO**

**THE KEMP MFG. CO. OF MONTREAL**  
58 McGill St., Montreal, Que.

**THE KEMP MFG. AND METAL CO., Limited**  
McDermot Ave. East, Winnipeg, Man.



## SPORTING GOODS TRADE IN 1905

### THE TRADE IN MONTREAL.

It would be difficult to conceive of a more certain proof of Canada's general prosperity during the year which has just closed, than the fact that the trade in sporting goods has broken all records. Not that this branch of commerce may be taken as a barometer of a country's financial condition, for a poor season in these goods would by no means indicate a time of depression, as the people might have money and not spend it in this way. But when sporting goods are being turned over in large volumes it is certain that the people in general are enjoying good times. When a man buys a bicycle, a canoe, or a toboggan, it is pretty good guessing that he is not experiencing much trouble in keeping the wolf from his door.

A most remarkable season was that of 1905. In former years it was noticed that some one sport would boom to an unusual degree, while the others, in consequence, would lag behind. But not so last year. The public interest seemed very evenly divided, and every branch of recreation experienced a decided brace. Not even the unseasonable Winter could check the trade, for, the weather being intermittently cold, business has been kept going well. What the trade of 1906 will be it is, at present, very hard to say. Everything points to another successful year, except that in Quebec Province the travelers' tax will work strongly against the trade. Many of the most popular lines of sporting goods are of foreign manufacture, and the jobbers are of the opinion that it will seriously handicap their selection and terms if the law is not so modified as to allow travelers for outside houses to sell goods in the province on more favorable terms.

#### Bicycles and Sundries.

Reviewing the trade in proper sequence, we must first notice that in bicycles and sundries (the first branch to be pushed during the year) a remarkable revolution has taken place. The boom of some years ago is no longer apparent, but the net result has been to force smaller dealers out of the trade in these goods, and centre the whole turn-over in the hands of a few larger firms. This has been highly satisfactory to the latter, and it is said that, although the business has obviously dwindled to a comparatively small volume, those left in the trade are getting the full benefit of what there is, and in some cases are actually doing better than in former years.

#### Fishing Tackle.

During 1905 the trade in fishing tackle was a somewhat peculiar one, inasmuch as the final review furnishes a much rosier appearance than had been expected at the season's beginning. The salmon fishing was, at first, very poor, and attracted none but the most incorrigible disciples of Izaak Walton. Later

on, however, the salmon appeared in greater numbers, and the season takes rank as one of the best in the history of the sport. All this redounded to the profit of the dealer in sporting goods, which generally means the hardware man.

#### Summer Sports.

But perhaps the most noteworthy feature of the year was the manner in which Summer sports were taken up. Almost equal enthusiasm was displayed by the adherents of baseball, lacrosse, and football, while as for lawn tennis a great boom restored it to all its old popularity. So far as Quebec Province is concerned, this sport had been in a state bordering upon stagnation for many years, but during the past Summer its promoters developed so much interest that in the city of Montreal all the clubs were prosperous, and some fine playing was seen. Indeed some of the Montreal cracks took part in the western tournaments, and more than held their own. So far as Summer sports were concerned there the dealer had every reason to feel satisfied with the season of 1905.

#### Guns and Ammunition.

Then came the shooting season. A phenomenally heavy run of shot guns and a demand for ammunition that taxed the capacity of many dealers put the sportsmen all over the country in good shape to look after the ducks and quail, which were numerous. When the season for big game was at hand, however, it was found that the ardor had not abated, and a fine turn-over of rifles by the dealers resulted in much slaughter of big game, which have been getting rather more plentiful, as the wise laws of protection enacted by the Government authorities are making their influence felt.

#### Winter Sports.

If the weather had been favorable this would, without doubt, have been a banner year for Winter sports, which demand, for the most part, a comparatively expensive equipment. Even as it is, trade has been most satisfactory. The demand for skates was heavy, and the better grades were particularly active. Moreover, in spite of the scarcity of snow, the sales of snowshoes have been tremendous. Up until the middle of January the leading distributors in Montreal were quite unable to fill any orders completely. Toboggans have also had a big year, although weather conditions have been adverse. Montreal is the chief manufacturing and distributing point for these goods, and one firm in that city reports a wonderful demand, having shipped toboggans to the Yukon Territory and to Charlotte-town, P.E.I., where a fine new slide has been put into commission this season. A further boom is expected next year,

especially as the toboggans with lignum vitae runners (the most satisfactory for a regular slide) will be sold at a price one-third below that ruling at present. Skiing has been somewhat slow as compared with other sports. This may, perhaps, be accounted for by the scarcity of snow, but in addition to this is the fact that it is a difficult and more or less hazardous sport, so that it has attracted but few feminine devotees—an obvious disadvantage.

Speaking generally, again, the large and increasing trade in sporting goods, as shown by the business of 1905, has tended to specialization. In the larger centres dealers are concentrating their efforts more and more on particular lines, and it is in this direction that we must look for future development.

### SPORTING GOODS IN TORONTO.

The effect of the mild Winter on the sporting goods branch of the trade in Toronto since the first of the year has been felt to no small extent. Particularly is this the case in respect to skates, toboggans, skis, and those goods which must have snow or ice to be enjoyed.

The sporting goods trade on the whole, however, has been to some little extent compensated for its small sales in some branches by increased business in others. The demand for hunters' articles has been very good, and fencing, boxing and other gymnasium supplies have also sold well.

The volume of business done last year right up to Christmas was unprecedented, and there is a general feeling of satisfaction on that account, that more than offsets the slight temporary depression now being experienced. In many cases the dealer was completely sold out of outside goods by the end of the year, so that it is really the private individual who is carrying most of the stock. Those who re-stocked—and they were not a few—will no doubt have to carry a great deal over until next season.

#### Skate Sales Large.

Many styles of skates are on the market, and while the Starr and Boker and the new Canada Cycle Company's spring and hockey skates hold the bulk of the trade, the hollow tube skate continues to win popularity. The maker of each tube claims special points of superiority for its shape and make-up. The round tube is popular for general skating and a reinforced diamond shape tube, which has a strengthening bar running the full length inside, soldered transversely to the corners of the diamond, has also had a large sale for hockey.

A. D. Fisher's triangle shape tube skate has been very popular, their trade not being confined to the large cities but extending throughout all parts of Canada.

The heel of the Dunne improved hockey skate is similar in shape to the toe, affording equal facilities for skating back-



ward or forward. The Harold A. Wilson Co. report large sales of the new 1906 model of this skate.

Until Christmas the sale of snowshoes, in anticipation of snow, was exceptionally good, and even in this line many re-stocked. This line, however, is pretty safe buying, as there is every evidence of a considerable advance in price before long. Reindeer hides, from which the best snowshoes are made, have recently taken a jump from about 8½ cents to 12¼ cents a pound.

### Shooting Materials.

In shooting goods the new automatic shot guns and rifles seem to be giving satisfaction. The shot gun has but a single barrel, but underneath has a magazine which holds five cartridges. When the gun is discharged the empty shell is ejected, and replaced by a loaded one. The advantages of this gun are apparent. The extra weight of one barrel is taken away on the one hand, while the magazine capacity is increased to five shells, three more than the double barrel breach loader carries. The rifle magazines are removable and can be carried in the pocket ready loaded. Each magazine holds six cartridges, and it is the work of but a moment to replace the empty case with a full one.

This has been an ideal Winter for trap shooting by clubs and target practice, and those who make a specialty of this class of ammunition are more than pleased with their sales.

The demand for tents is good. This branch of the trade seems to have received an impetus from the mild Winter, rather than a setback. Of course the commercial demand is the larger part of this business, the hunters' and campers' demand not being so great at this time of year. Conditions point to a material increase in the price of tents and awnings for the coming year. The prices of raw material have gone up, and the demand, the makers say, is good. The mining developments in Northern Ontario and the new railroads are largely responsible for this.

### Fishing Rods.

Some nice things in fishing rods and tackle will be out this year. The weather has had little or no effect on this line, it being essentially a Summer pastime. On the other hand, though, a cold Summer discourages the purchase of these goods. Greenhart and lancewood rods are manufactured in Toronto, which the makers, Allcock, Laight & Westwood, say equal those imported from the Old Country. These woods are grown on the banks of the Mediterranean, and are peculiarly adapted for fishing rods on account of their lightness, strength and pliability.

With the sporting goods trade generally great optimism prevails for the year 1906. The increased desire for outdoor sport, and the athletic tendencies that are being developed by our young people are largely accountable for this.

Each former year has shown an improvement on the previous one, and there seems to be no fear about future prospects when once the present slackness is gone.

### A LEADER IN SKATES.

Every wide-awake dealer recognizes what it means to have a leader in any line of goods which he sells. It matters not whether it be hardware, dry goods,

carriages or implements, the result is the same. There are certain goods similar to those everybody else has; handling those is of course necessary, but leaves every dealer on the same plane. The wide-awake merchant looks for something new, something his competitor has not got, for he recognizes that not only is there good profit in handling and selling a leader of this kind through the actual sales made, but what is far more important, he knows that every leader of that kind brings business for his other lines and gives him a reputation of being in advance of his competitors.

This was the principle the Canada Cycle & Motor Company had in mind in entering the skate business. Instead of following the beaten path, they struck out with their Automobile skate into an entirely new field and have produced a skate which is a model of lightness and strength. It was got in this way. A blade has to be strong and tough; has to have and retain a keen edge. Now what steel or composition of steel has been found to give this result? The experience of the company in the manufacture of automobiles made it clear that when a strong, hard, wearing steel was required for the everlasting grind of gears in an automobile, or when toughness and strength were required for the crank shaft of a 50-horse-power engine, they turned to the metal known as

nickel steel, costing it is true two or three times as much as the ordinary varieties of steel, but giving a strength and toughness with the minimum of weight that amply compensated. Hence they adopted nickel steel in the blades of their new Automobile skate.

In the same way the object of the automobile and bicycle builder is to secure lightness and to effect his workmanship with the minimum of parts. What accomplishes this object in the automobile? The liberal use of aluminum, and hence aluminum was applied in the manufacture of the foot and heel plates for this new skate. The design has been so well thought out that only one piece is needed for the foot plate and another for the heel plate; no separate brackets, nothing to work loose, nothing to rust. Hence, in this combination of nickel steel runner with aluminum foot and heel plates the skate market has found a new leader and one which it will pay every wide-awake hardware dealer to look into. Not only is nickel steel used in the blade, but it is specially treated in tempering by a process known only to some of the most advanced automobile manufacturers who use the same process in treating their highest quality steels, and this is the secret of the combination of strength in the blade with an extremely hard, keen edge which seldom requires re-grinding.

## PROBLEM OF CANADA'S FUTURE.

Address by J. H. Ashdown, Wholesale Hardware Merchant, before the Canadian Club, Winnipeg, last week.

In opening his address Mr. Ashdown deplored the British policy which had assigned to the duty of negotiations regarding the country's boundaries, those Englishmen who had given away the State of Maine, had relegated Canada to the area north of the forty-ninth parallel and handed away the State of Oregon. It seemed to him that concessions had been given till there remained what Britain considered might furnish a coaling station for the fleet, fishing grounds on which to train the sailors, and a few places on which to plant the United Empire loyalists. The men who come out to Canada to administer colonial affairs seemed incapable of judging conditions and they evidently formed the same opinion of the land as the Englishman who averred that the country was no good because the "fish would not use the fly."

Such conditions continued for some time, but later matters began to change and coming nearer to the commencement of development on the western hemisphere there was some recognition of existing resources, the country became prosperous and there had been growth and development. It was now a land of great possibilities, immense districts, and, while situated farther north than might be desirable, the hardiest and most successful races had been nurtured in the severest climates and there was no reason to assume that Canadians would be different from the others in that respect.

### Rapid Development.

The Canadian Pacific had been constructed, two new provinces had been added and the charter of another trans-continental line granted. He believed it was none too soon either for the growth of the country as indicated by the increase in elevator capacity, the

additions of cultivated lands and the value of building which had jumped ahead by leaps and bounds, were certain signs that the construction of a new trans-continental line would be accomplished none too early for the requirements of the country.

The immigration was adding rapidly to the population and the railway mileage had increased 66 2-3 per cent. in last four years, a record which could not be equalled by any other country in the world. He believed that 65 per cent. of the exportable grain should be carried east of the great lakes, else the transportation companies were not doing their duty. With the proposed railway facilities it would be expected that future grain could be adequately attended to. It was of utmost necessity that there should be arrangements by which the grain could be transported from Fort William and Port Arthur, for under the present arrangements the railways carried it that distance and there washed their hands of responsibility. It constituted a condition that was unique and one which he considered had been given little thought, in that a great transportation institution like the C.P.R. should practically be content to abandon the grain when it had been dumped into storage elevators at the head of the lakes.

According to the estimate of Prof. Saunders, Canada was capable of producing 800,000,000 bushels of wheat, and at present about 3 per cent. of the available wheat land was cultivated. Canada would be what the people living there would make it. There would have to be the expenditure of money where it was required and he felt that the time to spend it was when conditions were prosperous. Fort William and Port Arthur should be treated as national ports and it was necessary in the name of the na-



tion to take hold of as much of the waterfront of those ports as possible and use it for the benefit of the nation.

### Curb of the Corporations.

He opposed the idea of allowing corporations to take possession of those waterfronts for town sites out of which to make them valuable. The interests of the Dominion or the province should be such as to protect those assets from the corporations. Now was the time to improve the harbor facilities at the head of the lakes. The mouth of the Kaministiquia should be widened to 500 feet and deepened to 23 feet, and the same applied to Port Arthur, where ships of the greatest draft might be accommodated. There should be no patchwork schemes at these ports. It should be provision for the future. The necessities of the vast country which lay behind the lakes demanded that the improvements should be of a national character.

Going beyond the lakes the ports on the Georgian Bay would be the next point of attention. From Midland there were three highways for commerce, the C.P.R., the G.T.R., and the Trent waterway. Midland and Depot Harbor should be improved in the same manner as recommended for Fort William and Port Arthur. There should be large storage for grain at those places, a storage capacity of twenty million bushels at each harbor.

### Make the Road Pay.

The Intercolonial Railway had been a sore point with the people of Canada for many years, but he failed to see why it could not be managed and made to pay the same as any other private-owned road. It should be put under a capable commission, well equipped, and removed from Government influence. It should be extended to the Georgian Bay and provide a highway for the wheat of the west to tide water.

He was pleased that the exigencies of party politics had made the Conservatives take up public ownership, for he believed that such in connection with utilities like the railways would result in great good to the whole nation. He believed that the Intercolonial would form the connecting link between the Grand Trunk Pacific and the seaboard, and it would be a valuable exchange if the Intercolonial were accorded running rights over a good roadbed to the Georgian Bay ports.

The roads running from the Georgian Bay should be such that they could carry a trainload of 40,000 bushels. He believed that the Government of Canada should be enabled to suspend the coasting laws so that the merchant marine of the United States could be called in when necessary to supplement the efforts of the Canadian marine, such as in the handling of wheat when there arose similar conditions to those that had been brought to public attention last Fall.

He felt that the Georgian Bay canal route should be continued down the Ottawa River to Montreal, if such were feasible. If it were decided that there existed difficulties rendering that impossible, he would advocate the rebuilding of the Welland canal to the Soo canal standard, so that vessels from Port Arthur could carry wheat to within fifty or sixty miles of tide water without transferring cargoes.

Regarding the Buffalo route, there was a tendency among steamship men to

want to restrict the operations. The interests of the producer must be paramount, and if necessary money should be expended to make that route efficient and serviceable. The United States had spent millions on Duluth and Superior. Every route should be improved to standard proportions. There should be no cheeseparing policy on matters of that kind, and rates should be so that business would be influenced to the ports of this country. Holding grain over from Fall till Spring meant a loss of from six to eight cents a bushel, and such a policy was not one that he could recommend. The Hudson Bay route must also command some attention in the near future, and it was to be hoped that early development would be made, so that the outlet for Western Canadian grain might be made by the most direct route to Liverpool.

In concluding Mr. Ashdown made an

appeal for national sentiment, a broad and patriotic view of matters pertaining to the country's welfare, and assured of such, he had no fears for the welfare of the state. If his ideals should be realized, Canada will have national harbors, wide and deep, at Fort William, Port Arthur, Depot Harbor and Midland. It will have a national waterway in the Georgian Bay ship canal from the head of the lakes to Montreal, or failing that, another waterway through the Welland canal, and the Intercolonial Railway will be either extended to the Georgian Bay or enjoying running rights over roads already there. Mr. Ashdown endeavored to impress the idea that works of public utility and import undertaken now should not be accomplished according to the gauge of present necessity but rather with the view to providing facilities for the commerce and development in the future.

## HALIFAX BOARD OF TRADE

With a membership of over 500, the Halifax Board of Trade is making rapid strides forward. This was particularly noticeable during the past year, as the progress made by the board was most marked. The annual meeting was held last week, when the various reports of the year's work were presented and adopted and officers elected as follows: President, A. M. Bell; vice-presidents, George E. Faulkner and W. J. Clayton; council, Geo. S. Campbell, J. E. DeWolf, O. E. Smith, I. C. Stewart, J. P. Cox, H. L. Chipman, C. H. Mitchell, L. J. Mylius, A. Mackinlay.

The new president is the head of the firm of A. M. Bell & Co., one of the largest and most progressive hardware firms in the city. Mr. Bell, who was the chairman of the board's wholesale hardware committee, submitted the following report at the meeting:

"During the year 1905 the conditions of the hardware business in Halifax have undergone some important changes. Three firms which had been engaged extensively in the jobbing trade have gone out of business, and another house has suffered from fire and a somewhat copious supply of water which was used to extinguish it. The immediate consequence of putting these stocks on the market has been felt in some quarters, but the eventual result will undoubtedly be beneficial, as it has been recognized for many years that this particular branch of business was being overdone in Halifax.

"During the latter part of the year values in almost every department have advanced. This is particularly noticeable in lead and its products, while copper, zinc, tin and iron share in the general upward tendency of the market.

"In common with other distributing businesses, those engaged in the hardware trade have been pleased to note and to share in the improved commercial conditions of the Maritime Provinces as compared with the year 1904, and are looking forward with hopeful anticipations to the business of the new year."

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The board's special committee on mining, through its chairman, A. A. Hayward, reported as follows:

"When we seriously reflect, it must be apparent that the commercial, economic

and political prosperity of this province, and particularly the city of Halifax, depends largely upon the successful development of this most important branch of our commercial life; and further reflections must reveal the necessity of a serious and well organized campaign by the members of this board if we are to broaden and strengthen this corner-stone of our commercial foundation.

"It has occurred to me that perhaps, in some instances, we have exerted our energies on minor subjects and left the major ones to shift for themselves. However, I trust the present year we may record a more active and energetic movement by its members in the support of this, the most important of our provincial natural resources—its mines.

### Coal Mining.

"Owing to severity of the weather during the Winter of 1905 and the re-establishment of the duty on coal going into the United States markets, there has not been the increase in the production of this commodity that was anticipated.

"Many of the mining companies have, however, enjoyed a large share of prosperity; prices have been successfully maintained, with no immediate prospect of depreciation in either price or output. Unfortunately the local consumer does not enjoy the same degree of satisfaction—to whom there seems to be no immediate prospect of relief. It is an open question whether or not the present existing conditions are not detrimental to other important branches of industries. However, the remedy, if one is desired, remains in the hands of the consumer rather than in those of the producer, as is generally supposed.

"In Cape Breton new properties are being developed or extensive plans made for larger output in the near future. In the Pictou fields two new shafts have been sunk, one to the Ford, the other to the Cage pit seam. When these mines are fully developed they will largely augment the output from these fields. At DeBeurt and Macan satisfactory developments are being carried on, while in the western part of Cumberland county there is said to be a new and extensive field yet undeveloped, portions of which are being prospectored by the Standard Coal & Railway Co., who are



said to have already cut a ten-foot seam. This field, when fully developed, should add largely to the natural resources and wealth of the province.

### Iron Ore.

"Iron ore deposits are receiving more recognition, but not as much as we would like to see. The future looks extremely encouraging, and with proper and sufficient inducements many promising prospects should develop into fairly large proportions. And could the bounty now paid by the Dominion Government on metallic iron made in Canada be so apportioned that specific bounty would be paid to the producers of Canadian iron ore there would then immediately spring into existence a large number of individual mines.

"When we seriously consider that were an export duty to be placed upon raw ores now being imported and used by the steel plants of this province it would seriously cripple, if not entirely destroy these industries, which have cost people so much, it makes this problem one of extremely vital importance to the people of this province, and further, shows the wisdom of placing the industry in a position absolutely independent of any foreign manipulation. The independence of the industry should be maintained, but this can only be done by encouraging the development of raw material found within our own Dominion or provincial limits.

"I would, therefore, strongly advise the appointment of a committee from this society to more fully consider this question in all its branches; that this committee should be instructed to place its findings before the Tariff Revision Commission, urging the necessity of the re-adjustment of the bounty now paid in favor of the producers of native ores.

"The Mining Society of Nova Scotia, already alive to the situation and its importance, have appointed a committee to deal with this matter, and a unity of these two committees is strongly recommended.

### Prospecting for Oil.

"During the year 1905 prospecting for oil has been continued at or near Cheverie, and, as I understand, without any discouraging features being met with, and that prospecting will be continued during the coming Summer.

### Gold Mining.

"There has been little or no marked improvement in this industry during the past year.

"At the suggestion of a committee appointed by the Mining Society of Nova Scotia, the local Government was induced to employ an expert engineer to examine into the gold fields of this province and to report on the same. This examination has been made, and results are anxiously looked for.

"This industry is one of decided importance to the city of Halifax, and should receive greater recognition from this board, as the present depressed condition means a loss to the city of not less than \$500,000 per annum.

"The Mining Society at its next annual meeting will no doubt go more fully into the subject and possibly make further recommendation to the Government, and the co-operation of this board will strengthen its position."

## BUSINESS MEN'S MEETINGS

Readers are requested to send in short reports of all gatherings of business men for insertion in this department.

### Charlottetown Board of Trade.

The annual meeting of the Charlottetown Board of Trade was largely attended, being presided over by the retiring president, Donald Nicholson. The election of officers for 1906 resulted as follows: President, W. F. Tidmarsh; vice-president, S. W. Crabbe; secretary-treasurer, I. B. Miller; council, G. E. Hughes, N. Rattenbury, G. E. Full, A. E. Williams, C. Lyons, F. H. Beer, D. Nicholson, F. J. Nash.

### Port Arthur Board of Trade.

The annual meeting of the Port Arthur Board of Trade, which was held in the council chamber on the 16th inst., drew out a larger gathering of the business men than has attended the board meeting in years, and a number of new names were added to the roll. George Mooring was chosen president for the coming year.

### A Publicity Commissioner.

The Board of Trade of Regina held its annual meeting recently, the chair being taken by Vice-President Pettingell. The following officers were elected for the ensuing year: President, W. G. Pettin-gell; vice-president, Allan Cooper; council, H. F. Mytton, A. S. Jarvis, B. Whitmore, J. M. Young, Mayor McAra, J. R. Peverett, W. McCausland, George Mickleborough and J. F. Bole.

An important question was raised by Mayor McAra, who said he thought Regina was not getting the advertising it should get, and that in the interests of the city a publicity commissioner, with a salary of \$2,000 a year, should be appointed, as had been done in Moose Jaw, Edmonton, and other western cities. The matter was very favorably received.

### Old Officers Re-elected.

The election of officers of the Summerside, P. E. I. Board of Trade resulted as follows: President, Neil McQuarrie, re-elected; vice-president, D. K. Currie; council, J. A. Brace, W. A. Brennan, J. M. Clark, George Godkin, R. T. Holman, Neil McLeod, Joseph Read, Wm. Stewart, W. K. McGongan; auditors, J. S. Hinton and Neil Sinclair.

### New Officers at Sydney.

The election of officers of the Sydney Board of Trade for the ensuing year resulted as follows: President, J. A. Gillies; vice-president, C. P. Moore; secretary-treasurer, S. P. Challon, re-elected.

### Coming B. C. Convention.

At the annual meeting of the Nelson, B. C. Board of Trade last week, F. Starkey was elected president and Leslie Hill, vice-president, for the coming year. Two delegates were elected to at-

tend the Cranbrook convention of the associated boards of trade of southern British Columbia, which will be held in February. Delegates are instructed to support a duty on zinc and its products of not less than 20 per cent. as against the duty placed by the United States of 30 per cent. ad valorem on the same things. A duty on lead is asked to succeed the present bounty on the expiration of its five year period, of which more than half has elapsed.

### Chambers of Commerce.

The executive council of the Canadian Manufacturers' Association, has prepared several resolutions for submission to the Sixth Congress of the Chambers of Commerce of the Empire. The first was that the Congress should urge upon the British Government the advisability of arranging at an early date reciprocal trade measures with other portions of the Empire. The second recommended a colonial conference to establish within the Empire uniform and equitable laws respecting patents, copyrights and insolvency. A third resolution recommends the appointment by the British Government of trade representatives in all the important markets within the Empire to encourage reciprocal trade. A decimal system of weights, measures, and currency is mentioned in another resolution, with the recommendation that the British Government appoint a commission to report on, and, if possible, recommend its adoption, within the Empire.

### Publicity Department for Brandon.

On the suggestion of the Board of Trade the Brandon city council has decided that a sum of money should be appropriated for the purpose of establishing upon a permanent and systematic basis a publicity department and industrial developing agency to advance the material interests of the city; that a committee be appointed to recommend to the council a practical scheme and the money necessary to begin with this year.

### Reorganization at Niagara Falls.

The Board of Trade of Niagara Falls, Ont., has effected a reorganization, and will take a hand in the development of the industrial future of the Niagara region. This board was organized in 1889. Three years ago an amalgamation was effected with the Business Men's Association of Niagara Falls South. The new officers are: President, O. D. Glasgow; vice-president, Frank Dalton; secretary, D. B. White; treasurer, Wm. Doran; council, J. G. Cadam, Eugene Menzie, Evan E. Fraser, M.P.P., A. C. Thornburn, Dr. Thompson, Harry Williams, W. E. Arrison, Frank H. Leslie.

### Welland.

The following have been elected members of the Welland Board of Trade for this year: President, Geo. C. Brown; vice-president, Geo. H. Burger; secretary, John McCaw; treasurer, J. S. O'Neal. Council—John Goodwin, W. H. Crowther, Geo. W. Sutherland, O. H. Garner, J. J. Sidey, C. H. Hanson, J. H. Crow and Mr. Duff.



## BANQUET AND PRESENTATION

*To Mr. T. Gaudin, by the Acme Can Works, Montreal.*

A banquet was recently tendered by the Acme Can Works, Montreal, to Mr. T. Gaudin, who was severing his connection with his employers to take up the responsible position of assistant accountant at the Dominion lighthouse depot at Prescott, Ont.

Invitations to the number of thirty-five had been sent out and included men prominent in commercial, political and military life, and not a vacant chair was seen, proving that all invitees were pleased to do honor to the guest of the evening and the Acme Can Works.

After the excellent menu had been disposed of Chairman James Campbell proposed the toast of "The King," which was enthusiastically honored. This was followed by "Rule Britannia," led by Mr. C. Mann.

In proposing the health of the guest of the evening, Mr. Gaudin, Mr. Campbell remarked that though Mr. Gaudin had only been in the employ of the Acme Can Works some four years he had during that time proved himself a most faithful, industrious and capable employee, one who had never forgotten that the interests of his employers were as his own and had in consequence earned for himself not only the full confidence of his principals but also, through fair, strict and honorable business treatment, the esteem of his fellow employees. Though he left the firm now to better himself, he felt sure that he would fulfill his duties to the Government as conscientiously as he had done with the Acme Can Works. He left with the best wishes of his employers and fellow employees. Mr. Campbell presented Mr. Gaudin with a handsome gold ring set with a diamond and emerald, saying:

"Mr. Gaudin, in the name of the Acme Can Works and your fellow employees I have pleasure in presenting you with this ring, and assure you that it carries with it the best wishes of the

are losing the services of a faithful and loyal servant but our regrets are mitigated by the knowledge that you go to better yourself. God-speed to you."

The guest of the evening was visibly affected by the addresses of Mr. Campbell and others and expressed himself as unable to adequately reply. He thanked Mr. Campbell and Mr. Pratt and his fellow employees for their great kindness in thus honoring his services during the years he had been connected with their company, and he felt that in leaving them now he was leaving his best friends and what to him was practically home. He had always tried to do his duty to his employers and be just to the employees. He could hardly express to them how their appreciation touched him on severing his connection, but would always think of them with the kindest

guests' pleasure was as their own. The Acme Can Works only spreads its wings once in a while and he sincerely hoped



Mr. T. Gaudin,  
Lately with Acme Can Works, Montreal



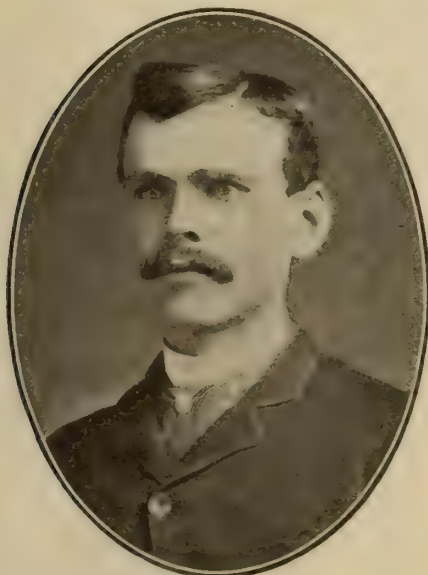
Mr. J. B. Campbell,  
Acme Can Works, Montreal

to have the pleasure of meeting all again on such a pleasant evening. He could take them from the Atlantic to the Pacific and show them where the Acme Can Works was doing business and where their many friends were.

"We try to use our men right in every way," said Mr. Campbell, "and to use our customers equally fair and any success that is with the Acme Can Works is due to this fair treatment of men and customers. We appreciate what our help has done from the smallest boy in the factory to the best paid man. My partner, who comes into contact with the practical work more than I do, can tell you more of the principles adopted and carried out in the works."

Mr. Wm. Pratt in thanking the guests for the toast to his and Mr. Campbell's health briefly sketched the progress of the Acme Can Works since he and Mr. Campbell had taken over the plant. When some 10 years ago the business was bought from Mr. Wm. Walker, 36 hands were employed with an annual turnover of about \$35,000. "To-day we are employing 250 hands, paying out \$1,500 a week in wages besides the office staff's salary, and our turnover is about \$350,000 annually." The business was established by Mr. Wm. Walker about 30 years ago and Mr. Campbell was with the former proprietor for 19 years, when he and Mr. Pratt purchased the plant in 1896. Mr. Pratt's statement shows that the Acme Can Works is one of Montreal's and Canada's most progressive institutions and with the development of the plant and the installation of the most modern machinery lately put in by the company, the Acme Can Works is to-day one of the most complete plants on the American continent.

Before closing with the national anthem and "Auld Lang Syne," Mr. Campbell paid a glowing tribute to Boniface Krausmann for the elegant supper, the service and the thoroughly up-to-date manner in which Mr. Krausmann had treated the Acme Can Works' guests. "The finest prepared dinner in Montreal," was the opinion of all.



Mr. Wm. Pratt,  
Acme Can Works, Montreal.

Acme Can Works and its employees, and we trust you will long be spared to wear it. We feel that in leaving us we

feelings. He desired to say more, but his feelings overcame him, and the words wouldn't come.

Lieut.-Col. Whitley, of the 6th Hussars, followed in a tribute to Mr. Gaudin's manly character, and as a soldier was proud to honor such a crack rifle shot as Mr. Gaudin, who by the way was a fellow Jersey man, and the son of a sire equally famed as a crack rifle shot in the Old Land, as was evidenced to him by a visit to the home of Mr. Gaudin, Sr., in Jersey last Summer, where a room full of trophies gained upon Britain's ranges testified to skill and steady nerve.

The toast of "The Press" was honored by replies by Mr. Jos. Robb, of the Standard, and Mr. W. H. Seyler, on behalf of the MacLean Publishing Co., Limited. "The Ladies" by Mr. Walsh and Mr. Loisel.

Mr. Chappell proposed the health of the proprietors of the Acme Can Works, Messrs. Jas. B. Campbell and Wm. Pratt. Mr. Campbell thanked their guests for having honored them with their presence to pay tribute to one of their employees. He hoped that all had spent an enjoyable evening, and their



## BUSINESS MANAGEMENT

By Howard R. Wellington.

### SYSTEM IN A RETAIL STORE.

A great deal of time is devoted in these days of advanced business methods to the application of systems to every class of industrial pursuit. Care should be exercised, however, to avoid the introduction of systems which are cumbersome and necessitate a large amount of detail work with practically no better result than could be obtained by the adoption of a simple yet productive method. It is a question whether the business done by a retail store would warrant the expenditure of time and money necessary to maintain an elaborate system, but the following ideas may suggest some methods which might be adopted to advantage.

#### Stock.

Cards, alphabetically arranged according to the various lines carried in stock, may be used to keep an up-to-date record of the stock on hand.

Brushes.	Bought			Sold.			In Stock.	Invoice Price.		Selling Price.	
	Apr.	10	60	Apr.	15	10					
S P & Co							50		05		07

This card may be used also for a cash record of all invoices by the addition of other columns for further particulars, such as "List Price," "Net Price," "Advance on Cost," etc. It may seem at first sight that this record would entail a large amount of work, but if the posting is done daily from the sales record, the information which the cards contain will more than offset a few minutes extra work in keeping the cards up-to-date, and besides, the actual stock on hand and cost and selling prices may be obtained at once from the cards instead of counting stock or looking up the purchase invoice, as the case may be. Orders may be placed in time to re-stock goods which have run very low, thus avoiding the loss of sales necessitated by not having the goods in stock and a good assortment may be kept constantly on hand. Of course, if the merchant does most of the selling himself and can watch the stock carefully, and order accordingly, no such method would be necessary, but where several clerks are employed and the stock is being handled constantly, some systematic record of the stock should be kept.

#### Purchase Invoices.

A box file will be found a very convenient receptacle in which to keep the invoices for goods purchased until paid. When the goods are received and have been entered in a receiving book or checked off from the invoice, whichever

method is employed, though different lines should be posted to the stock record cards, the invoice then being placed in the box file for payment. These invoices are filed alphabetically, according to the concern from which goods were purchased.

#### Paying Accounts.

To insure the saving of all cash discounts, if the retailer is in a position to take advantage of discounts allowed for short terms, the creditors should be notified to make drafts when the account becomes due. In this way the dealer is free from any anxiety in this regard. The statements when received may be checked off from the invoices and then attached, forming a complete record of the settlement, the net amount being charged direct to the "Merchandise Account." If it is convenient to protect drafts, or if the retailer prefers to pay by cheque, or by other

means, and also wishes to take advantage of cash discounts, the statements may be arranged according to due date and settlements made accordingly, although the draft method will be found less cumbersome.

#### Sales Record.

The method in general use is the duplicate "cash" or "charge" books, a complete record being kept of all sales, whether cash or on credit. Several of the books may be in use at one time, but if the amounts of each sale are recorded carefully on the recapitulation sheet provided for this purpose at the end of the book, the total sales may be obtained. A column should be provided for "cash sales" and "charge sales," the total of the "cash sales" column agreeing at the end of the day with the amount received by the cashier from the different salesmen. The original of the "cash sales" slip should be handed to the cashier with the cash. The "charge sales" slips are marked or stamped "charge" and the original sent along with the goods to the customer as an invoice, the duplicate remaining in the "sales book" to be charged to the customer direct. The sales slips are numbered, and in this way every slip may be accounted for, either through the original in the hands of the cashier or through the charge direct to the customer.

If the stock cards are kept, the posting of different lines sold may be made

right from these sales slips each day, and the balance of stock on hand ascertained at any time without actually taking stock.

### THE NIMBLE PENNY.

Quite a common error with the small retailer, particularly the young retailer, is taking too liberal advantage of quantity prices, says Hardware. The extra discount on a big order in one line is a big temptation, but it is the nimble penny that catches the money. Many a store and many a business is loaded down with these same large orders, bought at a big discount and kept at a great expense of tied-up capital while they are being unloaded. It costs less freight, but the interest on the money invested is more than enough to cover the extra freight. Freight only has to be paid once, while interest is a constant expense, whether it applies to tied-up or to borrowed capital. How many men have seen opportunities of some special nature escape that they would most gladly have embraced if they had felt able to afford it; opportunities that only required perhaps a small part of the idle capital represented by many an unwise purchase!

One fact, like the beggars, we have always with us; that some unwise purchases will surely be made. The best of buyers have often to regret their liberality in some direction; seldom is any buyer worthy of the name called on to seriously regret his parsimony. Big discounts are a fine thing for those who can afford them, but let the little fellow rather aim to keep his capital rolling over so actively that it will earn him greater interest than the discounts represent. It can be done. Why not do it?

### LOOSE LEAF SYSTEMS NOW A NECESSITY.

There are very few business houses to-day who do not use some form of the loose leaf system in one or more departments of their business. It is no longer experimental, but is recognized as an absolute necessity by progressive business houses generally.

The advantages of the loose leaf system are now so well known that we will not go into detail further than to say that the idea permits of adaptability to meet to best advantage changing business conditions. It permits of any classification and the maintenance of the arrangement continuously or as desired. This system permits the greatest amount of information to be kept in condensed form, in the least

# WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.

Limited.

HAMILTON, ONT.



time, and the most accurate manner. Accounts and records of all kinds can be kept by this system in any business, large or small, with equal advantage.

#### A SYSTEM FOR KEEPING IN TOUCH WITH PRICES.

It is very important that the buyer of a large house keep track of every quotation that is made to him on the various classes of goods he buys. This not only that he may have all the figures before him and select the lowest price, but also that he may watch the variations in prices from month to month.

This whole record may be kept on one small card. On the face of this card is entered the name or description of the article. Columns are provided, first, for the name of the concern making the price, date the quotation was made, price, terms (discount, time, and so on), shipping terms (freight rates and facilities), the minimum amount which must be ordered to secure the price, and for remarks regarding the house or goods; then a column is provided for possible orders, and columns for the date, amount, and price of any orders given.

This card can be made to hold about twenty quotations. If any concern changes its figure, the first figure can be erased or a line may be drawn through the first quotation and a second entry made. This is really preferable, for it shows the purchasing agent the ups and downs in quotations.

The reverse of this card can very conveniently be used for keeping an index of catalogues. The name of the catalogue, the date issued, its catalogue number, and its shelf number are the only entries necessary in each case. Numbers are pasted to the backs of catalogues, and they are filed on numbered shelves.—Alfred Phillips, in System.

#### COST OF RUNNING STORE.

Figuring on the cost of goods, what is your expense of doing a retail hardware business?

In trying to arrive at what would be a fair retail price, manufacturers and jobbers have frequently asked this question. Members have stated it would run from 10 to 20 per cent., counting a fair salary for the firm, interest on investment, insurance, loss of accounts, etc. Is this right? Jobbers pretty generally claim their expense averages 15 per cent. Is it possible a retail store can be conducted for less or are you too modest in your figures?

#### DRUMMER WASN'T "STUMPED."

William H. Bucher, at one time the best known traveling salesman in his line, is fond of telling about the man whose oily tongue and calm assurance first fired him with ambition to be a figure in commercial life.

"It happened in the early days down on the farm," said Mr. Bucher. "The fellow had a patent stump puller. His style was grandiloquent when expatiating on the merits of his contrivance. I remember his favorite boast:

"Why, sir, that machine will pull up anything that God Almighty has ever planted!"

"He prevailed upon us to give him a trial, and accordingly we snagged the stubbornest stump on the farm with the machine and attached a team of horses. They tugged and strained, but couldn't budge the stump. We put on more horses. Still there was no sign of victory for the stump puller. A third relay of horse power caused the device to close up like a pair of scissors, and that was the end of it. We jeered unmercifully, but the agent met us with a solemn rejoinder:

"That stump was planted deeper than I thought," he declared. "The other party has certainly got hold of the roots!"

#### A COMING BUSINESS.

"If I had a bright boy whom I wished to see get along in the world and make a lot of money," said an engineer, "I would enter him in the new profession of automobile engineering. He should begin as a chauffeur—not to be a light-headed speed rivaler and law-breaker, but that he might learn to operate a machine well; that he might learn how to operate all sorts of machines. Then he should enter a factory and learn how to make them. Possessed of this know-

ledge, I would have him serve a term on the road as salesman, introducing the machines. After that it would be his business to find a good location and set up for himself as dealer and agent. It is the coming business, and there will be a lot of money made in it by men who know how."

#### AN IMPORTANT MESSAGE.

A traveler put up for the night at the leading hotel in a small town, and, before retiring, left very particular instructions to be called in time for an early train. Early in the morning he was disturbed by a lively tattoo upon the door.

"Well?" he demanded, sleepily.

"I've got an important message for you!" replied the bell boy.

The traveler was up in an instant, opened the door, and received from the boy a large envelope. He tore it open hastily and inside found a slip of paper on which was written in large letters,

"Why don't you get up?"

A display of pocket knives in the window will catch the eye of the boys and bring trade.

## Varnish Enthusiasm

You can't enthuse over poor varnish; you can over good. *S-W. Varnishes* are the *good* kind. They fill the most exacting requirements and prove their quality wherever used. Only the best materials are employed in their manufacture.

Get enthusiasm—*S-W. Varnishes* will bring it. We have selling helps for you worth while. The varnish business of your locality is yours if you want it. It's only a question of right goods, right quality, and right prices.

We have a proposition. *Write.*



**THE SHERWIN-WILLIAMS CO.**

PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.

Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

1042



## STOVES AND TINWARE

### McCLARY CO'S TRAVELERS.

The McClary Manufacturing Company, London, have made several important changes in their traveling staff for the coming season, as follows:

Douglas McPherson, former headquarters at London, goes to Vancouver, B.C. E. W. Rawson, of Toronto, also goes to Vancouver.

Arthur Turner, formerly of the London office, and who has been in Winnipeg for some time, will call on the Manitoba trade.

George Baxter, traveler out of London, is transferred to Toronto.

George Clark, traveler for the St. John branch, will return to London and travel in Ontario.

W. E. Thorpe, who has been with the office in Hamilton for the past year, will go to St. John and sell in the Maritime Provinces.

W. Thompson, who has been in the London office, is going to Hamilton.

Walter Screaton, traveler, has been moved from London to Toronto.

E. H. Grenfell, who was with the company for 20 years and resigned four years ago, has resumed work in the service of the company and will travel out of London.

Elliot Weston, of the London office, will be the city representative in London.

J. M. Gunn, son of the late secretary, has been moved from Montreal to Winnipeg.

### BRIQUETTING OF FUELS.

Briquetting of fuels, for some time one of the large industries in England and continental Europe, has been slower in becoming a commercial success in America, but can now be said to have become a successful industry. The principal drawbacks encountered by the makers of briquetting machinery in this country have been the large amount of labor necessary to operate a plant on the European plan, and the high price of labor, the low price here of the best natural coal, the high price of bonding materials, and the smoky character of briquettes made by the European process, owing to the large amount of bonding material necessary to make a commercial product.

With the increase of population, increase of miners' wages, the growing consumption of coal in the industries, the elimination of competition in the coal trade and the gradual depletion of the coal fields, the tendency has been for increased prices of coal in America, and under this condition the producers and dealers have exerted every effort to save the small sizes and waste that were formerly thrown on the culm bank.

These small sizes, usually used for steam trade, never produced a large profit, and the dust, usually the best part of the coal, is still thrown away. These small steam sizes could be briquetted and sold for the same or a higher price at a better profit to the producer than the prepared sizes of anthracite for domestic use.

By the process of briquetting, the output of prepared or domestic sizes of anthracite alone could be increased from 15 to 25 per cent., which is equivalent to a corresponding increase of many millions of dollars in the value of all coal deposits.

In the last 10 or 12 years much money has been expended in experimental work in the desire to produce an apparatus that will meet the American requirements and eliminate the objections raised against European machinery and its product. In the same period a number of United States and Canadian plants equipped with English and German machinery have been operated with only a moderate degree of success. In order to be commercially successful, a briquetting plant must produce a briquette from the dust equal to the coal from which it came, at less cost of manufacture than the cost of mining and preparing the coal.

It is asserted that the machinery and process to accomplish this has within the past year been perfected by the Zwoyer Fuel Co., which, after a long series of careful experiments, has installed for the New Jersey Briquetting Co. a plant of 10 to 12 tons capacity per hour, which has been in operation for six months and is now making anthracite dust briquettes that are placed on the market in New York in competition with the best anthracite coal.

Three or four men can operate this plant successfully from the time the coal dust enters the bins until it reaches the briquette bin. The amount of binder required per ton is about one-half that required by the best foreign process. It is claimed by the Zwoyer Fuel Co. that this is the first commercially successful plant built in the United States. A large number of test runs have been made on all kinds of lignites, coke and coal dust from all parts of the United States and Canada.

The shape of the briquettes is such that they can be handled as easily or perhaps easier than coal. They are water-proof and can be transported as easily as coal, and they will remain hard in the fire until entirely consumed. It is further claimed that, weight for weight, they give more heat than coal, and that the unconsumed carbon in the ash is less than remaining from coal.

Complete briquetting plants made on this principle can be furnished in any capacity from 10 tons per hour up.

### CATALOGUE HOUSE COMPETITION

When a customer comes in and talks catalogue house stoves you must be prepared to talk back. The only way to do this successfully is to know something about stoves. You should know what a stove of a certain size should weigh, for instance, and what the freight would be on a stove weighing so much from Chicago or some other place. Then you must know your own stock well enough to point out where yours is

better than the catalogue house stove; where your stove has an oven that is larger or a better firebox or has a better top or lining. A sample catalogue house stove on the floor is a good thing where there is much of this business, as there is nothing like "showing" the customer, but where the catalogue business is not very large there is no use advertising these firms by putting one of their stoves on exhibition.

### WHY THE STOVE WAS ELEVATED.

During the college days of ex-Mayor Besson of Lynn he had two of the professors of the college as guests at a hunting camp in the Maine woods, says the Boston Herald. When they entered the camp their attention was attracted to the unusual position of the stove, which was set on posts about four feet high.

One of the professors began to comment upon the knowledge woodsmen gain by observation. "Now," said he, "this man has discovered that the heat radiating from the stove strikes the roof and the circulation is so quickened that the camp is warmed in much less time than would be required if the stove was in its regular place on the floor." The other professor was of the opinion that the stove was elevated to be above the window, in order that cool and pure air could be had at night. Mr. Besson, being more practical, contended that the stove was elevated in order that a good supply of green wood could be placed beneath it to dry.

After considerable argument each man placed a dollar bill upon the table and it was agreed that the one whose opinion was nearest the guide's reason for elevating the stove should take the pool. The guide was called and asked why the stove was placed in such an unusual position. "Well," said he, "when I brought the stove up the river I lost most of the stovepipe overboard and had to set the stove up there so as to have the pipe reach through the roof." He got the money.

### McCLARY'S MANAGERS MEET.

Branch managers for the McClary Manufacturing Company from Toronto, Montreal, St. John, and Mr. Main, from the Winnipeg house, spent a part of the week in London, to make their annual report for the last year's business and discuss the prospects and needs for the present year.

Without exception the reports showed a large increase over the preceding year. Returns from Mr. Drake, manager of the Vancouver house, and Mr. Clark, of Hamilton branch, have also come to hand, showing similar results, while the trade from the London head office corresponds, making 1905 a record year in the history of the company.

Their stock being lighter than usual at this time of the year the full staff of 1,000 employees will be kept steadily at work during the Winter, which is usually the dull season.

How many heaters have you left over? What's the matter with a clearance sale? You may sell one or two of them at a slightly reduced price, which would be better than carrying them until next Fall.



# Did You Read It?

We mean the editorial on page 22 of last week's issue of **HARDWARE AND METAL**, entitled "Standing Still is Going Backward."

It was a good one, and will stand reading twice; read it again.

By the way, have you considered the fact that we are offering you the chance of the season to make a forward movement? Of course you are going to handle "The Joy Malleable and Steel Range" some day, but why not begin now? It is chock full of talking points with real merit in them. We are dead anxious to tell you what these points are. A simple request will bring them in black and white. Our travellers are now out with samples; if you pass them up, you will miss it.

## JOY MANUFACTURING CO.

32 WILLIAM AVE., TORONTO



Pat in Canada,  
Aug. 22, '95.

## THE WIZARD ADJUSTABLE FLEXIBLE HANGER

The only adjustable Hinge Hanger on the Market.

Lateral adjustment. Vertical adjustment. Swing-out and stay-on features. No doors to bind on the building. No doors to drag at the bottom. Door may be placed close to opening so as to exclude cold. No special track required for **The Wizard**. No trouble to put in place. Stronger than any other flexible hanger. Easy to adjust and smooth running—has steel roller bearings.

Ask your jobber or write us.

MADE IN CANADA BY

**Safety Door Hanger Co.**  
HAMILTON, - ONTARIO

# IRONSIDE FOR IRON

OUR SPECIALTIES ARE **IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.**

Sole Licensees for **PAGE'S PATENT WIRE STRETCHER**, and we are willing to sell the right of manufacture in Canada on a Royalty basis.

**IRONSIDE'S PATENT WIRE CUTTERS**, guaranteed to cut any wire

We publish a "Canadian Metal Price List" monthly. Quotations in Dollars and Cents. (C.I.F.) We will send this, and our "Weekly Market Report" on receipt of address.

**IRONSIDE, SON & DYCKERHOFF** 16 Water Lane  
Gt. Tower St., E. C. **LONDON, ENG.**

Sole Agent for Canada: MR. SYDNEY T. HACKETT, 233 St. James St. Montreal.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (at \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### YEARLY CONTRACT RATES.

100 words each insertion,	1 year.....	\$30 00
" " " "	6 months.....	17 00
" " " "	3 months.....	10 00
50 " " " "	1 year.....	17 00
" " " "	6 months.....	10 00
25 " " " "	1 year.....	10 00

### FOR SALE.

**H**ARDWARE business for sale in a New Ontario town; no opposition; mining in vicinity; stock and building, \$1,500 to \$2,000; reasons for selling: cannot devote time to business. Apply Box 332, New Li-keard. [4]

**H**ARDWARE business in good town, surrounded by best farming country in Canada. Stock \$5,000; turn-over \$25,000 per annum. Good profits. Reason for selling, dissolution of partnership. Address Box 139, **HARDWARE AND METAL**. [4]

### FOR SALE

**G**ROWING hardware and furniture business in 10-a-head Western Manitoba town; investment of slightly over three thousand, less than three years ago, will show at the end of third year surplus about twelve thousand; owner retiring; this will soon go. Apply quick to Box 236, **HARDWARE AND METAL**. [6]

### SITUATIONS VACANT.

**W**ANTED—Tinsmith, good all-round man for country will go; yearly job; must be temperate; one with knowledge of plumbing preferred; state wages and experience. Apply Box 503, **HARDWARE AND METAL**, Toronto. [6]

**W**ANTED—A young man to travel for general hardware; must be well recommended and of good address and habits. Apply to Purvis Bros, Sudbury. [5]

## CATALOGUE MAN

wanted. One with previous experience on complete hardware catalogue work. State salary required. Only those with a thorough knowledge of hardware need apply.

Box R. W. J.

**HARDWARE AND METAL**  
MONTREAL. (4)

**W**ANTED—Tinsmith at once, experienced in roofing and furnace work; must be temperate; steady job to the right man; single preferred. State wages and experience to S. B. Merrill, Enterprise, Ont. [6]

**W**ANTED—By a manufacturer of high grade standard goods, traveling salesman acquainted with the wholesale hardware trade of Canada; salary and expenses. Box L, **HARDWARE AND METAL**. [6]

### SITUATION WANTED.

**A**BLE and energetic young man, open for responsible position as manager, sales manager or traveler; best of references and connection; 14 years' experience in hardware and sundry lines. Apply Box 504, **HARDWARE AND METAL**. [6]



## The Oven Women Like

The one that always bakes well, roasts well, doesn't sulk, doesn't burn either the top or bottom of things, but bakes and roasts evenly and perfectly and is ready quickly, is found in the



## Imperial Oxford Range

Our Patent Diffusive Oven Flue ensures this oven perfection. No other range has it.

Besides having the best oven, the Imperial Oxford has every known improvement and convenience. For instance, it has the only draw-out oven rack strong enough to support a heavy roast—a wonderful convenience, making basting easy. Every woman appreciates such conveniences.

Its beauty commands the attention at once, and its many good points are so easily apparent that it really sells itself.

The Imperial Oxford Range is a good proposition for you, and should be on your floor if it isn't.

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

## The Gurney Foundry Company, Limited

TORONTO

WINNIPEG

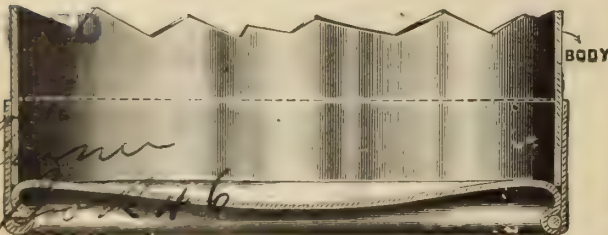
VANCOUVER

86

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.

## "Samson" Milk Can Trimmings.



Section of "Samson" Milk Can Bottom.

Strongest, neatest, most sanitary

and only one-piece bottom made

Has no seams or rivets to corrode and collect dirt.

Every bottom in each size is of an exact diameter. Being stamped out with a die—not spun—there can be no variation as in a bottom made in several pieces.

Requires less solder and work in putting together than pieced bottoms—also wears longer.

## The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON

"Everything for the Tinshop."



**METAL NOVELTIES AND ADVERTISING UTILITIES****HERBERT J. RODGERS**

of Saracen House, Snow Hill, London, E.C., Eng., visits Canada in March, representing British Manufacturers of up-to-date metal and aluminum fancy goods, photo frames, calendars, match boxes, ash trays, advertising novelties, etc. of high class. Appointments from Jobbers will be valued.

**FRANK PEARCE & CO.**

Established 1868

Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code

**Covert Mfg. Co.**

Troy, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc.

For sale by Jobbers at Manufacturers' Prices



Don't Forget the Name...

**NEWMAN'S INVINCIBLE FLOOR SPRINGS**

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

**W. NEWMAN & SONS, Birmingham.**

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

**Attention to**

## THE HAMILTON RIFLE

**Model No. 23**

This is a rifle you can easily sell, Mr. Hardwareman. It is efficient and accurate. It is made by a superior process.

**Model No. 23** sells at \$3.50. Put in a stock and advertise the price. You'll get business.

*Order from your jobber*

**THE HAMILTON RIFLE CO.**  
Dept. 71. **PLYMOUTH, Mich.**

C. H. MENNELL PHILA.

**OPINIONS on****THE EMPIRE QUEEN RANGE****Are Always Eulogistic**

Here is what T. McKenny, Thornbury, writes:

"This is to certify that the stove I purchased from you last Fall has given the best results."

R. Morrow, hardware merchant, Allenford, says he Readily recommends The Empire Queen to any purchaser or dealer.

*Shouldn't a copy of our Booklet be of interest to you? You can secure one Free.*

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

**"MADE IN CANADA"**

Take note of it. In your next order specify

## Mantel Coal Grates

finished in Oxidized Copper, Brass or Dull Black.

Mantel Coal Grates are fast winning favor.

Wouldn't you like to sell them?

**Whittaker Stove Works**  
WINDSOR, ONT.

**"VICTORIA" IMPROVED COAL GRATE**  
24 1/2 x 30 1/2. Dump Grate. Double Damper.

**Cut Down Expenses for Lighting**

— BY USING —

**ACETYLENE**

ASK US HOW IT IS DONE

**THE CONTINENTAL HEAT & LIGHT CO.**

MONTREAL



# HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN

The MacLean Publishing Co.  
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Subscription, Canada and United States, \$2.00  
Great Britain and elsewhere 12s

Published every Saturday.

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## NEW ADVERTISEMENTS.

London Foundry Co., London.  
Orford Copper Co., New York.

## QUALITY BEFORE QUANTITY.

Charles M. Schwab has uttered a note of warning to manufacturers in America regarding their output. A recent visit of his to the industrial establishments of Germany showed him clearly the reason of the German's success in the metal and other industries. Their love of research has taught them a thoroughness unheard of in this country. They aim at perfection, and are not satisfied until their object is achieved. Quantity with them is not thought of until quality is assured. They read and think and study and experiment, until some definite result has been attained. Himself a manufacturer on a large scale, Mr. Schwab was not slow to realize what the adoption of similar methods would mean in this country, and has already acted on his own suggestion regarding a better quality of output. He advocates more attention being paid to higher grades of manufacture.

Herein is a lesson for every manufacturer in Canada. With an ever increasing demand, our manufacturers are finding difficulty at times in keeping up with orders. Speed, economy of production, and quality, are paramount, the inevitable result of which is a tendency to forget that quality should be the first consideration. We in this country cannot afford to overlook the object lessons of older established countries. Our prospects to-day are not excelled, and our resources are incomparable, but

we must remember that even so we cannot lead in industrial pursuits unless we lay broad and deep the foundation of quality, and having secured this the superstructure of quality will rise in towering strength.

## IT DOESN'T PAY.

How much can a merchant afford to attack the methods of competitors, either in his home town or a department store in a neighboring city? As a matter of fact, most of the outcry against opponents ends where it begins—in talk—and results only in some free advertising for the opposition.

Isn't there room enough for all, or, rather, so long as the hardwareman leaves so much of his own territory still unworked himself, isn't an occasional intruder about what he can expect? If all the energy wasted in these fruitless criticisms were expended in working our own field a little more thoroughly, if all the grey matter expended in working out ingenious methods to circumvent the ways of certain other people, were used in the improvement of our own, it would be better for us, even if it did not restrain our enemies. One thing is certain, no one can be in two entirely different fights at once and devote his whole energies to either one. These trade wars look first-rate in print, but it is awful hard to growl and bite at the same time, and it is well for us to be sure that while we are doing our little act of working the growler some other dog may not be chewing up the bone.

## HIS CAPITAL WAS CHARACTER.

A business man in Toronto failed a few years ago. When he had settled with his creditors he was without any money whatever and to all appearances shut out of a business career.

While in business, however, he had been honest as well as industrious and had established a reputation for these qualities. The cause of his failure was adverse circumstances over which he had no control, and when it appeared that he would have to become an employee instead of an employer some of the wholesale houses came to his relief and sold him goods on credit and without any security in order that he might have a chance to get on his feet again. One wholesale house alone gave him credit to the extent of \$10,000. To-day he is a prosperous merchant.

This man's chief capital was his character, and reminds one that after all, in spite of the cynical who think otherwise, "honesty in the best policy" for employers as well as employees.

## TRAVELERS MUST GET ORDERS SIGNED.

An interesting and important case has just been decided at Osgoode Hall which demonstrates very clearly the great need for accuracy in every detail of business transaction.

A traveler when taking an order from a customer is usually satisfied to write down the order in front of his customer and to hand him a duplicate copy, the general idea being that this constitutes a legally binding order. This is not the case, however. If the order goes through, well and good, everything is all right; but if for some reason or other the customer refuses to accept delivery, why, then the situation changes. Who is to bear the inevitable loss which follows? At first sight one would say the would-be purchaser, but the law says no.

In the case under review, defendant said that he countermanded the goods before they reached him, and then refused to accept them, and he pleaded the statute of frauds. Plaintiffs' traveler took the order from defendant; there was no signature by defendant, and defendant contended that there was no evidence to support a finding that plaintiffs' traveler was authorized to sign the order for defendant.

Plaintiffs contended that the order in writing defining the goods, the invoice of the goods sent, and the subsequent letters refusing to take the goods and recognizing the order were sufficient to satisfy the statute, and also that the order written by plaintiffs' traveler was in itself sufficient.

The upshot of all the cases as quoted at the trial is that the traveler or salesman of a wholesale dealer is presumably not authorized by the persons who buy from him to sign a contract for them as purchasers. And the presumption is not rebutted by the memorandum of the order being made up in the purchaser's presence in duplicate, one part being given to the buyer and the other part forwarded to the wholesale house.

In cases where travelers are calling at short intervals, say weekly, the point is not a very momentous one, as little difficulty is likely to occur which could not be dealt with on the next journey. But where a traveler calls only once or twice a year it is of great moment. He may take orders which require special treatment for an individual customer, and if that customer is permitted to just go back on his order, simply by virtue of the technicality that the salesman is not the buyer's agent, the wholesale dealer is placed in an awkward predicament.

Now that this point has been demonstrated it is clear that the only course to adopt is for travelers to secure signatures to all the orders they collect.



## HENDERSON ROLLER BEARING MIX-UP

A sensation has been created in manufacturing and investment circles during the past month in connection with the affairs of the Henderson Roller Bearing Co., of Toronto, resulting in an airing of the business in court, where some lively and dramatic scenes ensued and where startling evidence was given.

As a result of writs issued against the company, a winding-up order was granted by Chief Justice Falconbridge on Saturday, Jan. 13, but on the following Monday, on the application of another petitioner, a stay in proceedings was allowed. This gave a chance to have the principals in the case make their statements in court, these being D. Burke Simpson, president, and G. F. Marter, vice-president, who maintained that the company as it existed was hopelessly insolvent, and A. E. Henderson, secretary, who denied that this was so.

Pending this decision, permission was given the shareholders to hold a meeting which was called for Friday, Jan. 26, when a reorganization was recommended in preference to liquidation. As far as all evidence goes, the affairs of this company are certainly in a bad way.

To go into history, about five years ago A. E. Henderson, then a Methodist minister of Woodbridge, secured the patent for the invention that now bears his name. Business men of Woodbridge, together with some Toronto capital, formed a company, to exploit this bearing, called the Toronto Roller Bearing Co., with a capital of \$40,000 in shares of \$100 each. After some experimenting and procuring patents in almost every civilized country in the world, the idea was conceived of making this the parent company to sell the rights to other companies to manufacture the patent, which at this time had not been given a really satisfactory commercial test.

The next step in the affairs of this organization was when the Henderson Roller Bearing Mfg. Co. was formed, capitalized at \$1,000,000, to take over the patent rights for Canada only and manufacture the bearings in this country. They were to pay the parent company for this privilege \$500,000—\$100,000 in cash and \$400,000 in stock in the new company. The stock of this new company was boomed and advertised in such a manner that single shares rose in value to over \$125, during which time

some goods were manufactured, but which, according to the statement of some of those interested, were being placed on the market at a fraction of their cost to manufacture. It was apparent to some of the shareholders that matters had not been going satisfactorily, as, according to the statement of Mr. Marter, the board of directors had lost confidence in Messrs. Henderson and the managers were asked to resign. The officers all sent in their resignations with the exception of A. E. Henderson, then secretary and treasurer, who asked that he be left with the secretaryship. A new management was appointed, with D. Burke Simpson as president, G. F. Marter, vice-president. The balance sheet issued on Nov. 30, 1905, is of interest. It shows \$478,000 of stock paid in, with assets of \$117,000, and liabilities of \$45,000, leaving nominally \$72,000 of assets besides the alleged value of the patent to answer the \$478,000 of stock paid in. The statement shows the value of this to be \$500,000 as a cash asset, giving the company, by the statement, a contingent reserve of over \$93,000. The question many of the shareholders asked was, what became of this large amount of money, since no showing of this appeared in the statement.

Matters became more and more unsatisfactory to many of the shareholders, resulting in a number of writs being issued against the Henderson Roller Bearing Co. on the ground of alleged misrepresentation, as a large number of the shareholders bought their stock with the proviso, "We hereby agree that if you are not satisfied with your holdings of this stock, after twelve months, we will give you back your money with 25 per cent. advance and 10 per cent. for the money during the time we have held it." Signed with the rubber stamp of the Henderson Roller Bearing Co. per R. J. Henderson, manager.

In view of the number of these writs, the winding-up order was issued by Chief Justice Falconbridge on the recommendation of the financial statement issued by Messrs. Simpson and Marter. In the proceedings to set aside this winding-up order, the company's affairs were placed in the limelight of public attention for some days, the conspicuous features of which were the bitter denunciation by Messrs. Simpson and Marter of the Henderson mis-management of the company. It was stated by Mr. Marter that

the company had been going behind between \$4,000 and \$5,000 a month and that for over \$400,000 invested there was only \$30,000 worth of business done. An affidavit filed at Osgoode Hall by Auditor Edwards, of the company, estimates the loss in the manufacturing end up to Nov. 1 of last year to amount to \$80,000. It was claimed by A. E. Henderson that Messrs. Simpson and Marter had acted in bad faith in placing the affairs of the company before the creditors. The question was adjourned until the meeting of the shareholders should have taken place, which was done on Friday, Jan. 26.

At this meeting serious charges were made by the officials of the company, the discussion lasting from 9 o'clock in the morning until nearly 7 o'clock in the evening. G. F. Marter opened the business proper with a speech of a condemnatory character in which he declared the company to be hopelessly insolvent. He was followed by a speech in similar vein by Mr. Simpson, in which he stated that the company was not only insolvent, but that the invention was useless. A. E. Henderson, inventor of the bearing, spoke for more than two hours, when he attempted to vindicate the character of the invention.

An evidence of the seriousness of this discussion is seen in the fact that in speaking of their desire for an audit, Mr. Simpson said that the auditor had made charges that meant only one place, and that the penitentiary, for the manager, R. I. Henderson. "We paid \$21,000 and there were \$31,000 of debts at the time Mr. Henderson said there were only \$14,000." They had not been able to get the particulars regarding the new building being built by the new company, and when built he did not know what the factory was to do, as a traveler had come in, after being all over the country, with a single order of \$40.

In his defence, A. E. Henderson said that it was unfair to have his brother appear as receiving large sums of money unjustly. Money had to be expended for the promotion of any enterprise. He showed a list of orders that had been received before the present crisis had arrived. The financial statement given at the meeting of the audit of Edwards, Morgan & Co., made on the suggestion of Chief Justice Falconbridge, as submitted by Mr. Marter, is in part as follows:



## RECEIPTS.

Allotted on patents.....	\$200,000.00
Calls paid .....	261,255.00
Premiums paid .....	23,270.00
Share notes .....	18,450.00
Credit for machinery .....	19,094.82
Borrowed .....	25,678.20
Sales, \$47,915.19, less amount outstanding.....	35,363.16
	<hr/> \$583,111.18

Of this amount \$346,678.31 is represented by: Patents, \$240,272, and the balance in machinery, tools, drawings, fixtures and buildings, the latter amounting to \$23,654.53. For \$236,423.46, no assets remain.

Against this must be set income of \$61,585.19, leaving a new impairment of capital \$175,703.27.

Pending a final decision, the court adjourned the case from Monday, 28th inst., for three weeks, in order that all possible chance be given the shareholders for a reorganization.

Some confusion has arisen in the minds of many regarding the manufacturers of anti-friction bearings, with the result that the names of other firms have been associated with this one. It might be said that there are two other firms manufacturing anti-friction bearings, namely the Chapman Double Ball Bearing Co., of Toronto, and the Canada Bearings, of Hamilton, neither of which has any connection whatever with the Henderson Roller Bearing Co.

## PIONEER MANUFACTURER DEAD.

After a residence in Brockville of nearly half a century, ex-Sheriff James Smart passed away last Sunday. Born in Scotland in the year 1819, he came to Canada in early life, taking up his residence near Ottawa. Later he was a resident of Kingston, Sarnia, and also spent some time in California, being a manufacturer in Sacramento. He was a warm personal friend of the late Hon. Alexander Mackenzie. Mr. Smart located at Brockville nearly half a century ago, and was one of its pioneer business men, having established the town's largest industry, which still bears his name, the Jas. Smart Manufacturing Company.

In 1884 he retired from business and was appointed sheriff of the united counties of Leeds and Grenville, which office he resigned in 1898. He married Miss Bogue, of London, Ont., who survives him. He also leaves a family of four—Hon. James Smart, ex-Minister of Public Works for Manitoba and ex-Deputy Minister of the Interior for Canada; Geo. B. Smart, of the Canadian Immigration Department, and two daughters.

SUCCESSFUL JOBBERS  
AND SALESMEN.

No. 17.

The portrait of W. R. B. Leslie, shown below, will be instantly recognized by many readers in Eastern Ontario.

Mr. Leslie started in at an early age with Messrs. A. C. Leslie & Co., Montreal, with whom he gained a good knowledge of the metal business. After spending four years there Mr. Leslie, wishing to learn the general hardware business, joined the staff of Caverhill, Learmont & Co., where for seven years he gained steady advancement in the warehouse, while waiting for an opportunity to go on the road. There being no vacancy, however, he went out for the Canada Hardware Company, who were just commencing business, representing them un-



W. R. B. Leslie,  
Who has joined A. C. Jenking, Montreal,  
in the Agency Business.

til August, 1901, when he returned to Caverhill, Learmont & Co., whom he represented very successfully in Eastern Ontario until the close of 1905.

At the beginning of the year Mr. Leslie started into business on his own account, joining A. C. Jenking in the agency business, representing N. C. Barler Manufacturing Co. (Barler's Oil Heaters), Utica Drop Forge & Tool Co., and Smith & Hemenway Co., New York, whose "Green Book" covers the output of eighteen different factories. Being of a progressive spirit, they have also equipped and put into operation the Jenking-Leslie Brass Manufacturing Co., making all lines of gas and electric fixtures, and other brass goods in all finishes.

"Billy" is of Scotch descent, which would account for much of his business instinct. He takes a keen interest in military matters, and it is therefore not

surprising to find him in command of No. 1 Company, 59th Stormont and Glengarry Regiment, and wearing the Sutherland tartan. He is also a life member of the Montreal Amateur Athletic Association.

## DISSTON'S CANADIAN FACTORY.

Henry Disston & Sons, the well-known saw manufacturers of Philadelphia, have established a branch factory at Toronto, with offices at 110-112 Adelaide street east, with W. E. Radcliff as Canadian manager. They have purchased property on Adelaide street, running through to Lombard, upon which they have erected a factory which will ultimately be five storeys high. Three storeys are already built and covered with a temporary roof, but the foundation and brick work have been so constructed that two additional storeys can be added, which they purpose doing at an early date. It is expected that the plant will be in full operation by the first of March, in time for the Spring trade.

Up to the present time \$30,000 have been expended, and it is estimated that when everything is completed at least \$60,000 will be required. They will not at first make the full line of tools made at the home factory, but will confine the output of the Canadian plant to circular saws, band saws, gang saws, and cross-cuts. While not manufacturing their complete line of the smaller goods in Toronto, they will carry in stock a full assortment of tools, steel files and all milling supplies, and be able to ship them from this branch. Their business, as heretofore, will be done through the jobbing houses in their general lines, but to milling companies and machinery manufacturers and dealers they will sell direct. The establishing of this house in Toronto will put Henry Disston & Sons in a better position to deal with their large Canadian trade.

## REEVES' ACTION DROPPED.

The creditors of J. B. Reeves, the insolvent plumber who is now supposed to be wintering in California, and who left behind him liabilities of \$12,000, have instructed the assignee E. R. C. Clarkson, to drop Reeves' suit against the master plumbers and local union. The reason is that the creditors, who are largely wholesale plumbers, have no desire to prosecute an action against themselves.

Offer bargains that are genuine, having the courage, when necessary to make them that, to sacrifice profit, even to take a loss.



## HARDWARE TRADE GOSSIP

### Quebec.

Aime Lemieux, general merchant, of Henryville, was in Montreal a few days ago.

J. M. Lynch, of the staff of Lewis Bros., Limited, Montreal, is enjoying a vacation.

Ozro M. Bean, plumber and tinsmith, of Stanstead, was in Montreal one day this week.

J. A. Paquette, of St. Johns, visited Montreal on business during the early part of the week.

L. I. Matts, general merchant, of Buckingham, was a caller on some of the Montreal jobbers this week.

J. M. Robertson, of the James Robertson Co., Limited, Montreal, has returned from a trip to Baltimore, Md.

James B. Campbell, of the Acme Can Works, Montreal, will leave early next week for Atlantic City to attend a convention.

George W. Baines, representing the Metal Shingle & Siding Co., of Preston, Ont., was in Montreal for a few days this week.

R. H. Cowan, of the Traders' Company, Buckingham, visited Montreal this week in connection with his business interests.

E. M. Thurber, manager of the Nicholson File Co.'s Dominion works, Port Hope, Ont., was in Montreal for a few days this week.

A. Bourbonniere, formerly with Le Prix Courant, has been appointed sole representative of the Dundas Axe Works for the Province of Quebec.

Servius Santoire, hardware merchant, of St. Chrysostome, came in to Montreal a few days ago to place some orders with the wholesale houses.

Josiah Fowler, the well known axe manufacturer, of St. John, N.B., was in Montreal last week calling on his Montreal agent, W. F. Canavan.

T. Esmonde Peck, managing director of the Peck Rolling Mills Company, is gradually recovering from a very serious operation recently performed in the Montreal General Hospital.

The Canadian Pacific Railway Co. have placed an order for 200 new steel cars with the Dominion Car Company, of Blue Bonnets (Montreal). The cars will have a carrying capacity of 110,000 pounds each, and will be used in coal service on the Port Burwell-Ashtabula route.

E. H. Smith, of the financial department of Lewis Bros., Limited, Montreal, and Mr. Lockhart, of the purchasing department of the same firm, severed their connection with the firm last Wednesday and before leaving were each presented with a suit case and a suitably worded address.

At the regular meeting of the Canadian Railway Club to be held at the Windsor Hotel on Tuesday evening, February 6, a paper will be read by Mr. A. B. Brown, of the Westinghouse Air

Brake Co., on "Inspection and Repairs on Engine Brakes, in Engine Round-houses and Running Sheds."

### Ontario.

W. R. Hobbs; Tillsonburg, has moved into a fine new residence.

Wm. Speight is to open a bicycle and repair shop in St. Thomas.

Ed. Broklebank, hardware merchant, Arthur, was a visitor in Toronto on Thursday.

S. S. Clark, of the Bennett & Wright Company, Toronto, is on a holiday trip to California.

Mr. Keys, of Keys & Morrison, plumbers, Lindsay, spent a couple of days in Toronto this week.

Alderman Hugh Wallace, of Wallace & Son, plumbers, Hamilton, was a visitor in Toronto Wednesday.

James Drewe, manager of the Gurney Foundry Co.'s branch at Winnipeg, returned home on Wednesday.

T. M. Best, of the Best Stove Co., Peterboro, made a business trip to Toronto during the past week.

Arrangements have been completed for an automobile show, to be held in the Granite Rink, Toronto, in March.

Jas. A. Milne, of the Allis-Chalmers-Bullock Co., New York, visited his mother in Toronto a few days ago.

C. L. Lightfoot, manager of the Gurney Foundry Co.'s branch at Vancouver, is visiting relatives near St. Thomas.

Both members of the firm of Adamson & Dobbin, plumbers, Peterboro, were visitors in Toronto on Wednesday last.

O. B. Moore, Toronto, manager of the Jones Side Wall Register Company, 699 Queen street west, is recovering from an attack of typhoid fever.

L. G. McBrien, hardware merchant, Dovercourt road, Toronto, has purchased a lot on Bloor street west, and will build a store this Summer.

Mr. Peleg Howland, of H. S. Howland, Sons & Co., wholesale hardware merchants, Toronto, has been elected a director of the Imperial Bank.

Wm. Eacrett, formerly of London, has built a fine new hardware store at the corner of King and Leuty streets, Toronto, and will open up shortly.

Campbell & McBride, hardware merchants, Renfrew, have dissolved partnership, and the business hereafter will be conducted by Messrs. Campbell & Sons.

Bert Ormiston has resigned his position with the Ontario Lead & Wire Co., Toronto, and has accepted a position in Providence, R.I., where his parents reside.

The Arcade Hardware Store, Forest, Ont., has been moved into their new stone block. The interior fittings of the store are said to be thoroughly up-to-date.

Whitworth & Co., hardware mer-

chants, Smith's Falls, have dissolved partnership, and the business is to be carried on in the future by C. Whitworth.

George C. Farish, of Yarmouth, N.S., has been appointed assistant superintendent of the Halifax & South Western Railway, in charge of the Yarmouth section.

A. P. Horsman, manager of the Gurney Standard Metal Co., Calgary, left a few days ago for the west, after attending the convention of Gurney's salesmen in Toronto.

The Aikenhead Hardware Co., Toronto, expect to be located in their new quarters on Temperance street, about Feb. 15. They have already commenced the work of removing their stock.

The Toronto Furnace & Crematory Co. are now installed in their new foundry on Golden avenue, near the Dundas bridges, in Toronto. They will manufacture their furnaces, etc., at the foundry, and will, of course, continue their showroom at 72 King street east.

John McCullough, traveler for Wood, Vallance & Co., Hamilton, leaves next week for New York, from which port he will sail for the Mediterranean. He will be absent for several months, being accompanied by Campbell F. Turner, of Jas. Turner & Co., wholesale grocers, Hamilton.

Ed. Turbaine, for several years a traveler representing Rice Lewis & Son in various parts of Canada, has accepted a position with Lewis Bros., and will travel out of Toronto, covering the ground in Northern Ontario formerly covered by Norman Wylie, who has resigned his position with Lewis Bros. to accept an inside position with the Kemp Mfg. Co., Toronto.

Thefts from employers have been quite common in Toronto hardware circles recently, two cases during the past week being the arrests of Wm. LeClare, porter for Rice Lewis & Son, and Thomas Lyner, for fifteen years an employee of the Kemp Mfg. Co. The growth of this evil should warrant severe punishment being meted out to the offenders by the police officials.

### Maritime Provinces.

J. E. Beckwith, Canning, N.S., has closed up his hardware business and will remove to the northwest.

### United States.

Henry Disston & Sons, Philadelphia, have secured trade mark rights on the title Toledo Blade, used on Disston saws.

### MONTREAL AGENCY DISCONTINUED.

The Nicholson File Company, who were formerly represented in Montreal by the late Walter Grose, have decided to discontinue their agency there. They will make Port Hope the headquarters of their sales department. The Canadian agency of the G. & H. Barnett Co., Philadelphia, manufacturers of Black Diamond Files, will also be centred in Port Hope, as the Nicholson File Works have for some time been Canadian sales agents for this company.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

Pig Lead has declined 15c.

Copper Boilers are quoted higher.

Screw Strap Hinges have advanced.

### TORONTO.

Solder Quotations are a trifle higher.

White Lead—An advance of 15c. has been made.

Linseed Oil—English oil is a little weaker.

Screw Strap Hinges—Prices have been advanced 25c. per 100 lbs.

Pig Lead—Prices have dropped 5c.

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Feb. 2, 1906.

Business has picked up still further, considering trade as a whole, but there are many districts where little or nothing is doing. Especially is this the case in the eastern part of the province, where travelers report that dealers are just beginning to take stock, and are not disposed to do any buying.

Prices remain practically the same as last week, the only change noted being in screw strap hinges, which have been advanced for both large and small sizes.

**Axes**—Business is normal. We quote prices: Chopping axes, unhandled, \$6.00 to \$9.50 per dozen; double bit axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Lanterns**—Conditions are unchanged. We still give the following prices. Cold blast, \$4.50; No. 0 Safety, \$5.00.

**Rivets and Burrs**—The revised discounts as given last week, are still ruling the trade. We quote as follows: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—Sales at present are very slow, as many merchants in this province are still engaged in stock-taking. Our prices remain as follows: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Screws**—Orders are now beginning to come in more regularly. We

are quoting the following prices: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—This is another line that is now being stocked up for the season. Our prices are: 3-8 and smaller, 60 to 10; 7-16 and larger 55 and 5.

**Horsenails**—Business is fairly active, and the market remains very steady. Our quotations are as follows: C brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—Trade is good, the mild weather helping to boom building operations. We quote: \$2.15 per keg, f.o.b., Montreal.

**Cut Nails**—The market is inactive. Price remains at \$2.20 per keg, f.o.b., Montreal.

**Horseshoes**—A fairly good turnover is reported. Prices are still quoted as follows: P.B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

**Sporting Goods**—The trade for skates, snowshoes, toboggans and skis, is practically over for the year, and jobbers are preparing for an energetic campaign in bicycles and sundries. We quote as follows: Skates from 25c. to \$2.50, according to quality; snowshoes from \$15 to \$35 per dozen pairs, according to quality.

**Building Paper**—Conditions remain as at last report. Prices are unchanged.

**Cement and Firebrick**—The trade in cement has not yet opened, but firebricks continue in most active demand. Our quotations remain as follows: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00 to \$2.05. Firebrick, English and Scotch, \$1.70 to \$2.10; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—We are still authorized to quote as follows: 5-16 in. h. \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

**Shot**—Price is still quoted at net list.

**Sleigh Bells**—Sales are very small at present. We quote: Back straps, 30c. to \$2.50; body straps, 70c. to \$3.50; York Eye bells, common, 70c. to \$1.50, pear shape, \$1.15 to \$2.00; shaft gongs, 20c. to \$2.50; Grelots, 35c. to \$2.00; team bells, \$1.80 to \$5.50; saddle gongs, \$1.10 to \$2.60.

**Horse Blankets**—Our prices are: Jute, unlined, \$4.50; 3-4 lined, \$9.50; full lined, \$12; 16-oz. Hessian, unlined, \$6.50; 3-4 lined, \$11.50; full lined, \$14, and up to \$24; Kersey blankets, \$9 to \$21; all wool, \$24, \$30, \$48 and \$60.

### Raw Furs.

	No. 1.	No. 2.	No. 3.	No. 4.
Bear.....Black	\$18 00	\$12 00	\$4 00	\$1 00
".....Yearlings	15 00	8 00	3 00	....
Fisher.....	6 00	4 00	2 00	1 00
Fox.....Red	3 00	2 00	1 00	0 20
".....Cross	5 00	4 00	2 00	0 50
Lynx.....	6 00	4 00	1 50	0 50
Marten.....Dark	10 00	5 00	2 00	0 50
".....Pale	5 00	2 75	1 25	0 50
Mink.....Dark	6 00	4 00	1 50	0 50
".....Pale	3 25	2 50	1 50	....
Muskrat.....Spring	0 20	0 15	....	0 03
".....Winter	0 15	0 15	....	0 03
".....Ont. & E. Fall	0 15	0 15	....	....
".....N.W.T. & W. " 11c to	0 12 7c	0 08	....	0 03
Rabbit.....	0 01	0 00 1/2	....	....
Raccoon.....	1 25	0 70	0 30	0 10
Skunk.....	1 60	1 00	0 75	0 40
Weasel.....White	0 50	0 25	0 10	0 04
Wolf.....Timber	4 00	....	....	....
".....Prairie	1 25	0 50	0 30	....
Wolverine.....	4 00 to 6 00	2 to 3 00	1 to 1 50	50c to 75c

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
10 Front Street East.

Toronto, Feb. 2, 1906.

The only change to report this week is the advance on screw strap hinges, prices on lines 12 inches and up having been advanced from \$3.25 to \$3.50, while smaller sizes have been advanced 25c. over their former figure of \$4.25.

Jobbers report good business for this season, but expect a falling off in February. Travelers are booking orders for Spring delivery and many letter orders for sorting goods, especially for building lines, are being received. The continued mild weather has caused many dealers to find their stocks short of various articles used in construction work, and repeat orders have therefore been necessary.

**Axes and Handles**—Lumbermen's demand is rather poor.

**Cutlery and Silverware**—Outside of sorting orders little is being done.

**Sporting Goods**—Fishing tackle is being booked for Spring delivery in good quantities.

**Washing Machines**—Booked orders for Spring delivery are satisfactory.

**Chain**—Sales are fair. We quote as follows: 1 inch, \$6.60; 5-6 inch, \$4.55; 3-8 inch, \$3.95; 7-16 inch, \$3.80;



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to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals "Best Best," 28 gauge, \$4.10. "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots 25c. extra.

**Black Sheets**—The same remarks apply here as to galvanized iron. The demand is very great and the expectation is that prices will go higher. We quote prices as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—This metal is as firm as ever. It is difficult to get deliveries even at the prices ruling, which are extremely high, considering the normal price of antimony. We still quote: 15 1-2c. to 15 3-4c. for Cookson's.

**Tin Plates**—The market is as firm as ever and we still quote as follows: Cokes, base size, 1C, 14 x 20, \$4.00; charcoal, base size, 1C, 14 x 20, \$4.25.

**Terne Plates**—We still quote: \$6.85.

**Ingot Zinc**—Spelter is being held very firm with an upward tendency. Our prices remain from 7 1-2c. to 7 3-4c.

**Sheet Zinc**—The advances recently made are still maintained and the high market shows no sign of abatement. We quote: 8 1-4c. in casks; 8 1-2c. in less than casks.

**Sheet Lead**—Our prices remain: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—The market is quiet and no change has occurred in the price. We still quote: \$2.05, f.o.b., Montreal.

**Old Material**—The situation is practically the same as last week. We still quote as follows: Copper wire, 14 3-4c.; light copper, 13 3-4c.; heavy red brass, 13c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 75c. to 90c. per 100 lbs.; old rubbers, 7 1-4c. to 7 1-2c.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,

Toronto Feb. 2, 1906.

A drop of 5c. on pig lead is the only change in this week's quotations, business being rather dull and prices on the whole very steady and firm. Some buyers are looking for an advance in galvanized sheets, dealers having been selling on prices governed by old contracts. The advance in iron, however, will prevent new contracts being made at the former figures and it is contended that higher prices on sheets are almost certain to develop. Pig iron is increasing in firmness, but quotations on both pig and bar iron remain the same.

**Pig Iron**—Quotations are very firm, and booked business large. We still quote:

Middleboro, f.o.b., Toronto.....	\$22 50
Hamilton, No. 1, at furnace.....	20 00
No. 2, ".....	19 50
Midland, No. 1, ".....	20 00
No. 2, ".....	19 50
Radnor, at furnace.....	31 50
Londonderry, f.o.b. Toronto.....	21 50

**Bar Iron**—Trade is active and prices firm. We now quote as follows: \$2.05 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—The market is firm, but quiet. We quote: 40c. per pound.

**Tin Plates**—Jobbers report an active demand. Prices are firm.

**Galvanized Sheets**—Prices unchanged, but prices are firmer and an advance is looked for.

**Brass**—Trade is steady at the recent advance to net list.

**Lead**—The market is a little easier, pig lead having declined to \$4.80, a drop of five cents. Our quotations are as follows: Pig lead, \$4.80 per 100 lbs., and bar lead, \$5.00 per 100 lbs.

**Zinc Spelter**—Prices hold steady, with demand fair. We quote: 7 1-2c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Both sheet and ingot copper is firm and there is a brisk demand. We quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—A scarcity is reported, with prices firm. We quote 16 1-2c.

**Old Material**—Dealers' buying prices are: Heavy copper and wire, 15c. per lb.; light copper, 13c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 7c. to 7 1-4c. per lb.; country mixed rags, 75c. per 100 lbs.

**Coal**—Prices keep very firm, and we still quote: Anthracite in cars at bridges, grate, \$5.50 per gross ton; pea, \$3.75 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.70; 3-4 inch, \$1.60, run of mine, \$1.40; nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.80; 3-4 inch, \$2.70; mine run, \$2.60; slack, \$2.35.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## UNITED STATES METAL MARKETS

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, February 1, 1906.

Consumption is proceeding at an enormous rate and it is believed that the majority of producers of finished iron and steel are very much in the position of the United States Steel Corporation with its orders of 7,600,000 tons. Makers in nearly all branches of the finished trades are prorating shipments. It is understood that as yet wire makers have

been quite unable to accumulate the stocks with which they generally endeavor to enter the Spring season and that the stocks of tube, tin plate and sheet makers are at a low ebb.

Favored by open weather, production is proceeding at an enormous rate. Some mills have been running right along to catch up, but we are advised that Sunday productive work is to be stopped.

Throughout the Central West steel is scarce and the finishing mills are not getting their quota. In the Chicago district some relief is coming from the starting of the new open hearth plant of the Illinois Steel Company. In the east a new seller seems to have appeared in the markets. Within the last two weeks there have been sales of fully 20,000 tons of ingots, and during the past week of about 25,000 tons of billets at about \$29 for basic open hearth, a figure rather lower than was expected.

While nothing of special moment has developed in the pig iron trade, and the Central West is rather quiet, the volume of current business is good, with inquiries at hand for the second half of the year. Purchasers of basic pig in Eastern Pennsylvania for delivery during the second quarter have aggregated about 25,000 tons, and there is some buying of spot iron. Forge iron, however, is weaker.

New England malleable founders have bought an aggregate of 12,000 tons, and one lot of 5,000 tons of Bessemer has been sold to the Algoma Steel Company in Canada.

Sales of steel rails during the week aggregate about 80,000 tons, among them being 28,000 tons for the New Haven road, 10,000 tons additional for the Southern Pacific, 12,000 tons for a trolley system at Los Angeles, 8,000 tons for the Central Illinois Construction Company, 5,000 tons additional for the Atlantic City Railroad and 3,800 tons for a Utah trolley system.

The structural trade is facing a bright future. It is estimated that 200,000 tons of steel will be required for buildings now planned in New York, and reports of a heavy amount of work in sight come from other centres. Building contractors are putting in their orders. Thus this week one contract involving from 15,000 to 18,000 tons was placed in this city for delivery during the first half of the year. An interesting order is one for 9,000 tons of steel for a southern saw mill.

The open weather has had a sharply weakening effect upon coke and continues to affect adversely values for old material. This in turn has led to weakness and irregularity in the bar iron trade.

Reports from foreign markets, so far as steel and finished products are concerned, are uniformly good, and the demands upon American makers are heavy. The condition of affairs, however, does not encourage expansion in that direction. How large a proportion of our make is now going abroad and how important a factor our country has become as an exporter of crude and finished rolling mill products is shown by the fact that the shipments to foreign countries during 1905 by the United States Steel Corporation aggregated 1,052,000 tons. This figure is particularly interesting because the Bureau of Statistics does not give tonnage figures at all in some important lines.



**LONDON METAL MARKETS.**

From Metal Market Report, February 2, 1906.

**Pig Iron**—Cleveland warrants are quoted at 53s. and Glasgow standard warrants at 52s., making prices as compared with last week 1 1-2d lower for Cleveland warrants and 2d lower for standard warrants.

**Tin**—Spot tin opened steady at £164, futures at £163 17s. 6d. and after sales of 200 tons of spot and 350 tons of futures closed firm at £164 5s. for spot and £164 5s for futures, making price as compared with last week 12s. lower on spot and 12s. 6d lower on futures.

**Copper**—Spot copper opened steady at £78 12s. 6d, futures £77 12s. 6d, and after sales of 200 tons of spot and 400 tons of futures closed quiet at £78 10s. for spot and £77 12s. 6d for futures, making price as compared with last week 2s. 6d higher on spot and £1 5s. higher on futures.

**Lead**—The market closed at £16 17s. 6d, making price as compared with last week 3s. 9d higher.

**Spelter**—The market closed at £27 12s. 6d, making price as compared with last week 10s lower.

**METAL NOTES.**

J. W. Evans, of Deseronto, has been carrying on some experiments with a view to reducing iron ore to steel at one process, and has accomplished the desired end, at least on the laboratory scale. The usual method of producing steel is to first convert the ore into pig iron, and then the pig iron into steel. This step in the steel producing business promises to be a great factor in the steel industry of Ontario, in that the province has large deposits of titanium and sulphurous ores, from which Mr. Evans extracted the steel. An electric blast furnace was used in the smelting.

\* \* \*

A big mining deal has been consummated at Montreal, by which the largest smelter and concentration plants of British Columbia will be consolidated. The new company will be known as the Canadian Consolidated Mines, Limited, and the capital stock will be \$5,500,000. The C.P.R., and an influential group of Montreal capitalists, headed by Chas. Sumner, are the principal stockholders. The purpose of the company is to put the smelting and concentration business on a more stable footing, and economize in production. The capitalization of the company represents just a little over half the actual investments in these properties.

\* \* \*

The Dominion Government some time ago gave \$15,000 to be used in experimenting in the reduction of ore by electricity. These experiments have been carried on under the Government's Department of Mines, by Dr. Heroult, the eminent French expert, and have been highly satisfactory. The purpose of Dr. Heroult's work has not been to show that ore can be reduced by electricity—for he has already done that—but to demonstrate to the public that it can be profitably done, and this he has accomplished. The tremendous signifi-

cance of these experiments has hardly been grasped by the public as yet. Their success means a revolution in the iron industry, and the making of Ontario the greatest iron country of the world. In the mining and smelting districts of Ontario the electric smelting process will be a very profitable industry on account of the ease and cheapness with which water power can be secured. Dr. Heroult says that where power can be delivered at from five to ten dollars per horse-power, there is no question of the success and profit of this new process.

**PROSPERITY HERE TO STAY.**

Leaders in the business and financial fields in the States are very enthusiastic about the outlook for 1906.

Andrew Carnegie.—I do not recall a single year that has been so generally important to the world as the one now closing. The world never had, nor has it now, anything that can be compared with this country as a wealth producer.

Frank A. Vanderlip.—The last year has witnessed a truly wonderful awakening of the American conscience. Never has there been so high an ethical standing among our business men. We have come through the fire regenerated, awakened, full of fine purpose and optimistic ambitions. The signs of the future are all of hope. Americans may well turn toward the coming years with cheerful hearts.

Charles M. Schwab.—Everybody is busy. The steel and iron mills of the United States have more orders than they can fill, and still the orders continue to come in. There can be no better indication for good times than this. In this country we have solved the great problem of economic output, and our next great industrial problem is to beat all other countries in the quality of our products. My own experience in the American steel industry convinces me that no standard can be too high in manufactures. There is a ready market awaiting those who have courage enough to turn out the best material and workmanship.

Paul Morton.—Prices in Wall street are not necessarily an indication of the general state of things, particularly in regard to the prosperity of the people. In fact, the country at large is really more prosperous now than at other times when Wall street prices seemed to indicate that the country was well off. The country is much more prosperous than ever before.

J. J. Mitchell.—General business conditions were never better. The outlook for the next twelve months could hardly be brighter.

James R. Keene.—The country never was so prosperous as it is now, and never was the promise for the future so bright. There is no room in the United States for a man who can't see the bright side of the future.

E. H. Harriman.—Nothing can stop the progress of this country, and when at the end of the coming year we look back upon what has been done we will have ample cause for amazement and congratulation.

John W. Gates.—Not at any time in my life have I seen business conditions so prosperous. What particularly struck me was the fact that there is plenty of money in the west, and it is easily obtainable at low interest. That is the

best indication of prosperity. The banks have money and so have the farmers and the merchants.

E. H. Garv.—There is every reason to say that the country is in a prosperous way, and there is no particular reason for saying that this prosperity will not continue. However, no man can look into the future and say with any certainty what may happen.

**MONTREAL HARDWARE MEN DINE**

The fifth annual dinner of the Montreal Metal and Hardware Association was held Wednesday evening of this week in the Canada Club.

Geo. A. Kohl, president of the association, was in the chair, the vice-chairmen being Thos. L. Paton and George Caverhill. Those present were: Messrs. C. C. Ballantyne, H. M. Blaiklock, B. Hal Brown, Geo. Caverhill, W. A. Coates, Geo. J. Crowley, James Davidson, H. Walter Dorken, Geo. E. Drummond, R. L. H. Ewing, C. H. Godfrey, R. C. Holden, J. T. P. Knight, Geo. A. Kohl, A. Hough, Geo. Boyd, W. S. Leslie, F. H. Mathewson (president Board of Trade), W. H. C. Mussen, A. Macfarlane, J. T. McCall, J. C. McCormick, Ross McMaster, Wm. McMaster, T. H. Newman, Thos. L. Paton, Jas. E. Rendell, Frank Scott, G. F. C. Smith, Wm. Starke, Robert Starke, H. G. Wills, Smeaton White, J. Stanley Cook, secretary.

After the toast to "The King," proposed by the chairman, had been duly honored, that to "The Board of Trade" was proposed by the chairman and responded to by the new president, F. H. Mathewson. Then followed "The Canadian Manufacturers' Association," proposed by Wm. McMaster and acknowledged by C. C. Ballantyne; "Our Guests," proposed by Geo. Caverhill, bringing to their feet Messrs. G. F. C. Smith and Smeaton White; and "The Chairman," proposed by F. H. Mathewson.

During the course of the evening songs were rendered by Messrs. A. Macfarlane, W. A. Coates, H. M. Blaiklock, and Frank Scott.

**VISITING WINNIPEG.**

J. Meredith McKim, who has during the last eight years been manager of the London (Eng.) office of the Maclean Publishing Company, is in Winnipeg this week visiting the local office of the company, and getting in touch with trade conditions in the metropolis of Western Canada. He will be in Winnipeg for several days.—Winnipeg Telegram.

**FREE SOUVENIR.**

Readers of this paper will be presented with a small barometer, mounted on a card, by the Berlin Electric Manufacturing Co., Berlin, Ont., by sending their name on a post card and mentioning Hardware and Metal. This makes a useful article and is free to every reader.

**SITUATION WANTED.**

**ENGLISHMAN**—Salesman, 7½ years' experience, retail hardware, London, England; 7 months with leading wholesale hardware house, Canada; excellent references; age 23. Apply Box H, HARDWARE AND METAL. [6]



# Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, Feb. 2, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,  
Winnipeg, Man.

General hardware business is quiet, both wholesalers and retailers being occupied with the annual stock-taking. Values are steady and only a few changes are reported this week. Bar iron has been advanced 10c., and linseed oil is quoted 2c. per gallon higher than last week. The discount on malleable unions is now 55 per cent.

**Game Traps**—Quotations continue as follows:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66½ p.c.
Newhouse, ".....	35 p.c.
Bear.....	\$7 each

**Lanterns**—Prices are quoted as follows in an "open" market:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

**Bluestone**—There is considerable demand for bluestone now; the price is \$6.50 per cwt.

**Wire**—Prices are steady. We quote;

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8..	\$3 39 9.. \$2 50 2 90
" " 10.....	3 10
" " 13.....	3 20 14.. 3 90
" " 15.....	4 45 16.. 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10..	\$2 96 11.. \$3 02
" " 12..	3 10 13.. 3 20
" " 14..	3 30 15.. 3 45
Annealed wires (uncoiled) 10c. less.	

**Horseshoes**—Quotations are as follows:

Horseshoes, iron, No. 0 to No 1.....	\$4 65
" " No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
" " No. 2 and larger.....	4 05
Steel, No. 0 to No. 1.....	5 00
" " No. 2 and larger.....	4 75

**Horsenails**—As noted last week, there has been a revision of the horse-nail list.

No. 10.....	\$0 20 per lb.
" 9.....	0 22 "
" 8.....	0 24 "
" 7.....	0 26 "
" 6.....	0 28 "
" 5.....	0 32 "
" 4.....	0 40 "

Discounts are quoted as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

**Wire Nails**—Steady at \$2.60 per keg.

**Cut Nails**—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

**Pressed Spikes**—Prices are firmly held at following quotations:

Pressed spikes, ½ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " ¾ x 6, 7 and 8.....	4 10
" " 7-15 x 7 and 9.....	4 00
" " ½ x 8, 9, 10 and 12.....	3 90
" " ¾ x 10 and 12.....	3 75

**Screws**—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
" Round " ".....	80 p.c.
" Flat " brass.....	75 and 10 p.c.
" Round " ".....	70 and 10 p.c.
" Coach.....	70 p.c.

**Nuts and Bolts**—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½c.
Hex " case lots.....	3c.
" " smaller lots.....	2½c.

**Rivets**—Discounts continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	32
" No. 12.....	37

**Coil Chain**—Unchanged in price. We quote:

Coil chain—	
3-16 inch....	\$3 25 ¼ inch... \$7 20
5-16 inch....	5 20 ¾ inch... 4 60
7-16 inch....	4 45 ½ inch... 4 30
¾ inch....	4 10 ¾ inch... 4 00

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discounts are now 60 and 5 per cent.

**Axe Handles**—Quoted as follows:

Axe handles, turned, s.g. hickory, doz....	\$3 15
No. 1.....	1 90 No. 2..... 1 60
Octagon extra. 2 30	No. 1..... 1 60

**Axes**—Prices are quoted as follows:

Bench axes, discount off list.....	30 p.c.
Broad " ".....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model ".....	8.50
Black Prince ".....	7.25
Black Diamond ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz..	10.50
" " Copper King, per doz.....	11.00

**Butts**—The discount on wrought iron butts is 70 per cent.

**Churns**—The discounts from list prices are 45 and 5 per cent.

**Chisels**—Quoted at 70 per cent. off list prices.

**Auger Bits**—Discount on common auger bits is 65 per cent.

**Blocks**—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

**Fittings**—The discount on malleable unions is now 55 per cent., a decrease in the discount of 5 per cent. We quote:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T'and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	55 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.

**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T"

and strap hinges is 65 per cent. off list prices.

**Hooks**—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " per doz.....	1.70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

**Wringers**—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

**Files**—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

**Building Paper**—There is a quiet, seasonable demand at steady prices. We quote:

Joliette, plain.....	40c.
" " tarred.....	65c.
Cyclone, plain.....	55c.
" " tarred.....	80c.
Anchor, plain.....	55c.
" " tarred.....	65c.
Pure fibre, plain.....	60c.
" " tarred.....	80c.

**Tinware, Etc.**—We quote again as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2½ p.c.
" " pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, white.....	45 p.c.
" " Famous.....	50 p.c.
" " Imperial.....	50 and 10 p.c.

**Cordage**—The price is steady since the recent advance. We quote as follows.

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lathyrn.....	11 25

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

**Vises**—Prices are quoted as follows:

" Peter Wright," 30 to 34.....	14½c. per lb.
" " 35 to 39.....	14c.
" " 40 and larger.....	13½c.

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$6. The "1904" sheep shearing machines are sold at \$13.60.

**Ammunition, Etc.**—We quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
" Dominion, C.F., pistol.....	30 p.c.
" " military.....	20 p.c.
Ammunition, cartridges, American R.F. 33½ p.c.	
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.
Loaded shells:	
Dominion Eley's and Kynoch's soft,	
12 gauge.....	16 50
black.....	17 50
chilled, 12 gauge.....	19 50
soft, 10 gauge.....	20 50
chilled, 10 gauge.....	7 00
Shot, Ordinary, per 100 lb.....	7 50
Chilled.....	4 75
Powder, F.F., keg, Hamilton.....	5 00
F.F.G., Dupont's.....	



We have just completed an extensive brick factory at Winnipeg, to accommodate our rapidly increasing business in

**STEEL AND WIRE FENCING  
HOG FENCING  
ORNAMENTAL FENCING  
GATES, Etc.**

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**WINNIPEG CEILING and ROOFING CO.**

Manufacturers of

**Corrugated Roofing and Siding, Metal  
Ceilings, Cornices, Etc.**

**WINNIPEG, - MAN.**

**Standard Lanterns  
for 1906**

Banner Cold Blast Lantern (See New Design)  
Leader Cold Blast Lantern, " "  
Climax Safety Tubular Lantern, " "

SAMPLES OF ABOVE READY FEBRUARY 1ST.

For sale by all prominent Jobbers of Hardware and Crockery.

The "Banner" and "Leader" Lanterns are both warranted Wind-proof, and, as usual, surpass all others for quality and construction.

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The prompt service of **G. F. Stephens & Co., Limited**, has been an important factor in the rapid increase of their business.

Nine out of ten orders are shipped the same day as received. The tenth is held for some sundry article which even the manufacturer does not carry in stock.

With Branch Warehouse in Calgary our service is better than ever. We know that when you order paint it is needed. Hence, our system, which assures accuracy and prompt shipment.

**G. F. STEPHENS & CO.**

LIMITED

Manufacturers and Jobbers of Paints,  
Oils, Glass and Painters' Supplies

**WINNIPEG AND CALGARY**



**Iron and Steel**—Bar iron has been advanced 10c. per cwt. Other prices are unchanged. We quote as follows:

Bar iron (basis) .....	2 70
Swedish iron (basis) .....	4 75
Sleigh shoe steel .....	2 75
Spring steel .....	3 25
Machinery steel .....	3 50
Tool steel, Black Diamond, toolb. ....	9 50
Jessor .....	12 00

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

**Pig Lead**—Pig lead is now quoted at \$5.00.

**Iron Pipe**—Prices are still quoted as follows:

Black Sheets, 10 to 16 gauge, 100 lb. ....	3 50
18 to 22 gauge .....	3 75
24 gauge .....	3 90
26 gauge .....	4 00
28 gauge .....	4 10

**Galvanized Iron**—The market is steady at the recent advance. We quote:

Apollo, 16 gauge .....	3 90
18 and 20 gauge .....	4 10
22 and 24 gauge .....	4 45
26 gauge .....	4 40
28 gauge .....	4 65
30 gauge or 10 1/2 oz .....	4 95
Queen's Head, 24 gauge .....	4 60
26 gauge .....	4 65
28 " .....	4 90

**Tin Plates**—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box ....	9 50
IX " .....	11 50
XXI " .....	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—We quote:

Canada plate, 18 x 21, 18 x 24 .....	3 50
Canada plate, 20 x 28 .....	3 75
Canada plate, full polished .....	4 25

**Black Sheets**—No change in price. We quote as before:

Black iron pipe, 1/4 inch .....	2 5
Black iron pipe, 3/8 inch .....	2 85
" 1/2 " .....	3 15
" 3/4 " .....	4 00
" 1 " .....	5 75
" 1 1/4 " .....	7 85
" 1 1/2 " .....	9 40
" 2 " .....	12 90

**Petroleum and Gasoline**—Prices are steady at previous quotations, which were

Silver Star, per gal. ....	21 1/2 c.
Sunlight " .....	22 1/2 c.
Eocene " .....	24 1/2 c.
Pennoline " .....	25 1/2 c.
Crystal Spray " .....	24 1/2 c.
Silver Light " .....	22 1/2 c.
Gasoline, 70-72 (Engine) .....	25 1/2 c.
(10 barrels f.o.b. Winnipeg.)	

**Paints, Oils and Turpentine**—Linseed oil has been advanced 2c. per gallon. Turpentine is likely to be further advanced. General business is of seasonable volume. We quote as follows:

White lead (pure) .....	\$6 50
Bladder putty, in bbls. ....	0 02 1/2
" in kegs. ....	0 02 1/2
Turpentine, pure in barrels .....	1 01
Less than barrel lots. ....	1 09
Linseed oil, raw .....	0 66
Boiled .....	0 69

**Window Glass**—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches .....	\$2.25
26 to 40 " .....	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4.00
26 to 40 " .....	4.25
41 to 50 " .....	4.75
51 to 60 " .....	5.25
61 to 70 " .....	5.75

21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches .....	7.35
41 to 50 " .....	8.40
51 to 60 " .....	9.45
61 to 70 " .....	10.50
71 to 80 " .....	11.55
81 to 85 " .....	12.60
86 to 90 " .....	14.75
16 to 95 " .....	17.30
6 to 100 " .....	

## Nova Scotia Trade News.

Halifax, N.S., Jan. 30.

There is a slight improvement in the Maritime hardware trade, and prices continue to show a much stronger tendency. There has been another advance in the price of linseed oil of three cents, three-ply roofing has gone up five cents per hundred pounds, and ingot tin is three cents higher. Jobbers here are now quoting ingot at 39 to 40 cents. Zinc is selling at 8 1/4 for casks, and 8 3/4 for smaller quantities. Bar iron is very high, the jobbing price now being \$2.25 for medium quantities. The recent advances for black sheet iron have brought the price up to \$2.40 for 24-gauge, and the total increases on lead pipe have aggregated 35 cents. The jobbers say that the American manufacturers have advanced the price on all shelf hardware, the new prices having gone into effect on January 23. The recent heavy rains carried away the snow, and thus the lumbering operations throughout the province have received a temporary setback. The conditions in New Brunswick are even worse than in Nova Scotia, where some of the camps have had to close down, owing to the absence of snow.

\*\*\*

Before the Tariff Commission at its sessions in this city, Mr. A. M. Bell, representing the wholesale hardware trade, protested against the clause now in the tariff known as the anti-dumping clause. It is considered highly objectionable, because it so complicates the tariff as to be capable of different interpretation at different ports. He also said that it was evaded in various ways and that it is very often necessary to quote goods in advance for import, and that it is impossible to tell what the duty will be. He stated the consumer has to pay an extra profit, and the Government does not see the benefit of it. Mr. Bell drew the attention to the clause covering locks. He said that no padlocks are manufactured in Canada. In looking over the catalogue of one firm in the United States he found that that firm manufactured 332 different patterns of locks. He also pointed out that some manufacturers quoted lower prices on goods for export than they do for home consumption. Canadian goods can be purchased cheaper in Newfoundland than they can be in Halifax. He said that some manufacturers turn out seconds, so as to capture the trade. In requesting that the duty on cotton waste be removed, he said that this article was admitted duty free in every part of the world, but one country. But two million pounds are manufactured a year in Canada, while the consumption was five millions. He asked for a specific duty on linseed oil, as it has to be bought in most instances from five to six months before it is imported. The duty should be levied on the market price.

Mr. Paterson said that the system of levying the duty at the time the goods

are imported is the only check the department has. An unscrupulous man might evade the customs law if it were otherwise. He hoped that there were no unscrupulous men in Halifax. In answer to Mr. Paterson, Mr. Bell said he thought that the customs regulation requiring that three copies of the invoices be submitted was good, as there has been less complaint since the system has come into force.

Mr. Paterson thought that Mr. Bell's contention about the oil was worthy of consideration. Mr. Fielding remarked that he thought the dumping clause worked well. It was constructed to meet certain conditions. It stops some manufacturers from dumping and carrying on illegitimate competition for one or two months of the year. That was what it was designed for. Mr. Bell's idea to have the duty levied all the year round would not meet this condition. He was aware of the fact that some manufacturers made a reduction for long distance customers.

Mr. Bell advocated that the 33 1-3 preference on British goods only applies when goods are routed via Canadian ports. He pointed out that Yarmouth has no direct water communication, and that the goods have to come via Boston or Halifax and St. John.

\*\*\*

Mr. A. F. Macdonald, editor of the Chronicle, made a plea for the extension of the bounty to the iron producer, or rather that in any rearrangement of the system of encouraging the manufacturing of iron and steel adequate encouragement and assistance shall be given to the iron miner. He pointed out the decline of the iron mining industry in Nova Scotia and the large importations made from Newfoundland. He asked for a bounty of 50 cents or \$1 per ton on native ore of 50 per cent. metallic capacity.

This was strongly endorsed by Prof. A. F. Woodman, of Dalhousie University, who spoke on behalf of the Mining Society of Nova Scotia.

## New Brunswick Trade News

St. John, N.B., Jan. 29, 1906.

Members of the local hardware association and a number of their friends had a good time last Wednesday night, when the twelfth annual dinner of the association was held at the Union Club. Mr. John Keefe presided at the function, with Mr. John McAvity in the vice chair. When the time for toasts and responses came it was soon evident that speakers of ability were not lacking in the gathering. Reference to one or two of the speeches may quite well be made. W. H. Thorne, responding to the toast to "Our Association," pointed out that the association is not a combine. Rather it is a business arrangement by which dealers, both wholesale and retail, are enabled to handle goods in the way most economical and satisfactory for all concerned. Later in the evening Mr. Thorne also made reference to the advantage accruing to St. John through such enterprises as the Pender and McAvity factories, the Maritime Nail Works, etc.

James Pender emphasized the part which the hardwaremen may play in developing the great resources of the Dominion. He claimed that Germany is pressing Great Britain and the United



States in the manufacture of pig iron, and referred to the great resources in regard to coal and iron that Eastern Canada can boast of.

Other speakers also touched upon matters of interest and importance.

...

The absence of snow is causing lumbermen and others a goodly share of anxiety this Winter. Without the snow it is impossible for the lumbermen to haul their logs to the stream banks. If they cannot accomplish this they face loss. And in New Brunswick a poor season for the lumbermen is naturally sure to have considerable effect on all trade, consequently the lumbermen are not alone in their desire for snow.

...

The hardware market continues to be characterized by general firmness. In several lines of goods further advances are looked for. United States shelf hardware has stiffened in price twenty per cent. Bar iron, black sheet iron, galvanized iron, have all gone upward so far as prices are concerned. Linseed oil and turpentine have advanced, too. Linseed has gone up eight cents in ten days or two weeks. Lead pipe has stiffened to the extent of thirty-five cents. Tarred felt and roofing materials are sharing in the advance, as is poultry netting also. Apparently advances are to go on for some time to come.

...

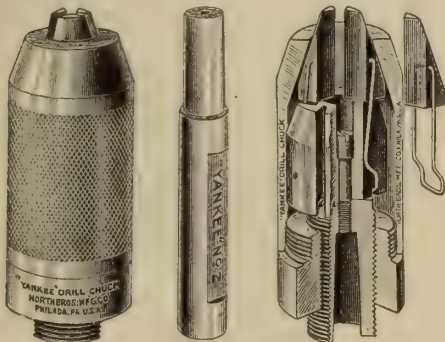
Public announcement has been made of the dissolution of partnership heretofore existing between Sliney & Mitchell here.

...

Sumner & Co., of Moncton, have recently improved their plant by the erection of a large warehouse.

### "YANKEE" DRILL CHUCK

North Bros. Manufacturing Co., Philadelphia, Pa., have put on the market after a two years' test in their own shops a drill chuck which, they claim, possesses many virtues peculiar to itself. It will hold drills firmly and release them readily by hand and without the use of a key, spanner, etc. The body is made of the best grade of machinery steel, while the jaws are of the best drill rod steel, and not liable to break.



The chuck is designed for hard service and will hold a drill as tight, after long-continued use, as when new, with the simple tightening by hand only. It is not affected by dirt or liable to get out of order by such carelessness as sometimes disables drill chucks. It is

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Modern builders realize that this is the metallic age of architecture.

Dealers in fine Sheet Metal goods should be prepared to supply "Metallic" Cornices which we make in so many artistic and beautiful designs.

"Metallic" Cornices portray in rigid Fireproof Metal any art conception possible in wood, avoiding its combustibility, outwearing wood by many years, and reducing insurance charges.

While the metal, the workmanship and the art quality of our Cornice work is superior to anything made, its cost is comparatively low.

**OUR NEW  
\$10,000  
CATALOGUE**

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopaedia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

## THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

We also manufacture:

"Eastlake" Metallic Shingles  
"Metallic" Ceilings and Wall Plates  
"Metallic" Skylights and Ventilators  
"Metallic" Sheet Metal Fronts  
"Metallic" Siding, (Stone, Brick, etc.)  
"Impervia" Fireproof Windows  
"Empire" Metallic Shingles  
"Metallic" Crestings and Finials  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eavetrough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

404

especially adapted for light and rapid drilling, where accuracy and tight or sure grip are required.

### BUSINESS CHANGES.

#### Ontario.

There was a meeting of the creditors of Patrick J. Moore, hardware merchant, Barrie, on the 30th ult.

The firm of Gibson & Rahn, hardware merchants, Hanover, has dissolved, and George Rahn is continuing in the business.

#### Quebec.

May Bros., hardware merchants, Montreal, have sold out to J. Kiefer.

The stock of the Walter James Hardware Co., Montreal, was damaged by fire.

#### Manitoba and N. W. Provinces.

Hildebrandt & Harder, hardware merchants, Hague, lost by fire.

W. G. Dunbar, blacksmith, Austin, is advertising his business for sale.

George Thompson, agricultural implements, Indian Head, has sold to Sharpe.

Baldwin & Co., hardware merchants, Gainsboro, have been succeeded by A. J. Riebe & Co.

W. W. Robertson, agricultural implements, Carberry, has been succeeded by H. Heatherington.

#### New Brunswick.

Sliney & Mitchell, stoves, have dissolved. Mr. Mitchell is continuing the business.

W. F. Dibblee & Son, hardware merchants, Woodstock, are advertising their Hartland branch for sale.

Cheerfully exchange goods or refund the money paid whenever a customer is dissatisfied with a purchase.

### TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

61. A manufacturer of oil, paints and varnishes desires an active representative in Canada.

67. A Yorkshire firm manufacturing oil engines wishes to get into touch with Canadian dealers prepared to handle same.

72. A London firm dealing in metals asked to be placed in connection with mining companies and others in Canada shipping antimony ore.

### CUTLERY TRADE MARKS.

The Cutlers Company, of England, one of the most famous of the old trade associations, has written a letter protesting against firms in Canada marking the word "Sheffield" on cutlery made in this country, and asking if it cannot be stopped. The letter was forwarded to Ottawa through the Colonial Office. The Provincial Secretary of Ontario has replied that the British Merchandise Act of 1887, which makes the marking mentioned a punishable offence, was in substance adopted in the statutes, and the principal part is now to be found in the criminal code. In other words, the Cutlers Company, or any member thereof, can, under the Act, institute proceedings at any time if they have reason to think that the practice complained of is being carried on in this province. Legislation or any other special action by the Government is not required. It is unlikely that legal proceedings will be necessary, as, if the Act is being infringed upon, the Canadian manufacturers, and there is only one large producer, will undoubtedly change their trade marks in compliance with the regulations.



## MONTREAL BOARD OF TRADE OFFICERS.

One of the most exciting elections in the history of the Montreal Board of Trade was that by which the officers for 1906 were chosen. The total vote was 734, the largest on record, and the

been a most active member of the Board of Trade, and was, soon after his return to the east, elected a member of the council of that body. In 1905 he acted as its first vice-president.

### George Caverhill.

who was elected first vice-president after a spirited contest, has been connected with the hardware trade for twenty-eight years. In 1884 he was largely instrumental in reorganizing his firm, when it became known as Caverhill, Learmont & Co., and has been its guiding spirit ever since. For over twenty years he has been associated with the Montreal Board of Trade, the last two of which were spent as a member of the council. In the present election he was opposed by Mr. James Thorn, who was treasurer last year and who is well known among the shipping fraternity of Montreal.

### Thomas J. Drummond.

who was chosen second vice-president by acclamation, is one of the most remark-



F. H. Mathewson.

Elected President Montreal Board of Trade.

greatest interest was manifested in the results, which were announced at noon on Wednesday.

Interest was pretty generally centred in the contest for first vice-president between Mr. George Caverhill and Mr. James Thorn, and that for treasurer between Mr. C. B. Esdaile and Mr. C. F. G. Smith. Mr. Caverhill was successful by the small majority of six votes, while Mr. Esdaile won out by upward of forty.

The following are the successful candidates: President, F. H. Mathewson, by acclamation; first vice-president, Geo. Caverhill; second vice-president, Thos. Drummond, by acclamation; treasurer, C. B. Esdaile. Members of council—F. Robertson, J. R. Binning, C. A. Bogert, Geo. L. Cains, Peter Lyall, Alex. Ramsay, H. A. Hodgson, L. E. Geoffrion, G. A. Kohl, John J. McGill, D. A. Campbell, J. L. McCulloch. Board of arbitration—Sir George Drummond, Wm. I. Gear, E. B. Greenshields, George E. Drummond, Robert Reford, John McKergow, R. M. Ballantyne, A. J. Hodgson, R. W. McDougall, Alex. McFee, W. W. Craig, D. Munro.

### F. H. Mathewson.

who assumes the presidency by acclamation, is the first banker who has ever held that position. He obtained his first business experience with the old wholesale dry goods firm of MacKay Bros. After some time with this firm, he left them to accept a position with the Canadian Bank of Commerce. In this institution he gained steady promotion and was in time transferred to Winnipeg to manage the branch office there. While in Winnipeg he was elected president of the Board of Trade of that city. A few years ago he returned to Montreal as manager of the Canadian Bank of Commerce branch in the metropolis. He has



Geo. Caverhill,

Elected First Vice-President Montreal Board of Trade.

able business men in the country. Though by no means one who would court publicity, his intimate connection with the upbuilding of the Canadian iron and steel industries during the past few years has persistently brought him the public notice. Especially as vice-president of the Lake Superior Corporation he has won great admiration for the plucky fight by which he and his associates have lifted a defunct concern to the level of a good business proposition, and have breathed life into a city where trade was almost at a standstill.

Mr. Drummond has attained to his present pre-eminent position through wide study of technical subjects and the closest application to his business duties. Much of his success is due to the fact that he can inspire his assistants and subordinates with his own zeal for work.

Mr. Drummond's business interests are many and all of them are closely linked with the country's growth and prosperity. He is a partner in the firm of

Drummond, McCall & Co., is president of the Montreal Pipe Foundry Co., president of the Londonderry Iron & Mining Co., vice-president of the Canadian Iron & Foundry Co., vice-president of the Lake Superior Corporation, director of the Montreal Water & Power Co., director of the Imperial Life Assurance Co., and secretary of the Canada Iron Furnace Co. He is a member of the executive of the Montreal branch Canadian Manufacturers' Association, and has many other business interests of a less public nature. For at least one term he has been a member of the Board of Trade council and is thus fully acquainted with the work which will devolve upon him as second vice-president.

## LA CHAMBRE DE COMMERCE ELECTION.

At the meeting of La Chambre de Commerce held in Montreal last Wednesday the following officers were elected: President, C. H. Catelli; first vice-president, L. J. A. Surveyer; second vice-president, Isaie Prefontaine; treasurer, J. B. Lancot; secretary, Alexandre Desmarteau.

Mr. C. H. Catelli, the new president, is a manufacturer, and has been a member of the council of La Chambre de Commerce for seventeen years. He also served two years as first vice-president and a like period as second vice-president.

Mr. L. J. A. Surveyer, the newly elected first vice-president, is one of the best known hardware merchants in Montreal. His fine store on St. Lawrence street has long been noted for aggressive, up-to-date methods in general, and for tasteful window displays in particular.

Mr. Alexandre Desmarteau was elected secretary to succeed Mr. Joseph Haynes, who has filled the office for the past



Thomas J. Drummond,

Elected Second Vice-President Montreal Board of Trade

seven years, but who now intends devoting all his time to teaching at the Ecole Polytechnique.



## FOUNDRY AND METAL INDUSTRIES

A. M. McGill has re-opened the foundry at Chatsworth, Ont.

A new smelter is proposed to be established at Cobalt, by the proprietors of the Timmins Mine.

Over 100 men are at work on the Canadian Metal Company's works at Frank, Alberta, and smelting is to commence in about a month.

Samples of copper ore from Cloud Bay, Ont., have assayed high values. The vein from which the ore was taken is 23 feet wide in places.

The Amherst Foundry Company, Amherst, N.S., have ordered from the Smart-Turner Machine Company, Hamilton, a single beam traveling crane.

A phenomenally rich discovery of copper has been made near Dean Lake Station, on the Soo branch of the C.P.R. The ore is found in a soft slate formation, which renders it easy to take out, and runs 12 per cent. copper, one large sample assaying 22½ per cent. copper. The lead has been traced for three-quarters of a mile.

The Boundary Iron Works, Grand Forks, B.C., has declared its first dividend, which will be five per cent., payable on March 1. The business of this foundry has grown enormously, and it is expected it will do at least a \$50,000 business during 1906. The machine shops of the Ketter Valley Line Railway have been removed to this foundry.

It is reported that Mackenzie & Mann will build a \$5,000,000 smelting industry in the Ashbridge Bay district, Toronto. They hold an option on a valuable tract of iron ore land just outside Hutton, Ont. This company have a great deal of ore property, and the object of this smelter in Toronto is to have an outlet convenient to the Great Lakes.

It is stated that more aluminum is manufactured in Niagara Falls than in any other place in the world. The aluminum works at that place have been in operation just ten years, and in that period the development of the aluminum industry has resulted in an enormous demand for the metal. In 1904, 8,600,000 pounds of aluminum were made in this country, an increase of 1,100,000 pounds over the preceding year. At the end of the first decade of manufacture in 1893 the total of the American product was only 339,629 pounds.

The Trail Smelter, Trail, B.C., received last year 227,000 tons of ore. From this ore was produced 82,000 ounces of gold, 1,360,000 ounces of silver, 13,280,000 pounds of lead, and 4,520,000 pounds of copper. An electrolytic lead refinery was put in, and the smelter has for some time past been receiving the crude lead ore from the Slocan mines. The result of this has been that they have been enabled to carry on the whole process of lead production, from the crude ore to the finished lead pipe, which is now put on the market direct from the works.

## "DOMINION"

The hall mark of quality on

Bar and Hoop Iron  
Polished Steel Sheets  
Polished Canada Plates  
Charcoal Tin Plates

**A. C. LESLIE & CO.**  
MONTREAL.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.**  
MONTREAL, QUE

or to

**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

## NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS-MARTIN

## OPEN HEARTH STEEL

## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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## CANADA SMELTING CO.

Limited

STANDARD Babbitt Metal, Phosphor Tin, Needle Metal, Type Metal, Etc.

Cor. Brennan and Ann Sts., MONTREAL

## THE BEST

It is now an accepted fact that

### B. C. BRAND DRILL STEEL

has no superior. If you want to do a good trade order this steel.

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## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

## 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, - 644 Craig Street**  
MONTREAL.

Enterprising  
Hardwaremen

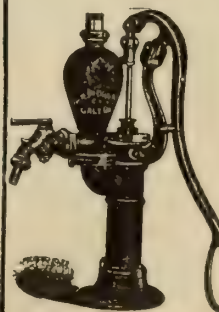
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### ANTI-FREEZING PUMPS.

They know that the sale of a good Pump brings about the sale of many other things from satisfied customers.

Do you handle our PUMPS?

Write for catalogue and prices.



**The R. McDougall Co., Limited**  
GALT, ONTARIO.



## CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

## Roofing Rules.

A remarkably complete booklet bearing the above name has been issued by Merchant & Evans Co., successors to Merchant & Co., Inc., of Philadelphia, and other American cities. It is a compilation of much information on sheet metals in building construction for architects, owners, engineers and builders. The beautiful printing throughout is well set off by the cover, which is done in red and black on a pale blue ground, the size being 8 by 5½ inches. Copious illustrations help to retain the interest of the reader, and the booklet, besides being instructive, is a good advertisement. Mention this paper in sending for a copy of "Roofing Rules."

## Neverslip Blacksmith Supplies.

Ludger Gravel, manufacturers' agent, 26 and 28 Jacques Cartier Square, Montreal, is sending to the trade a catalogue of convenient size, giving particulars in both French and English of the carriage makers' and blacksmiths' supplies manufactured by the Neverslip Manufacturing Co. The pages on Neverslip calks and screws are of especial interest, dealing as they do with an article which is extensively advertised to the consumer and is almost a necessity in these days of icy pavements.

## Two New Skates.

Readers of Hardware and Metal are invited to send for catalogues illustrating the new Cycle and Automobile skates being introduced by the Canada Cycle & Motor Company, Toronto Junction. These new lines have met with great favor and the trade should not fail to get posted on the merits of this new article. Mention this paper.

## Estey's Calendar Exhausted.

Estey & Co., merchandise brokers and contractors, St. John, N.B., wish us to state that the demand for their calendar, "The Smithy," has exceeded the present supply, so that inquirers who fail to secure copies may know the cause. This calendar was ordered last February with instructions to have it shipped across the ocean by November at latest. Unfortunately the shipment went astray and only reached its destination about January 10, quite too late for examination and increase of order. If conditions permit, Estey & Co. will try to have more copies of "The Smithy" secured, in which case they will be mailed to those who have asked.

## Mop Wringers and Buckets.

The Eagle Cooperage Works, Circleville, Ohio, have published their Catalogue "E," giving data on their Eagle mop wringers and buckets and Ohio mop heads and detachable handles. The booklet contains 23 pages and cover, and is noteworthy for its fine typographical style. The heavy coated paper sets off well the fine half tones reproduced from actual photographs, illustrating the various lines made by this firm. The

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence



or attack can be had  
than the Iver Johnson  
Revolver. No safety mechanism could be  
more simple and perfect—a device that *means safety*,  
without any "ifs" or "buts" about it. The

# IVER JOHNSON

## REVOLVERS



need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.80

Write for our bright little booklet, "Shots" and complete catalogue, *free*.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.

feature of the catalogue is the series of electros which will be furnished the trade for advertising purposes on request. These electros are mortised, so as to insert any reading matter one may desire. Mention Hardware and Metal when writing for catalogue.

## Steamfitters' Tools.

Catalogue "B," dealing with pipe and steamfitters' tools, has been issued by the Canadian Fairbanks Company, and will be mailed free on request by any of their branch houses if this paper is mentioned. It will be a handy book in any hardware store.

## Bonney Vises and Tools.

One of the best firms represented in Canada by Ludger Gravel, the well known Montreal manufacturers' agent, is the Bonney Vise & Tool Works, Incorporated, of Philadelphia, Pa. The catalogue published by this firm is one of 48 pages, well printed and illustrated with many cuts. The lines shown include vises, wrenches, augers, saw sets, tube cutters and numerous others. The trade will be supplied with this catalogue by addressing Ludger Gravel, Jacques Cartier Square, Montreal.

## Motor Trades Register.

The British Empire Motor Trades Alliance, Limited, is compiling a register of British manufacturers of motor vehicles of every description, motor boats, motor engines, component parts, accessories, etc. With the object of aiding the development of British export trade any information required by foreign and

colonial buyers regarding the British motor industry will be supplied gratis by the alliance. Lists of British firms manufacturing motor vehicles, boats, component parts, etc., inquired for will be forwarded on application, or if desired notices will be sent by the alliance to British manufacturers requesting them to mail the information direct to the inquirers.

## Bishop's Saws.

Geo. H. Bishop & Co., of Cincinnati, are out with an extensive and well gotten up catalogue of hand-made hand saws, ranging from the minute scroll saw to the lumberman's cross-cut. The carpenter and joiner, the butcher, the ice man, and the man who tackles the cord of wood in the back yard, all have their own needs and preferences in saws, and the tools illustrated in this catalogue are intended to suit the most fastidious. Readers of this journal desiring a copy may have one on application to the manufacturers.

## Maydole's Hammers.

The David Maydole Hammer Company mark their diamond jubilee in hammer making by the publication of a new catalogue, together with a booklet of useful information to mechanics and hardwaremen. Over sixty years ago David Maydole commenced making hammers in a little blacksmith shop in Norwich, New York. He made good hammers—the best he knew how—forging them out by hand. To-day his hammers are world renowned, and with the name "Maydole" stamped on them need no further recommendation.



# H. S. HOWLAND, SONS & CO.

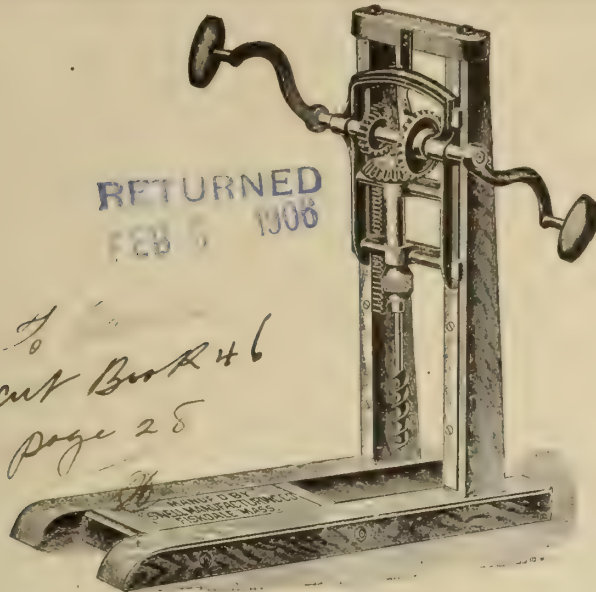
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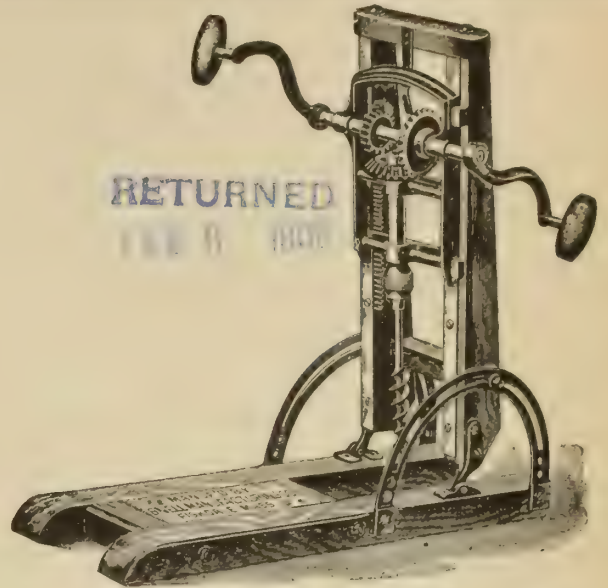
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Boring Machines, Plain, Round and Square Shaft.



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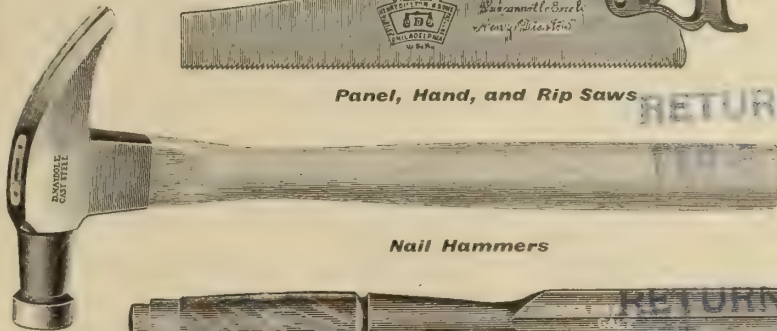
Bright Steel Squares



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FOR FULLER LINES OF CARPENTER'S TOOLS SEE OUR CATALOGUE.

## H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST.

We Ship Promptly.

Factory: Dufferin Street, Toronto.

Our Prices Are Right



# PAINT, OIL AND BRUSH TRADES

## BOILED LINSEED OIL.

When air is blown for many hours through linseed oil heated to 150 deg. F. or 160 deg. F., the oil begins to become viscid and increase in specific gravity, says a writer in the Oil and Colourman's Journal. The longer the current of air is continued the thicker and heavier the oil becomes. The drying properties of this blown oil are no better than those of a good raw linseed oil. It is rather more freely soluble in alcohol and less soluble in petroleum ether than the raw linseed oil. No minute examination of blown linseed oil has been made. While the change has been brought about by absorption of oxygen, yet this change is not the same as that which occurs in the boiling of oil. When linseed oil is heated to 600 deg. F., or thereabouts, so that it will take fire if a light be put to it, the oil becomes usually paler in color, more viscid, something like treacle, and acquires a peculiar burnt smell. This product is much used in the manufacture of printing inks, and is generally called printers' varnish. This varnish oil is rather more rapid in its drying power than raw linseed oil, but not so rapid as boiled oil. No detailed examination of this oil has been made. When linseed oil is spread in a thin layer over the surface of a piece of cloth it absorbs oxygen and dries to a firm coat. If a further coat of linseed oil is spread over this and allowed to dry, and the coats repeated, in time a thick mass of dried linseed oil is got. This is known as oxidized oil, and is of considerable importance in the linoleum trade.

## Oxidized Linseed Oil.

Oxidized linseed oil differs from linseed oil in that it is not, or is only partially, soluble in ether, and only slightly soluble in chloroform. Ether separates it into two constituents, one soluble and the other insoluble. The latter is colorless, transparent, and somewhat gelatinous; the soluble portion is a viscid and rather adhesive product. The dried linseed oil was named linoxyn by Mulder. It differs from linseed oil in containing only about half the quantity of glycerine and more oxygen. As raw linseed oil dries very slowly, taking about two or three days, dependent on the weather and other conditions, boiled oil is usually employed for making oxidized oil. It takes six to eight weeks to make one mass or skin of oxidized oil. As this article forms the main basis of linoleum, and it is desirable to have it pure and free from any adulteration, it is always advisable for the linoleum makers to prepare it themselves.

While it is not feasible to make a too rapidly drying oil, as such is often found to be somewhat irregular, it might be possible to increase the rapidity of the drying on the "scrim," by (1) conducting it in rooms heated to

100 deg. to 110 deg. F.; (2) sending a current of warm air through the screens of scrim; (3) using ozonized air to bring about the oxidation. It remains to be added that oxidized oil is heavier by about 11 to 12 per cent. than the oil from which it is produced.

## Methods of Boiling Oil.

One very important form of linseed oil is that known to the painter as boiled oil. Linseed oil seems to be unique in the property that by heating to a temperature of 500 deg. F., with the addition of a little litharge, an operation known as "boiling," it is changed to an oil that has the property of drying hard in about 24 hours. No other oil seems to possess this feature. This property is much taken advantage of in paint and varnish making, in the manufacture of floorcloths, and other ways. There are many methods of boiling oil, such as the old plan still followed of boiling by fire heat, carried on more or less in a rule-of-thumb way, the more modern plan devised by Vincent of boiling by steam heat aided by currents of air, or the plan of Bedford, in which the oil is heated in a horizontal cylinder and sprayed by revolving

arms into the upper portion of that cylinder while a current of hot air is blown through. There also is the Hartley-Blenkinsop process of using linoleate of manganese along with air, by which a very fine pale oil is obtained. And, again, there is the ozone process, consisting in dissolving linoleate of manganese in the oil, heating this and sending it in the form of spray into a chamber in which ozonized air is sent. This process yields a fine pale oil.

It is necessary in making boiled oil to use driers of some kind or other along with the oil. These are invariably compounds of lead or manganese—litharge, red lead, acetate of lead, resinate and linoleate of lead, oxide of manganese, acetate of manganese, resinate and linoleate of manganese. Oils boiled with manganese are usually paler and more rapid drying than are lead boiled oils. The resinates and linoleates have an advantage over the others in being more soluble in the oil, and therefore yielding an oil which is clearer, and the drying effect of the lead or manganese is more fully developed. It is to be noted that in making boiled oils in this way a loss of weight ranging from 3 to 8 per cent. occurs.

## M. L. LIQUID FILLER



ONE of our best lines for the Painter. Very light in color and especially adapted for use on pine, maple and white woods. Splendid working qualities and a good wood preservative. Unsurpassed for priming walls to be kalsomined, painted or finished. Free sample on application.

**A Profitable Line for the Dealer**

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## YOU SHOULD ORDER FISHER'S ECLIPSE POLISH

**BECAUSE** it is just the thing for "renewing" Old Furniture, Pianos, Mantels, Shelving, Desks, Bicycles, etc.

**BECAUSE** the ingredients that go to make up this Polish are of such a nature that the Polish dries quickly and removes all dirt, scratches or stains, in the most satisfactory manner.

**BECAUSE** you cannot get another polish as good as **FISHER'S ECLIPSE POLISH**.

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# Have You An Idea

of how a hardware store should be laid out, where the counters should be placed and how the shelving should be arranged?

## Put It On Paper

and send it to **HARDWARE AND METAL** after reading the announcement we make on this subject on page 72 of this issue.

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**Manufacturers**

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES  
**MONTREAL.**

## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

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Raw Linseed  
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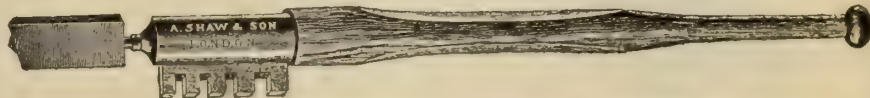
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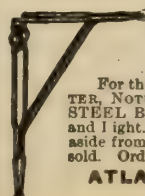


Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

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That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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Largest Variety,  
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Paint economy, like economy in other lines, depends upon getting good value for your money.

## Anchor and English Liquid Paints

we know to be the best value obtainable in paint.

They are perfect paints. There is nothing used in their manufacture but the purest pigments, linseed oil, turpentine, dryers, and the world's best white lead—**BRANDRAM'S B. B. GENUINE**



Manufactured by

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**HENDERSON & POTTS CO.,**

LIMITED

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### QUEBEC.

Office of **HARDWARE AND METAL**,  
232 McGill Street,  
Montreal, Feb. 2, 1906.

Business during the week has been quiet, but not unduly so. The travelers are sending in orders, which, if anything, are in excess of those of similar seasons in former years, and the complaint which is being made among some trades regarding the mild weather is not applicable to the paint business.

Prices have remained without change throughout the week, and everything remains steady. Linseed oil has been see-sawing slightly but is on the whole very steady, and prices will not deviate from the present quotations for some time.

No change is shown in the white lead situation. Paris green is being ordered in large quantities from all parts of the country, and manufacturers are surprised at the phenomenal demand. The advance recently made is being steadily maintained, and indeed, the tendency is to go still further upwards, as arsenic, one of the principal ingredients, is almost unobtainable.

**Linseed Oil**—Though slight fluctuations have been shown during the week, we are making no change in our prices. The market is very steady at present, and we are still quoting: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. f.o.b., Montreal, net 30 days.

**Turpentine**—Our prices remain as follows: Single barrel, 95c. per gallon; two barrels or over, 94c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

**Ground White Lead**—We quote: Best brand Government standards, \$6.00 to \$6.25; No. 1, \$5.65 to \$5.80; No. 2, \$5.30 to \$5.55; No. 3, \$5.05 to \$5.30; all f.o.b. Montreal.

**Dry White Lead**—We quote: Barrels, \$5.40; 100 lb. packages, \$5.65; 6 to 10 lb. tins, \$6.65.

**Dry White Zinc**—We quote: Red seal 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc (ground in oil)**—We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Ruling prices are as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—We are quoting: Genuine

red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Paris Green**—On account of the scarcity of arsenic the Canadian product is maintaining the advanced price made some two weeks ago, but the English article is still quoted at the same price. We quote: C.P. Co's pure Paris green: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; drums, 50 lbs., 18c.; drums, 25 lbs., 18 1-2c.; 1-lb. packets, 100 lbs. in case, 19c.; 1-lb. packets, 50 lbs. in case, 19 1-2c.; 1-2 lb. packets, 100 lbs. in case, 21c.; 1-lb. tins, 100 lbs. in case, 20c. Berger's English: Barrels, 600 lbs., 15 3-4c.; kegs, 250 lbs., 16c.; drums, 25 lbs., 17c.; drums, 50 lbs. and 100 lbs., 16 1-2c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packages, 20 1-2c. per lb. Terms, 2 per cent. off. 30 days.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Our prices are from \$1.20 to \$1.40 per gallon.

**Castor Oil**—Dealers are looking for advanced prices to be declared very shortly on this season's product. In the meantime we are quoting: Firsts, in cases 8 1-2c., in barrels 8c., seconds, in cases 8c., in barrels 7 1-2c.

**Refined Petroleum**—Our prices remain as follows: American water white, 16 1-2c. and 17 1-2c.; Canadian prime white, 14 1-2c. and 15 1-2c.; 18 1-2c. and 19 1-2c. ex warehouse.

**Window Glass**—Importers are more than satisfied with the condition of their sales. Merchants seem to have learned by their experience of last year, that it is well to get their specifications in early, and nearly all the larger dealers now have their orders booked. It looks as if the coming season would see a tremendous business in this line. We are quoting: First break, 50 feet, \$2.10; second break, \$2.20; first break, 100 feet, \$4.25; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5.00; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8.00, and seventh do., \$9.00. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75;

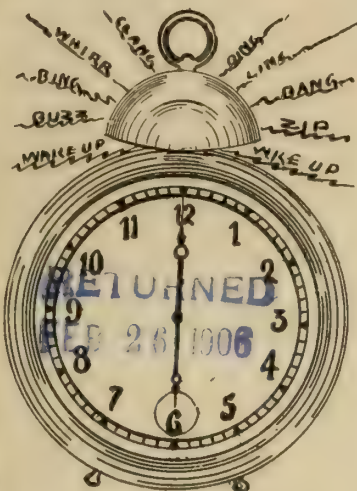


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## ARK BRAND PAINTS



and increase the business in your paint department.

There is no better agency you can secure. It means increased trade in all lines. It will bring customers to your store. It means you will be selling the very best paint made to-day.

Every ingredient entering into its composition is carefully examined and tested, thereby insuring absolute uniformity.

Every package is guaranteed to give the user perfect satisfaction or money refunded.

If you want a satisfactory floor paint, stock "Ark Brand." We believe it to be the best made to-day.

Write us now for further information.

The **Francis-Frost Co., Limited**  
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Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish



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MARTIN-SENOUR CO., Limited

Manufacturers of  
Paints, Colors, Stains, Enamels, Etc.

## THE MARTIN-SENOUR PAINT 100% PURE

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Particulars upon application.

**SENOUR'S FLOOR PAINT** The original reliable standard brand.  
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142-144 Inspector Street, MONTREAL  
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THE WINNIPEG PAINT & GLASS CO., Limited  
WINNIPEG

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HALIFAX, N.S.



# THE CANADA PAINT COMPANY, Limited

## MAKERS OF PAINT



# THE CANADA PAINT COMPANY, Limited

## MAKERS OF VARNISH

fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24, and twelfth do., \$28.50.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,

Toronto, Feb. 2, 1906.

Prices of white lead have been advanced on the local market from \$6.05 to \$6.20, and, with a scarcity of supplies, prices are apt to continue very firm. Turpentine has been fluctuated a little and there has been some shading of prices. Quotations continue at 97c, however. As prices in the south are again quite firm, linseed oil quotations are also unsettled, owing to the introduction of some English oil on to the local markets. Canadian oil holds firm at the same quotations, but the English article is being sold at one or two cents less than the Canadian can be bought for.

Sales of Paris green and mixed paint have been very heavy during January. One house reported that the January business was as large as any May or June in the history of their business. The open weather has encouraged the booking of large orders for early delivery, and trade done now will of course mean that business later on will suffer somewhat.

**White Lead**—Ex Toronto, pure white, \$6.05 to \$6.20; No. 1, \$5.82 1-2; No. 2, \$5.45; No. 3, \$5.20; No. 4, 5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, 5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.00; No. 1, in casks of 500 lbs., \$5.50; ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs, 8 1-2c.

**Shingle Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Canadian Government Standard: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; 50-lb. and 100-lb. drums, 18c.; 25-lb. drums, 18 1-2c.; 1-lb. packets, 19c.; 1-lb. tins, 20c.; 1-2 lb. packages, 21c. Berger's English: 600 lb. barrels, 15 3-4c.; 250-lb. kegs, 16c.; 50 and 100-lb. drums, 16 1-2c.; 25-lb. drums, 17c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packets, 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 58c. to 60c.; 5 to 9 barrels, 57c. to 59c.; boiled, 1 to 4 barrels, 61c. to 63c.; 5 to 9 barrels, 60c. to 62c.



Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, 96c. to 97c. f.o.b. point of shipment, net thirty days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' round, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Plaster Paris**—New Brunswick, \$2.00 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

#### NEW PAINT HOUSE.

Another American house has established a plant in Canada. This time it is one of the best known United States paint manufacturing firms, which has opened a branch in Montreal, where operations have now been begun.

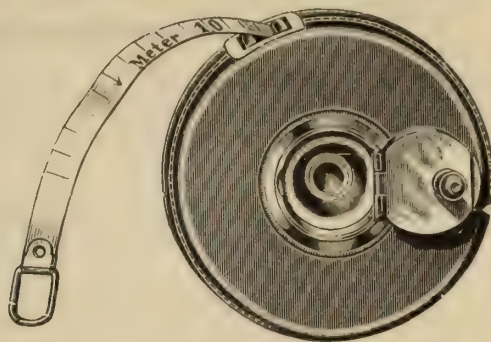
For fifteen years the Senour paints have been sold in Canada by William Hill, and have developed such a popularity that it has been found advisable to take over the Hill business and incorporate it in the Martin-Senour Co., whose plant at 142 Inspector street, Montreal, will duplicate all the lines of the Senour Co. The latter company have been manufacturing paint in Chicago for 22 years.

The president of the new company is Mr. J. E. Martin, who is also president of the parent firm in Chicago. Mr. Martin is a Canadian by birth, and graduated from the high school at Knowlton, Que., in 1882. Going to Chicago, he secured a position in a paint house, and since 1884, when the company commenced to manufacture paints, has held various positions from salesman to sales manager, vice-president and now president.

The vice-president of the Senour Company, as well as of its Canadian branch, is Mr. W. F. Senour. Mr. J. B. Lord, president of the Boston Varnish Co., whose lines will be handled by the Martin-Senour Co., is treasurer and manager of the latter firm, and will make periodical visits to the Montreal plant. Mr. J. A. Naud, who has for some years been associated with William Hill, will be assistant manager of the Martin-Senour Co.

The company will manufacture only the highest grade of paints, and hope for a good share of the Canadian trade.

## MEASURING TAPES



IN MANY VARIETIES,

THE GREATEST POSSIBLE  
ASSORTMENT.

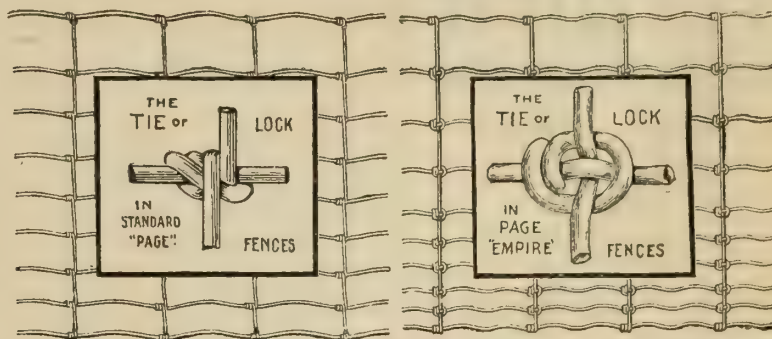
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on all of our First-Grade Goods.

"THE R. BERG HARDWARE CO."

F. W. Lamplough & Co., - Montreal



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Two Styles—"Standard Page," and "Page Empire."

Double strength Wire; coiled for elasticity; Wire is not injured at joints; joints cannot slip; best galvanizing; all painted. 3,290,000 rods in use. Fences supplied in two weights—medium and extra heavy.

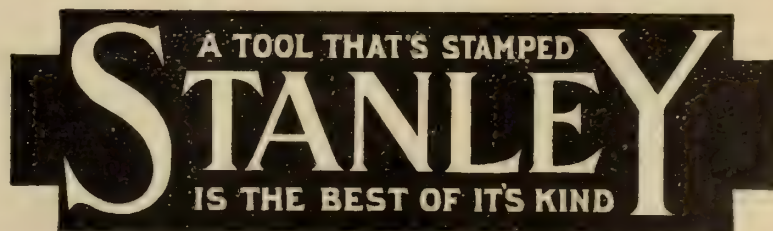
All Fences painted WHITE—Our Brand

THE PAGE WIRE FENCE CO., Limited, WALKERVILLE, Ont.

Branches—Montreal, Toronto, St. John.

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IMPROVED CARPENTERS'  
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Sold by all Hardware  
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STANLEY RULE & LEVEL CO.

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**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Stuart Machinery Co., of Winnipeg, will erect shops at a cost of \$10,000.

Edmonton has decided to take over, own and operate its own street car lines.

A joint stock company is being formed at Lansdowne, Ont., to erect a large harness factory there.

The Roberts Heating and Ventilating Co., Minneapolis, will build a \$20,000 warehouse at Winnipeg.

The Sandstone Brick Co. have bought ten acres southwest of Peterboro for the new plant it has just ordered.

It is rumored that the C.P.R. intends to push the branch line which runs from Mattawa on to Cobalt this Summer.

Over one thousand prospectors' licenses have already been taken out this year from the Government office at Haileybury.

Woodstock may have another industry which will manufacture a new patent screen, the rights of which are controlled by local men.

The Imperial Wire & Nail Works, of Collingwood, will make extensive additions to their plant, as will also the Collingwood Furniture Co.

The Monarch Brass Works, of Port Colborne, struck a good flow of natural gas at a depth of 1,000 feet in their gas well. Their whole plant will now be run by gas from their own well.

The winding up of the Robinson & Turner Co., of Toronto Junction, ladder manufacturers, shows no visible assets, and liabilities of over \$5,000.

The Canada Flax & Cordage Co. will establish a twine factory at St. Mary's to cost \$60,000 and undertake to employ 50 hands on condition that the town guarantee bonds to the amount of \$25,000.

The Ever-Ready Fire Extinguisher Co. have secured control of a new fire fighting appliance which contains a combination of carbonic acid gas and water. They will manufacture these articles at Brandon.

The Canadian Northern are preparing to commence work in earnest in the Spring on their long-talked-of line to Hudson Bay. A party of surveyors have been working all Fall and Winter on the proposed line.

Wilson B. Bechtel, of Bechtel Bros., brick manufacturers, of Waterloo, has left the firm, and purposes erecting a modern brick-making plant. He will invest between \$12,000 and \$15,000, and will employ about fifteen hands.

At the annual meeting of the Ottawa Electric Railway Co., Thomas Ahearn was re-elected president. The gross re-

ceipts of the road were \$449,000, and the net profits of the year \$143,000. A dividend of 10 per cent. was declared.

A deputation from the Ontario Government interviewed the Federal Government to ask for a subsidy of \$3,000,000 towards the construction of the Temiskaming line to a point of intersection with the Transcontinental. Sir Wilfrid assured the delegation that their application would be carefully considered.

The recent inquiry into the congestion of the grain traffic in Western Ontario and at Georgian Bay points will result in an increase in the rolling stock of the Grand Trunk Railway Co. It was announced that the Grand Trunk Railway Co. would put on 5,000 new freight cars to satisfy the demands of the grain traffic.

The Williams Co., shoe manufacturers, have closed their factory in Galt, and will move the machinery to Brampton and merge with another business there. Under an agreement with the town they occupied an \$80,000 building bought by the town to encourage the industry. The premises are already applied for by other concerns.

A company has been formed in Perth to develop a new industry in mica, known as the "thin splitting" process. In the vicinity of Perth there are still to be immense quantities of refuse or small mica, which is used in this work. A factory has been opened in the old bolt works and employment will be given to about ninety girls.

The annual meeting of the Manitoba Pressed Brick Co. was held at Winnipeg a week ago. The report of the directors showed the affairs of the company to be in a very satisfactory condition. The following officers were elected: President, Angus Browne; vice-president, I. E. Fairchild; secretary-treasurer, Wm. Findlay; general manager, G. H. Bradbury.

The Niagara-Welland Power Co., of which Harry Symons, of Toronto, is president, have filed their plans at the York County registry office, showing the route of their transmission wires through the County of York to the terminus in the City of Toronto. These transmission wires will parallel the Grand Trunk from the town line of Peel township into the Village of Weston; thence to Toronto Junction and along St. Clair avenue into the City of Toronto.

The Baldwins, British locomotive builders, are seriously considering the advisability of establishing a plant in the Maritime Provinces, in order to compete with the Americans. A factory in Canada would be of great value both



as a source of employment and as a benefit to the Empire. It is only by increasing the manufactures here that Canada can help Britain in her unemployed problem, and the Canadians would do well to assist in the establishment of these large enterprises.

As a result of the efforts of the recently inaugurated Board of Trade of Watford, a proposition has been received from the Lloyd Automatic Wire Weaving Co., of Toronto. The company asks for a loan of \$15,000, a free site, and exemption from municipal taxes, the loan to be repaid in twenty annual installments, without interest. The company agrees to employ twenty-five hands at the end of the first year, thirty the second and thirty-five the third year. They will also erect a factory 50 x 150. The by-law will be submitted to the ratepayers in February.

Brantford may secure a new industry in the shape of a brick manufacturing company. Two Americans, J. L. Richardson and L. W. Smith are promoting the scheme, and are said to be backed by a well capitalized company. Their article is known as the "sand lime brick," and is made under the Schwartz American patent. It is a cheap brick, and at the same time a good one, and is being used largely on the other side. Options are held on three different properties, and if the company decides to locate there they will put in a plant valued at \$37,000. About fifteen men will be employed.

The Town of Port Arthur has entered into an agreement with Hedges & Burleigh, two Boston capitalists, the result of which will probably be the erection of a large steel tube works this year. As already mentioned in Hardware and Metal, the town will purchase one hundred acres of land for a site at Bare Point, and take \$100,000 of the company's bonds at par. For their part, Hedges & Burleigh agree to erect a plant costing three-quarters of a million dollars, and commence with two hundred and fifty men. Work will be commenced within three months from the ratification of the agreement by the ratepayers.

The Canadian Pacific Railway Co. are considering the advisability of substituting electricity for steam as a motive power, and are making inquiries as to cost, with a view to making some experimental tests. If they decide to try the use of electric motors in the running of their trains, the line between Montreal and Quebec will be the first branch equipped, and the tests will be made during the next six months. Should electricity prove successful, the system of electrification will be gradually extended to other branches. Shawinigan Falls will furnish the energy for the first tests, and in the event of their adopting electricity, Niagara Falls will no doubt be drawn on for some of the Ontario lines.

The Tariff Commission held a session at Londonderry, N.S., on Saturday last, Messrs. Fielding and Paterson attend-

ing. Thos. J. Drummond, president of the Londonderry Iron Co., asked for an increased duty and continuance of the bounty on pig iron. He claimed that the duty and bounty combined amounted to only \$2.72 in 1906, and after June, 1907, there would be no bounty. He asked that a bounty of \$2.00 a ton be paid for a further period of five years so as to give protection equivalent to \$2.50 per ton, regardless of British preference. The chief competition was from Great Britain. The Montreal Pipe Co. asked an additional duty on iron pipe to enable them to compete with Scottish pipe makers. B. F. Pearson, M.P.P., asked for a large bounty to furnaces using native ore.

#### Companies Incorporated.

The Croesus Mining Co. has been incorporated with a share capital of \$500,000, for the purpose of carrying on a mining and development business. The provisional directors are Shirley Ogilvie, D. L. McGibbon and Travers Lewis; head office to be at Ottawa.

The Maybank Bronze Metal Co. has been incorporated with a share capital of eighty thousand dollars, with head office at Morrisburg. They will manufacture and deal in brass, bronze, babbitt, gun and bell metal. The provisional directors are W. M. Maybank, H. H. Bradford and C. A. Myers.

The Northern Ontario Copper Co. has been incorporated with a share capital of \$500,000, for the purpose of carrying on a general mining and milling business. The provisional directors are J. A. Montague, O. B. Jury, Uriah McFadden, W. E. Gimby and A. C. Boyce. Head office to be at the Soo.

The Ontario Sewer Pipe Co. has been incorporated with a share capital of \$300,000, with head office at Toronto. They will manufacture sewer pipe, paving and building blocks. The provisional directors are J. J. Zimmerman, Andrew Dods, J. A. Macintosh, E. G. Morris and M. B. Peacock, all of Toronto.

Canadian Dredge & Construction Co. has been incorporated with a share capital of \$150,000, for the purpose of building and operating dredges, derricks, tugs, lighters, etc. The head office will be at Midland, and the provisional directors are James Playfair, D. S. Pratt, Peter Potvin, D. L. White and W. J. Sheppard.

#### BUILDING NOTES.

Frost & Wood will erect a large warehouse in Brandon in the Spring.

E. Bender, of Regina, will erect a large rooming house in that city.

The Massey-Harris Company will erect a warehouse in Brandon, costing \$5,000.

The Imperial Bank will build a branch at Ingersoll, on the Mansion House property.

The Cockshutt Flow Company purpose building a large warehouse in Arcola, Man., next Spring.

Building in Haileybury, Temiskaming district, has been going on all Winter. The town is growing rapidly.

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Pilot Mound citizens are going to erect a \$14,000 school, the by-law carrying by an almost unanimous vote.

3,280 permits for 4,030 buildings, of an aggregate value of nearly \$11,000,000, were issued in Winnipeg last year.

The Kingston Yacht Club, Kingston, ask tenders for removal of their old club house and the erection of a new one.

Ontario Wind Engine & Pump Co., Toronto, are to build a three-storey and basement brick factory, to cost \$8,000.

E. W. Hewson, of Amherst, N.S., will erect a four-storey building for business purposes in Vancouver, costing between \$50,000 and \$70,000.

Tenders are asked for the erection of a new post office building at Regina. February 23 is the date of time limit for receiving tenders.

Tenders will be asked shortly for the erection of a new barracks at Toronto, for the permanent corps. About 400 men will be accommodated.

The Canadian Military Institute, Toronto, have purchased property on Simcoe street, and will erect a new club house at a cost of about \$15,000.

The Metal Shingle & Siding Co., Preston, have secured the contract for the metal roofing of the new held mechanics' building at the Guelph Agricultural College.

It is announced that the Grand Trunk will spend a million dollars in London on raising the tracks, constructing subways, and the erection of a new station building.

The Grand Trunk shops at Stratford are to be enlarged by building a new boiler shop and a new plate shop. When these buildings are completed the shops will accommodate 1,500 men.

Building operations in Langham, Sask., will be extensive this year. This time last year there was only one shack there, and now every business is carried on there except banking. Several buildings are already started.

A six-storey hotel, to cater to the best trade, will be built in Vancouver by the Marquis de Biddlescope, on the corner of Cordova and Seymour streets. Clark & Stewart, wholesalers, will also build shortly, on the opposite corner.

Despite the troubles amongst the directors of the National Portland Cement Company, at Durham, the stock of that concern is being quoted at higher figures. Meetings of the shareholders are being held at various centres and proxies secured in preparation for the coming annual meeting of the company.

Mr. J. C. Brennan is preparing to erect a business block on the corner of Bank and Queen streets, Ottawa. The plans will be drawn by E. L. Harwood. It is the intention to make a five-storey, fire-proof, brick structure, with stores on the ground floor and offices above. The estimated cost is \$60,000 to \$75,000.

It is probable that Hamilton will have a union station for the suburban electric lines terminating there. The Electrical Terminal Company, who have been organized for this purpose, ask that the city allow them to lay tracks on certain streets, to be used as entrances to the station. The finance committee have the matter in hand.

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# PLUMBING AND STEAMFITTING

## PLAIN TALKS ON PLUMBING, HEATING AND VENTILATION

*A Series of Practical Articles Written in Plain Terms, Devoid of Technical Phrases, Algebraical Signs, etc., so as to be Easily Understood by all interested in these Subjects.*

By M. J. QUINN, Mechanical Superintendent for the Ontario Government.  
[Registered in accordance with the Copyright Act]

ARTICLE XXV.—Continued.

### VENTILATION.

Continuing on the subject of ventilation, the next question which we will take up is that of the proper location of inlets from the heaters, and outlets for the foul and cooled air, for, while it

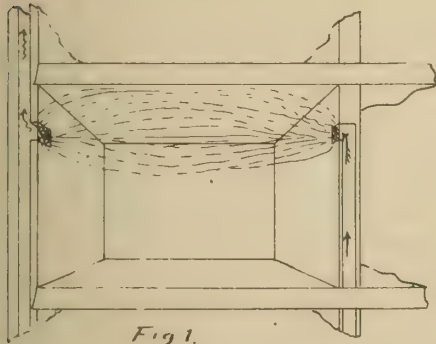


Fig 1.

may not at first thought seem to have much bearing on the final success of a heating and ventilating plant, still it is quite within the mark to say that the proper location of registers is fully as important as the provision of enough heating surface in the radiators.

The reader is quite aware that where there is a difference in temperature in any fluid, whether it be of a liquid or gaseous nature, that the greatest amount of heat will be found at the top, and the least at the bottom, and that unless there is something to agitate it the heaviest body, or that at the bottom, will remain practically quiescent, while the upper strata will continue to move about, or circulate slowly as long

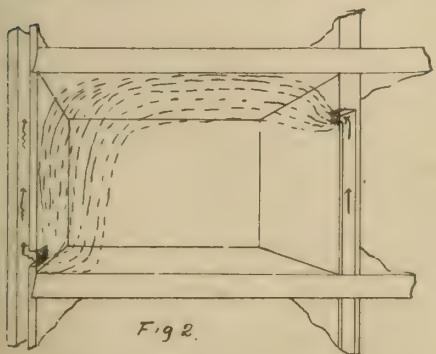


Fig 2.

as there remains the least difference in temperature within it, which, except in the case of liquid, which may be frozen,

is practically forever, and in the case of the atmosphere which, as has been explained, is composed of various gases, there would still be a movement caused by the diffusion of these gases, even though the temperature throughout were exactly the same, though, as has been intimated, this latter condition is practically an impossibility.

If, then, in installing a ventilating plant we do not make proper provision for not only supplying each department with enough air, but also for delivering that air where it is required, then we have partially, and perhaps totally, failed in our endeavor.

Now what is meant by delivering the air where it is required? Why, simply that the air may be so delivered to, and extracted from, the room that a constant and complete circulation may be kept up in every portion of the room below what may be termed the "breathing line," which may be said to be from seven to eight feet from the floor, for, as will be obvious, it is quite as unimportant to ventilate the room near the ceiling, where no one breathes the air, as it is important to ventilate that portion of the room in which people do breathe. Unfortunately, however, in gravity ventilation, such as that described in the two previous articles, the tendency of the fresh air is to ascend, because of its high temperature, and in consequence our efforts must be directed to change this natural tendency and make it come to the floor.

In the accompanying cuts the reader will obtain a good idea of the proper methods to pursue, and of the disadvantage of an improperly arranged system.

As has been said in a previous article, no room can be properly ventilated with a fresh air shaft only, but that, in addition, there must be a foul air outlet, and in each of the cuts used in this article both fresh and foul air flues are shown.

In Fig. 1 is shown a room with the fresh air inlet about ten feet from the floor on one side, and the foul air outlet about the same height on the opposite side, and the dotted lines running between the two indicate the path of the currents, and, as will be quite clear, the ventilation will be of a most unsatisfactory character, for not only will the warm fresh air not descend to the "breathing line," but it may not even spread evenly over the room above the line where it enters, but may travel in a more or less direct line to the outlet, and so pass away without doing any good.

In Fig. 2 we have a change which offers some improvement, inasmuch as that even though the inlet is too high, still the air must come to the floor on the opposite side of the room, and so bring fresh air down where it is required in at least one portion of the room, though in this case only one corner of the apartment will be ventilated, for the fresh air will not travel to the opposite end of the room.

In Fig. 3 we have made a still further advance toward correct methods for, as is indicated, we have more fresh air below the breathing line than in either of the preceding cases, and this is the object we have in view.

It is, however, far from being perfect,

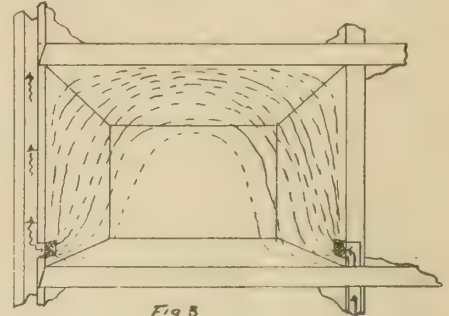


Fig 3

because, as will be seen, only two corners of the room are likely to have the proper circulation of air, and then, because of the tendency of the air to rise rapidly from a low and consequently cool level, the space in the centre of the room between the inlet and outlet is practically without ventilation at a low level, and, of course, the other end of the room is not yet touched.

In Fig. 4, however, we have the inlet and outlet so arranged as to produce the best possible results.

In this case we have both on one side of the room, and as the tendency of air, like other bodies, is to travel until its power, due to velocity, is spent, or it is turned by coming in contact with

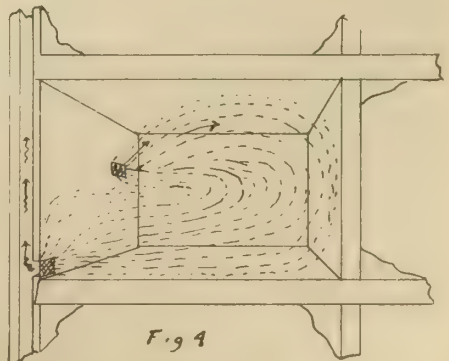


Fig 4

some object, it travels clear across to the opposite wall, and must travel back at a lower level in order to escape



through the foul air shaft which opens at the floor.

In addition to placing both registers on the same wall, however, we have them placed near opposite ends of the room, so that not only must the air travel across the room as soon as it enters, but it must travel to the other end of the room before it can escape.

### HUMIDITY WITHIN THE HOUSE.

There is a most mistaken notion that humidity is a source of discomfort and annoyance. That much suffering is caused in Summer by an excess of humidity is unquestionably true; but the relationship between temperature and humidity is far from being understood, and particularly the part humidity takes in the heating economy of the house in the Winter.

That the average American house is too highly heated in Winter will be admitted without qualification; it is a characteristic of almost every American interior where coal can be had for consumption. It is, of course, necessary to keep warm in our cold and trying Winters, and the commonplace way of doing so is to burn up as much coal as possible.

Scientific study of the heating problem has, however, demonstrated that the best way to heat a house, the safest way in which to keep warm, is to burn coal in a scientific way, using it properly, getting the most out of it and conducting the performance with the aid of scientific apparatus contrived to insure the best results.

Some very curious effects have been noted from the study of heating conditions. Rooms in which the temperature is higher than that of other rooms on other days feel colder to the occupants than when the room thermometer reads less. Investigation has brought out the remarkable fact that there is a direct relationship between the effect of temperature and the moisture of the air. In other words, given two rooms of equal temperature, the one with the greater humidity will feel the warmer; or, put it another way, the room which has the greater humidity will require less temperature as recorded by the thermometer than the one which is dryer. The obvious conclusion from such observations is that a proper relationship must be maintained between the humidity and the temperature of our houses. Dr. Henry Mitchell Smith who has given much time to the investigation of this subject, suggests about 60 per cent., never less than 50 per cent., nor more than 70. With such a percentage of humidity a temperature of 65 degrees Fahrenheit is found amply sufficient and comfortable.

Two results follow from a proper adjustment of the relationship between temperature and humidity. There is greater personal comfort and less danger from disease, because with this adjustment comes a more healthful atmosphere. The humidity within the house bears a more scientific relationship to that without, a condition quite essential to good health in Winter.—Builders' Journal.

The Dominion Natural Gas Company proposes to extend its pipes to Toronto and sell natural gas to Toronto consumers. They now supply Hamilton, Brantford, Galt, and other places

## HAMILTON PLUMBERS ON TRIAL.

The prosecution of the members of the Hamilton Master Plumbers' Association was resumed on Monday last by Crown Attorney Washington. George S. Lynch-Staunton, K.C., appeared for the defence. W. H. Meredith, Toronto, secretary of the Central Supply branch of the Master Plumbers' Association, and secretary of the Provincial Plumbers' Association, was the first witness. Mr. Meredith was questioned with a view to showing that the Hamilton association was a branch of the provincial organization. Mr. Staunton objected to the Crown Attorney's method of trying to connect the two, but the latter replied that Secretary Davies of the Hamilton association had admitted the connection. The witness admitted knowing two of the Hamilton plumbers. He said there was no agreement between the Provincial Plumbers' Association and the Central Supply Association. There was an agreement between the Toronto local association and the Supply Association, or between the Toronto association and the manufacturers. The minute book of the Toronto association was produced in court, where it was put in as evidence after being identified by the witness.

According to the daily papers Mr. Meredith did not appear very willing to answer some questions, particularly about agreements between the Toronto association and the Supply Association. When the minute book of the executive of the Provincial Association was put in he was asked if there were any arrangement by which an association could not take work in any other city. He did not think there was. He said the Provincial Association was chiefly social in its character. He did not remember a notice having been sent out by the Provincial Association asking for a meeting with manufacturers. It was shown that a meeting of several manufacturers and master plumbers was held in London in 1903, that the manufacturers had agreed not to sell to any persons outside the trade, except to architects, and to them only to help in preparing plans.

Mr. Meredith was appointed corresponding secretary at that meeting, and he was to organize Ontario. He organized in the interest of the trade and the public. He did not know of an agreement by which a Toronto plumber would pay the Hamilton plumbers 5 per cent. if he did work in that city. There might have been such an arrangement, but if so it was "friendly or social." The witness did not know about "penalties." He had heard something about some Hamilton men not being able to get goods in Toronto without paying an extra 10 per cent., but he did not know if this were true.

The minute book of the Provincial Association contained this: "The broad policy and aim of this association is not to prevent desirable plumbers from entering, and to always keep it free from the taint of a close corporation."

Mr. Washington read the following letter:

"Dear Sir:—As the Provincial Association of Master Plumbers, Steamfitters and Gasfitters meet in the city of London on Good Friday, April 10, 1903, it is expected that a large number of master plumbers will be present. This being the first meeting held west of Toronto, you are requested to be present and help to bind our craft closer in unity, strong-

er in number, and richer in prosperity. As the prospects for the coming season are very bright, why should not we, in our profession, partake of some of the good things while they last? Let us all link ourselves with our organization throughout our province till all are sheltered by its shield, to be benefitted morally, mentally and financially."

This was signed by J. Legrow, secretary, and W. Mansell, president of the Provincial Association.

### R. J. Morris Gives Evidence.

R. J. Morris, Toronto, secretary of the Central Supply Association, was put on the witness stand. He said he did not know that some plumbers complained in 1904 that they could not secure goods without paying a higher price than they should for them, nor that the Customs Department had stated this. He understood that the manufacturers were bound to sell to master plumbers, whether they were members of the association or not. He admitted that the Supply association had tried to arrange with certain concerns, some Hamilton firms being in the number, regarding the supply of brass goods, but it had not succeeded in this. Plumbers could not be members of the Supply Association, which was supposed to sell them goods. Lists of all the master plumbers of Ontario were kept, they having been sent through the Provincial Association. Besides, there was a list of plumbers not members of the Master Plumbers' Association. He thought the reason for the two lists was because it could be seen by them who were competent and who were not. The witness could not say whether, if the name of George Stevenson of this city were not on the association's list, he could procure goods or not. According to the constitution they were to sell to all master plumbers. He did not know that there was anything in the minute book to show that goods were to be sold only to members of the Plumbers' association.

### The Supply Association.

Fred Somerville, vice-president of the Ontario Lead & Wire Co., and treasurer of the Central Supply Association, after asking and being promised the protection of the court, admitted that the Toronto Master Plumbers' Association had an agreement with the Supply Association. He produced a letter in reply to one of his, stating that some Hamilton plumbers were not members of the association. He had a list of the local plumbers who were members of the association. He had asked for the list in the interests of the association, to find out who were the largest purchasers. He said the Supply Association could sell to any plumber, but the Plumbers' Association would not buy from the Supply Association if the latter sold to plumbers not in the association, hence the Supply Association sold to the largest purchasers. He could not say that his organization refused to sell goods to Henry Morley or George Stevenson, but if they were not members of the association they could not buy goods, in accordance with an agreement with the Master Plumbers' Association. The witness was not certain whether or not any member of the Supply Association had refused to sell goods to a person not a member of the plumbers' organization.



### Other Witnesses.

A. D. McArthur, Toronto, sales agent of the Standard Ideal Company, of Port Hope, had a list of the members of the Hamilton Master Plumbers' Association, which he had received from Secretary T. H. Davies. He admitted refusing to sell to non-members of the local association, though he said there was no agreement with the Hamilton plumbers. A letter dated May, 1905, sent to the plumbers cancelling all agreements that had existed, was put in as evidence. While the witness would not admit an agreement with the Hamilton plumbers, he did so with regard to the Toronto plumbers. He said John Ellicott was not refused goods because he was not a member of the association, but for another reason.

Henry Morley told about the treatment he received from Toronto supply houses, including the Ontario Lead & Wire Company.

H. Spittle, Dundas, who ordered supplies from the Ontario Lead & Wire Company, was told by W. J. Walsh, Hamilton, that he could not get goods until he joined the association.

Danforth Evans told about getting a tender for \$35 for work he wanted done, but members of the association would not do it for less than a hundred.

### Fifteen Committed for Trial.

This concluded the Crown's case, and Police Magistrate Jelfs passed the case on to a higher court by committing the following fifteen members of the Hamilton association for trial on the conspiracy charge: Adam Clark, J. F. Cummings, Henry Harding, the Herbert Jones Company, J. S. Kennedy, G. J. Myles, Stephen Mellon, Andrew Rodgers, William D. Smith, J. H. Stewart, Hugh S. Wallace, W. J. Walsh, Isaac Walsh, William J. Fitzsimmons, and William J. Clark.

### CENTRAL HEATING PLANTS.

As indicative of the class of heating contracts being secured in the Western States, the following from James Mackay, Chicago, is interesting:

"The trade in the west along heating and plumbing lines has been very good during 1905, with indications of a very prosperous year to come. There has been a liberal demand for boilers and radiators to be installed in individual buildings. There has also been a large sale for radiation, pumps, pipe, heaters, traps, valves, etc., for central heating work, both steam and hot water. A great many towns in the west have been equipped with plants of this kind, using from 1,000 to 10,000 square feet of radiation.

"There have also been installed what are known as convertor plants—that is, a low pressure steam boiler is used in connection with a horizontal hot water tank, inside of which is placed a steam coil. The tank takes the place of a hot water heater, and with it is connected a system of direct radiators and the usual piping, both supply and return. The water is heated by the steam coil and a number of indirect steam radiators are located in the basement, which are connected directly with the steam boiler, with the usual system of piping for such work. This type of plant is very econ-

omical and satisfactory. Its cost is a trifle more, however, than the ordinary steam or hot water plant.

"There are also being installed a great many low pressure steam plants in connection with vacuum appliances. To my mind, this last mentioned system is the perfection of domestic heating. In a word, the field is enlarging and the demand growing for general work, in which the plumber and steam fitter are interested. Prices are fairly satisfactory, although there is some room for improvement in this respect. I believe that the trade as a whole is satisfied with the year's business and that all have done well financially."

### DETECTION OF SEWER GAS.

The dangerous nature of sewer gas is quite generally known, but the best method of detecting its presence in a building is by no means so well understood. Some people yet are content to trust solely to their sense of smell, al-



Apparatus for Testing House Plumbing.

though it is well known that sewer gas is sometimes odorless. One of the most injurious gases likely to be present in sewers is illuminating gas, which, although it generally has a very characteristic odor, after having passed through the soil, is frequently imperceptible to the sense of smell.

Previous to my entering this line of work, the method in common use was to get up on top of the house and pour some oil of peppermint down the vent pipe, and then go into the house and see if the odor of peppermint could be smelled; but it often happened that the men, in handling the oil of peppermint, would get some on their fingers, tools or clothes, and in that way carry the odor of the peppermint into the house with them, rendering the test not only valueless, but dangerous, in that they would imagine that the odor had penetrated through some part of the drainage system, when, as a matter of fact, the system might be in good condition.

In order to overcome these difficulties I invented, some years ago, the apparatus shown in the accompanying illustra-

tion, which device has proven under a great deal of work to be of absolute reliability and of great importance in arriving at the facts in connection with this subject. A hole is tapped in one of the drainage pipes, the usual and most convenient place being under some wash-basin; a vial containing oil of peppermint is placed in the instrument, and the instrument is then inserted into the opening made in the drain and screwed up tight; a turn or two of the handle breaks the vial, letting the oil of peppermint escape into the drainage system. A bucket or two of hot water should then be poured into the basin. The hot water has the effect of intensifying, and of aiding in the diffusion of the odor of the oil of peppermint. All that is then necessary is to go into the different rooms of the house a short time after the hot water has been applied and smell around plumbing. If there are any leaks they will be readily found. Before making this test the windows in every room containing plumbing should be closed, as we have had cases where the peppermint has penetrated the soil and came into the house from the outside. Inasmuch as a house is under a partial vacuum during cold weather, these tests can be made with better results in the Winter season than at other times of the year.

In one case a leak was located back of a piece of wainscoting, the odor having found its way out through the joints in the wood. A piece of wainscoting was torn out and the leak readily located, with but little expense, the exact spot having been ascertained. In another case, where the family, consisting of a gentleman, his wife and five children, had been very sick the entire Winter, we at once found the cause. The pipes from bath-tub and wash-bowl had been connected with the soil pipe below the trap, and were not trapped. Repeated examinations had been made without finding the cause before we made our test.—R. T. Crane, Chicago, in the Valve World.

### FOR BENDING COLD PIPE.

A new article of interest in many trades is a machine for bending cold pipe. The machine can be used on piping of iron, steel, copper or brass, up to two inches in diameter. By use of a special attachment it can be made to bend light angles, flars or tee-bars. The machine has a powerful leverage, and but little muscular energy is required to bend any ordinary two-inch pipe. It is operated by a hand-wheel with four handles, which, by means of the compound gearing, engages the face plate to which are attached the bending quadrants. At one end the pipe is held in the quadrant by a steel plate, while the other end is held by the resistance stud on the movable arm. The various curvatures are obtained by adjusting the arm, which has a swing of three-quarters of a circle, supplemented by the movement of the resistance stud. The base of the machine is a telescopic stand, which can be adjusted at any suitable height. Quadrants are fur-



nished with the machine for one-inch pipe, with a radius of six inches, for one and one-quarter-inch pipe, with a radius of nine inches, for one and one-half-inch pipe with a radius of 12 inches, and for two inch pipe with a radius of 14 inches. While these four quadrants are furnished with the machine, smaller sizes of pipe can be readily bent in the larger size quadrants very satisfactorily.

### FINES STILL UNPAID.

Of the forty fines imposed upon members of the Toronto Master Plumbers' Association by Chancellor Boyd, thirty, amounting to about \$8,000, have been paid in, and that of A. Welch has been remitted.

Meetings have been held and an endeavor made to raise the necessary money by subscription amongst the members as a whole, those not fined doing their share towards paying the legal expenses and fines. While some have refused to contribute, the majority have cheerfully done so. The feeling, however, is very strong that the larger concerns should shoulder the bulk of the legal expense. About half a dozen of the big firms reaped the advantage of the illegal acts of the Master Plumbers' Association, in addition to leading the smaller men into their unfortunate position, and now that the association is practically out of existence and keen competition prevails in securing contracts, the big houses, through buying to better advantage, etc., are certain to get the long end of the stick in the competitive struggle. The fines imposed on the larger firms were also ridiculously small in comparison with those imposed upon the smaller concerns, when considering the amounts of bonus moneys secured. It remains to be seen how generously the big fellows will act.

The total of the fines imposed and law costs incurred, etc., has stood the Toronto plumbing fraternity nearly \$40,000 in all, about half of this being in fines. In addition to those referred to above, the \$5,000 fine imposed upon the Central Supply Association has not been paid, pending an appeal, and the individual supply men still remain untried, a true bill having been brought against them by the grand jury. This, of course, does not include the cases against the fifteen Hamilton plumbers who were committed for trial this week.

There is not likely to be any action taken towards a reorganization of the trade at present. The effect of the trial at Hamilton will be to disorganize the Provincial Association and while there is no doubt about the advantages of organization and the evils of competition, some of the less experienced master plumbers have too bad an attack of "cold feet" to join in a reorganization at present and may require a few months or a year's experience without an organization before consenting to become active members of an association again.

### WINNIPEG PLUMBING BY-LAW.

Last March Winnipeg master plumbers and journeymen spent a lot of time preparing a modern plumbing by-law, but their efforts to have it adopted met with no co-operation by the city council. Now the latter body are being forced to take action, but in the meantime many houses have been built and

charges of deficient plumbing are being made. One plumber, in speaking to a reporter, said: "The work at present being put in in some of the houses is a disgrace, and is in no sense of the word up to the requirements of the by-law at present in force. The lead pipe used is too light, and much of the work done is of a most 'shoddy' nature. The association could furnish a list of over 100 houses erected during the past four months in which the plumbing does not comply with the by-law which is at present supposed to be enforced."

"Something should be done by the city council to compel proper material to be put in on all plumbing jobs, and the association would like to see an examination for all plumbers seeking to do business in the city. The association would like to have a practical plumber appointed as inspector, as it is claimed the present inspector while probably a good theoretical man practically knows nothing of the practical side of plumbing."

### WHAT IS ELECTRICITY?

In a recent issue of the Popular Science Monthly, Prof. A. E. Dolbear wrestled with certain science problems of the twentieth century. When he came to electricity he gave explanations, including the following quotation, which show that this substance is as mysterious in many of its characteristics as it ever was. Prof. Dolbear says: "Here on the threshold of the new century we are confronted with the question, 'What is Electricity?' and the answer implied by the question seems to demand a something which could be described by one who knew enough, as one would describe some new mineral or gas or thing."

"Some eminent scientific men are befogged by the question, say electricity is some ultimate unknowable thing, and hopeless as an inquiry."

"If it be a something it must be described by its constituent properties, as other things are. If it be unlike everything else, then it cannot be described by terms that apply to anything else."

"All material things have some common properties. A glowing coal is an incandescent solid, a flame is an incandescent gas, but neither glow nor flame exists apart from the matter that exhibits the phenomena. Both are conditions of particular kinds of matter."

"If electric phenomena are different from gravitative or thermal or luminous phenomena it does not follow that electricity is miraculous or that it is a substance. We know pretty thoroughly what to expect from it, for it is as quantitatively related to mechanical and thermal and luminous phenomena as they are to each other; so if they are conditions of matter, the presumption would be strongly in favor of electricity being a condition or property of matter, and the question, 'What Is Electricity?' would then be answered in a way by saying so, but such an answer would not be the answer apparently expected to the question."

"To say that electricity was a property of matter would be not much more intelligible than to say the same of gravitation. At best it would add another property to the list of properties we already credit it with, as elasticity, attraction and so on."

"In any case the nature of electricity remains to be discovered and stated in terms common to other forms of phenomena, and it is to be hoped that long before this new century shall have been completed mankind will be able to form as adequate an idea of electricity as it now has of heat."

### PLUMBING ITEMS.

Preston hopes to have a waterworks system established soon.

\* \* \*

The Jas. Smart Manufacturing Co., Brockville, have been awarded the contract for warming and ventilating the new hospital now being built at Niagara Falls, Ont. The contract price is \$1,550.

\* \* \*

Hyde & Webster, Montreal, have secured the contract for terra cotta pipe to cost \$14,497 for the new sewerage system at Fredericton. James Fleming, St. John, was awarded the contract for manhole frames, etc., for \$2,041, and the Montreal Foundry Company were the successful tenderers for cast iron piping amounting to \$890.

\* \* \*

The Canadian District Heating Company, which got a franchise last year giving it the privilege of using the streets in Hamilton to distribute steam and electricity for heating and other purposes, expects to begin work on installing the plant next Spring. The intention is to cover only the district bounded by Macnab street on the west, the drill hall on the north, John street on the east and Hunter street on the south.

\* \* \*

Among the latest uses to which electricity has been applied is that of thawing pipes, and a regular electric pipe-thawing apparatus is now made and sold by several of the large electrical manufacturers. One firm offers two outfits, one of which is a heavy duty apparatus, consisting of a choke-coil used in connection with the primaries of a standard transformer, and the other is for lighter service, consisting of a small portable transformer weighing complete in its case not more than 100 pounds. The latter is particularly adaptable for thawing house piping or short service connections, while the larger outfit could be used, if desired, on street mains.

\* \* \*

The Canada Radiator Co., whose plant and head offices have been removed from Port Hope to Lachine during the year, held its annual meeting last Friday and elected the following board of directors: Hon. Robt. Mackay, president; Fergus J. Travers, vice-president and general manager; Angus R. Mackay, secretary-treasurer; directors, John Beattie, Montreal; Thomas Miller, Oshawa; Dr. J. S. Hart, Toronto; M. B. Hoffman, Toronto. The company, notwithstanding its being handicapped by being closed down a part of the year while its plant was being moved from Port Hope to Lachine succeeded in showing a handsome profit on the year's business. The company has a plant comprising eight acres of land, two of which are covered with buildings.



# PLUMBING MARKETS

## QUEBEC.

Office of HARDWARE AND METAL.  
232 McGill Street.

Montreal, Feb. 2, 1906

Deliveries of plumbing supplies are now becoming more regular, and the difficulty which jobbing houses here have experienced for some time, of bringing in goods on time, especially from the American manufacturers, is less keenly felt. Consequently, trade is moving along quite freely, with price tendencies all upward.

For the season, business is remarkably good this week. Orders are numerous and of good size. A heavy run is being made on enamel ware, and prices are being held very firm, both for that reason and because pipe iron is scarce and high-priced.

Iron pipe continues on the same basis as for several weeks past, and has not yet justified the numerous predictions of an advance.

**Range Boilers**—Iron clad boilers are still held at our last week's price, but we are quoting advances in the copper boilers. Our prices are: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28.00. The discount on copper boilers is 15 per cent.

**Lead Pipe**—The new discount of 15 per cent. is being well maintained, though primary markets are easier. Our quotations are as follows: 15 per cent. f.o.b. Montreal, Toronto St. John, N.B., and Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Deliveries are now somewhat freer than for some time past. Trade is lively. We quote: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—No advance has yet taken place. We are still quoting: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 51 per cent.

**Soil Pipe and Fittings**—There is nothing of special interest in this trade at present. We give prices: Standard

soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—A fairly good volume of business is being done. Our quotations are as follows: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder), 18c.

**Enamelware**—The demand is exceptionally large. Our prices are as follows: Baths, rolled rim, 5 feet, 2 1-2 inch rim, American, \$22.25; Canadian first quality, \$18.65; special, \$16.65; 3 inch rim, American, \$29.25; Canadian first quality, \$20.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

## ONTARIO.

Office of HARDWARE AND METAL.  
10 Front Street East.

Toronto, Feb. 2, 1906

Solder is being held higher and we are advancing our quotations this week. Both tin and lead are strong and the advance, therefore, was to be expected.

Trade continues lively for this season, the continued activity in building creating a demand for both plumbing and heating supplies.

**Lead Pipe**—Prices are holding firm at the recent advance. We quote: Lead, 7c.; lead waste pipe, 8c.; discount, 15 per cent.

**Soil Pipe and Fittings**—The usual demand is reported. Prices are firm. We quote as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Buying is active, with the same prices ruling. We quote as follows: Black, 1-4 inch, \$2.09; 3-8, \$2.09; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch, \$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

**Iron Pipe Fittings**—Demand continues satisfactory, with prices unchanged. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bush-

ings and plugs, 60 per cent.; C. I. casting plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—A good seasonable trade is being done. Prices continue steady. We quote as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—A good trade is being done at steady prices. We now quote: Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enameiware**—Demand continues active because of the continued mild weather. Prices continue stiff. We quote the following prices: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

## ELECTROLYSIS OF PIPES.

The recent discovery that gas and water pipes under certain streets in Toronto have been rotted by electrolysis, owing, it is said, to the action of the electric power transmitted by the street railway wires and rails, has brought forward an interesting subject, and opens a field for the inventive genius of electricians or plumbers conversant with the use of piping.

The comparative electrolytic effect of direct and alternating current upon lead and iron plates and pipes is discussed by S. N. Kintner in the Electrical Journal for November. As a result of laboratory tests with alternating current he concludes: "(1) That for iron and steel there was no appreciable action, judging both from a careful visual inspection of the metal electrodes and from their changes in weight. (2) That for lead and tin-lead alloys there was an exceedingly slight action which was estimated at approximately 0.5 of 1 per cent. of that which would have resulted from direct current action. Laboratory tests, however, were neither concordant nor satisfactory, so that eight pieces of commercial wrought iron pipe and three pieces of lead pipe were buried in a ditch 3 feet underground. The pipes were arranged in pairs 18 inches apart and attached to the two terminals of a transformer giv-



ing 25 volts at 25 cycles; they remained thus for a year. Additional pipes were also laid without electrical connection to note effect of corrosion. All pipes were sealed at the ends. About 3.5 to 7 amperes current passed through the pipes. The electrically connected pipes were compared with the others at the end of a year and the corrosion noted: "On the average it was about the same both for the iron and the lead pipes. None of the lead or iron was found in the soil in contact. A pair of pipes was again buried, subjected to a direct current of 20 volts for two weeks, and were then found to be badly pitted, to the depth of 1-16 inch in places. Plates placed in a weak solution of salt and water were subjected to direct and alternating current of 5 amperes for six days; most of the lead plates had disappeared and, although the mild steel plates were less affected, they were badly eaten; the alternating current plates exhibited neither corrosion nor eating away of the edges." He concludes that with alternating current electrolysis "if there is any action, it is very small."

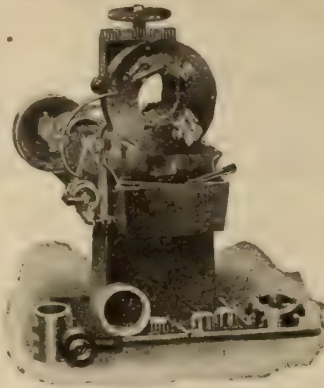
#### A CANADIAN INVENTION.

Patents have been obtained in both Canada and the United States by T. W. McKenzie, a station agent and telegraph operator for the Canadian Pacific Railway at Kenton, Man. It is to be used in connection with the telegraphic apparatus, and is very simple in construction, but will do the work of an operator so far as the calling of another office is concerned. It is so constructed that it will call any office the operator may desire, sign his own call, and do it perfectly, and as soon as the office called, or any other office, breaks in, the machine instantly stops, closes the key automatically, and allows the other operator to answer the call, or call whomsoever he desires. The machine, Mr. McKenzie claims, is a positive revolution in telegraphy, and will greatly hurry the work, and at the same time very much lessen the work of the operator, and especially in an office where the agent has to do the operating as well as other duties. Mr. McKenzie is making arrangements to have the machines manufactured and put on the market as soon as possible.

#### AN INSTRUCTIVE BOOK.

"Notes on Heating and Ventilating" is the name of a new book compiled by John R. Allen, junior professor mechanical engineering, University of Michigan, and published recently by Domestic Engineering, Chicago.

This book is a brief resume of the lectures delivered by the author to his classes in the university in heating and ventilating, and which appeared as a series of articles in Domestic Engineering. It has been written primarily for the steamfitter and designer of heating systems. It presupposes a knowledge of the construction and operation of the simpler forms of heating systems, and has been reduced to a brief and concise form. It contains very valuable information on the subject of heating and ventilating and is well worth reading. Anyone wishing a copy of same can obtain it by sending \$2 to the MacLean Publishing Company, Toronto or Montreal.



Mr. Dealer, have you been thinking at all about combined hand and power machines? Do you appreciate the important part they play in machine shops, etc.?

### Merrell Combined Hand and Power Machines

take the lead because they have all the essential qualities and a lot of "distinctive" qualities besides.

These machines are arranged so that either hand or power can be used at will, and they can readily be taken from their base and used as portable hand machines.

Four sizes—Nos. 5½, 6½, 9½ and 11½.

Send for Catalogue

**THE CANADIAN FAIRBANKS CO.**

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

### SCISSORS AND POCKET CUTLERY

HERBERT J. RODGERS

of Saracen House, Snow Hill, London, E.C., Eng., visits Canada in March, representing Solingen makers of scissors, razors and pocket cutlery, etc. Newest lines, competitive prices.

Appointments from jobbers will be valued.

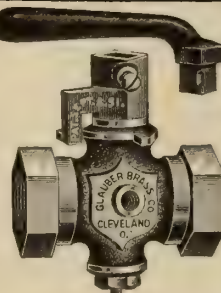
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At the Same Price

Isn't it Best to use the Kind that are

**GUARANTEED**

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**5 YEARS 5 YEARS 5**

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**CLAUBER, CLEVELAND, OHIO, U.S.A**

the pipe with  
the brand IN it—

We **must** be sure of our pipe's quality to brand a trade mark into the hot metal itself.

The point is to get **you** as sure of P.-H. Pipe as we are—that's why we brand it where you can see the brand.

No dodging responsibility then is there?

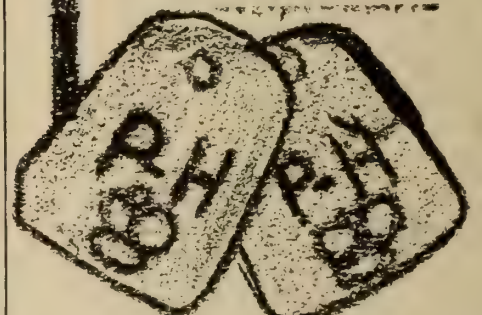
When you make up your mind that quality in pipe is worth paying for—and that nothing but quality **is**—then we will show you that **absolute** quality doesn't imply higher cost.

P.-H. Pipe, even with the guarantee back of it, competes in price with the may-be goods. Will you read the book that tells why Your copy waits for your call.

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GENUINE ARMSTRONG



STOCKS and DIES

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BRIDGEPORT, CONN.



## PAINT SELLING



Paint selling is easy with progressive paints. It gives you no trouble or worry.

Ramsay's Paints have been made for many years, just one way—the progressive way—for money and business.

Ramsay's Paints are better than the painters' paints, because no painter can mix paints to equal such finely ground, well mixed, chemically tested and proved paints.

You cannot get any better paints and the price is low. Try them for 1906, and get the nicest line of advertising in Canada.

**EVERYTHING GUARANTEED**

### A. RAMSAY & SON COMPANY

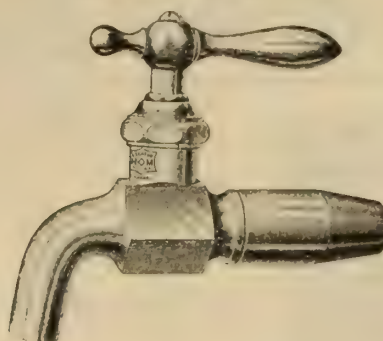
Est. 1842

MONTREAL

PAINT MAKERS

## MUELLER FULLER WORK

STANDARD GRADE BIBB



The experience your customer has with his fuller bibbs will be pleasing or displeasing, much according to whether they perform their work quietly or noisily.

The stem bearings of Mueller Fuller Bibbs are machined so they have just enough play to work easy, but to fit closely enough to prevent chattering. Your customer will have only the most pleasing experience with them.

Mueller Fuller Bibbs are made in plain and hose patterns, and with tail pieces for all styles of pipe connection. Iron pipe tail pieces have the hexagon on either end desired. The bibb illustrated is the plain pattern with lead pipe tail piece.

Each bibb bears the Mueller trade mark and is *unconditionally guaranteed*.

### H. MUELLER MFG. CO.

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

## DONT WORRY



USE

## UNITED

### TRIED and TESTED PLUMBERS' BRASS GOODS

and your worries will  
cease

Used by leading Plumbers  
**Everywhere**

### UNITED BRASS MF'G CO.

CLEVELAND, OHIO, U.S.A.

## USE UNITED





**IMPROVED**

# Daisy Hot Water Boilers



Simplest in  
Construction.

Economical,  
Efficient.

Sales exceed  
all others.

Every Boiler  
Guaranteed.

We also carry large stocks of  
Iron Pipe, Cast and Malleable  
Fittings, Brass Goods, etc.,  
insuring prompt shipments.

Send us your rush orders  
and note results.

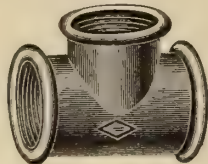
**R. J. CLUFF & CO.**

**50 and 52 Lombard Street, Toronto.**

ONTARIO AGENTS FOR  
**WARDEN KING & SON, MONTREAL**



TRADE MARK  
REGISTERED



## DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The **Oshawa Steam and Gas Fittings Co.**  
Limited

Stocked by all Leading Wholesale Houses.

**SPECIALTIES**

Hot Air Furnaces.

Sash Weights and Washers.

Fine Grey Iron Castings.

**OSHAWA, - CANADA**



**□ We make it our business**  
**to spread your business,**  
**if—**

you are handling the **NATURO**  
Closet. The mere display  
of these in your showroom  
is sufficient to entitle you to  
the privileges enjoyed by your  
customers. This is the easiest  
Closet in the market to sell  
because it is so simple to show  
people how much more healthy  
they will become by its use.

If you want to get busier,  
drop us a line.

**The NATURO Company**

C. H. MUCKENHIRN  
PRESIDENT

**Salem, N. J.**



# PIPE AND STEAMFITTERS' TOOLS

RETURNED

FEB 17 1906

J. Owen  
cat Book 46

page 65

## OUR NEW CATALOGUE OF

PIPE and STEAMFITTERS' TOOLS  
IS NOW READY.

If you want a copy and discount sheet write to us to-day.

Every Hardware Store Should Have One

THE **CANADIAN FAIRBANKS CO. LTD.**

MONTREAL

TORONTO

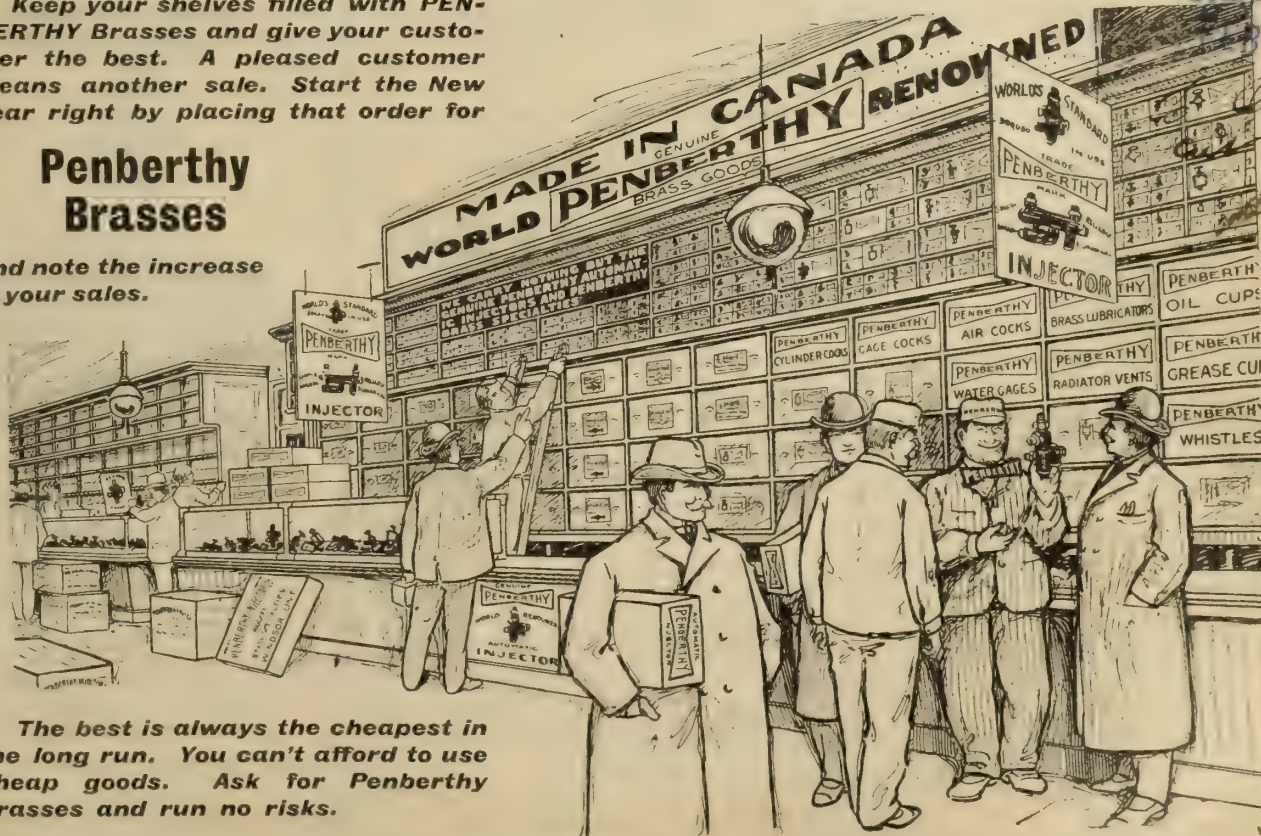
WINNIPEG

VANCOUVER

Keep your shelves filled with **PEN-BERTHY** Brasses and give your customer the best. A pleased customer means another sale. Start the New Year right by placing that order for

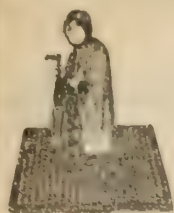
### Penberthy Brasses

and note the increase  
in your sales.



The best is always the cheapest in the long run. You can't afford to use cheap goods. Ask for Penberthy Brasses and run no risks.





A Popular, Profitable and Seasonable Line to Handle.

**Dennis'**  
**Flexible Steel Wire**  
**Door Mats**

**DENNIS WIRE AND IRON WORKS CO., Limited**

Send for Catalogue.

LONDON, ONT.

## TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

### "Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

**LEEDS FIRE CLAY CO., Ltd.**

Fire Bricks, Glazed Bricks, Stable Bricks.

**T. JOWITT & SONS, SHEFFIELD.**

Files, Cast Steel, Hammers, Crucible Steel Wire.

**JOS. FENTON & SONS, SHEFFIELD**

Cutlery and Plated Ware.

Agent for

Norway Iron, Steel, Galvanized Iron, Chains.

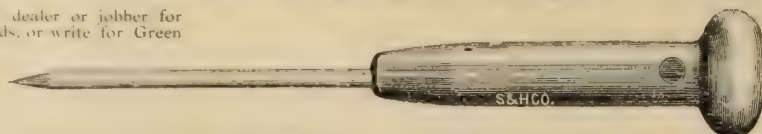
Sheet Iron, Hoop Iron, Machinery

Steel, PEN-DAR Metal Lockers.

## No. 151. LADIES' PRIDE ICE PICK.

Made from fine steel with hardened and tempered points. The head acts as a **HAMMER**, the point remaining stationary, thus preventing the scattering of chips of ice. **NICKEL PLATED.**  $8\frac{1}{2}$  inches long. Extended, 12 inches. Now is the time to order these goods.

Ask your dealer or jobber for these goods, or write for Green Book.



ALLEN C. JENKING & Co.,  
Room 215 Coristine Building,  
MONTREAL.

**SMITH & HEMENWAY CO.,**  
296 Broadway (Dept. 151), NEW YORK.

HARDENED AND TEMPERED

# SPRINGS

Send Specifications to — ANY SHAPE.

**The WALLACE BARNES CO., BRISTOL, Conn.**

NEW CATALOG JUST ISSUED

The most light for the least money

## C. G. E. INCANDESCENT LAMPS

LONG LIFE

EFFICIENCY

RELIABILITY

Write for prices and quantity discounts.

**CANADIAN GENERAL ELECTRIC CO., LIMITED**

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

## THE METAL COVER

Which fits the

## METALLIC ASH-SIFTER

is designed to prevent the dust from rising. The **Patent Wire Bale**, which can be attached to the front end of the sifter, is designed to hook over a fence, or to a post, with the object of taking the weight off the operator. The Cover and the Bale sell as readily as the **Metallic Ash-Sifter**.

Have you a stock of the Three?

**C. M. CUTTS & CO.,** Sole Makers, Toronto Junction, Ont.

## A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**

HESPELER - - - ONTARIO



## Kerr's Extra Standard GLOBE VALVES

are of the best quality. They give the best of service and are moderate in price.

Every valve is **TESTED**, and **PACKED**, and **GUARANTEED**.

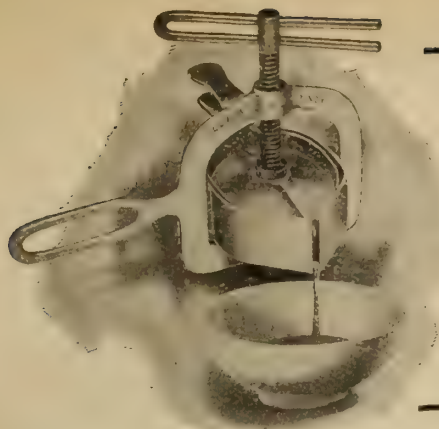
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**The KERR ENGINE CO.,**

Manufacturers Limited

WALKERVILLE - ONTARIO





## Walker's Quick and Easy Meat and Fruit Juice Press

Made to clamp to the table or hold in the hand. They are made in three sizes and three styles of each size; capacity, one-half pound of meat at a press full.

As all the juice is out as soon as screwed down, several pounds can be pressed in short space of time. The real capacity is equal to others of larger and more expensive prices.

**ERIE SPECIALTY CO., ERIE, PA., U.S.A.**

### ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

### BRONZE POWDER AND LIQUID

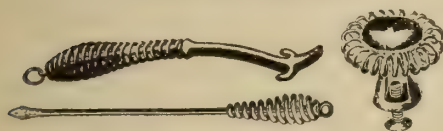
used by every steam-fitter. Ask your supply houses for our goods for best results. Or, if they have not got them, write direct to

#### R. E. THORNE

768 Craig Street  
MONTREAL

29 Melinda Street  
TORONTO

**The Bowmanville Foundry Co., Limited**  
Bowmanville, Ont.



Makers of Good Goods Only.

### SWEAT PADS

ALL LENGTHS  
AND WIDTHS

Send your order in now for  
Spring delivery

**H. F. FALKINER**

58-60 GEORGE ST.,

TORONTO.



**Mantels,  
Grates,  
Tile, etc.**

A Nice Mantel  
is a fine piece  
of Furniture.

**Batty Stove and Hardware Co.**

182 Adelaide Street West

## Healthful Home Heating

You can with the utmost confidence assure prospective builders as well as those whose heating has not been satisfactory and who may intend installing another system that

## THE OXFORD SYSTEM

will fulfill their most exacting requirements.



The Oxford Boiler ("B" series) is the most powerful, economical and thoroughly satisfactory heating apparatus ever offered in Canada or elsewhere.

You know its special features:

Overhanging firepot walls.

Large first water section with bell-shaped flues.

Unleakable metal-to-metal joints made with our steel push nipples (no gaskets or washers).

Hollow triangular grate bars.

Large ash pit and large ash pit door.

These features, exclusive to the Oxford Boiler, comprise all the really valuable improvements made in boiler construction in twenty years.

## Oxford Steam and Hot Water Radiators

are made with Oxford Steel Push Nipples—no gaskets or washers—joints cannot leak—beauty and efficiency combined.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges, and complete Hotel Kitchen Outfits, and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

Send for "The Gurney Oxford book of Steam and Hot Water Heating Apparatus" (free).

**The Gurney Foundry Co., Limited**

TORONTO WINNIPEG VANCOUVER

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.



# QUALITY ALWAYS THE SAME

IF THERE WERE BETTER QUALITY GOODS THAN OUR

Wrapping Papers, Building Papers, Ready Roofing, Tarred Felts, Sheathing

THEY WOULD COME FROM OUR FACTORY. WE MAKE THE BEST—ALWAYS.

**"JOLIETTE" and  
"CYCLONE"**

**Brands of Sheathing**

**BRANDS  
THAT ARE  
VIEWED  
WITH  
ESPECIAL  
FAVOR**

**"BLACK DIAMOND"**



**TARRED FELT.**

FULL PARTICULARS ON REQUEST

82 MCGILL STREET

## ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

## CURRENT MARKET QUOTATIONS.

Feb. 3, 1906

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$40 50 \$41 00

#### TINPLATES.

Charcoal Plates—Bright. Per box.

M.L.S., equal to Bradley—  
I.C. 14 x 20 base..... \$6 50  
IX. 14 x 20..... 8 00

Famous, equal to Bradley—  
I.C. 14 x 20 base..... 6 50  
IX. 14 x 20..... 8 50

Raven and Vulture Grades—  
I.C. 14 x 20 base..... 4 25  
IX..... 5 00

I.X.X. 14 x 20..... 5 75  
I.X.X. "..... 6 50

"Dominion Crown Best"—Double  
Coated, Tissue. Per box.

I.C. 14 x 20 base..... 5 50  
IX. 14 x 20..... 6 50

I.X.X. 14 x 20..... 7 50  
Allaway's Best—Standard Quality.

I.C. 14 x 20 base..... 4 75  
IX. 14 x 20..... 5 75

I.X.X. 14 x 20..... 6 75  
Bright Cokes.

Beesmer Steel—  
I.C. 14 x 20 base..... 3 75

I.C., special sizes, base..... 4 00  
20x28..... 8 00

Charcoal Plates—Terne  
D. ac or J. G. Grade—  
I.C., 20x28, 112 sheets..... 7 00

IX., Terne Tin..... 8 50  
Charcoal Tin Boiler Plates.

Cookley Grade—  
X.X., 14x56, 50 sheet bxs. }..... 7 00

14x60, }  
" 14x65, }  
Tinned Sheets.

72x30 up to 24 gauge..... 7 50  
26 "..... 7 50 8 00

### IRON AND STEEL.

Common bar, per 100 lb. .... 2 05 2 05

Forged iron "..... 2 30 2 43

Refined "..... 2 45 2 40

Horseshoe iron "..... 2 45 2 40

Hoop steel, 1 1/2 to 3 in. base..... 2 75

Sleigh shoe steel "..... 2 17 2 20

Tire steel "..... 2 20 2 30

Best sheet steel..... 0 12

B. K. Morton & Co.—  
"Alpha" high speed..... 0 65

"annealed..... 0 70

"M" Self-hardening..... 0 13

"J" quality, best warranted..... 0 14

"I" "warranted..... 0 09

"C" "..... 0 20

Jonas & Colver's tool steel..... 0 10

"Novo"..... 0 65

"annealed..... 0 05

Chas. Leonard..... 0 08

Crucible Steel Co.—  
"Rex" high speed steel..... 0 75

"Self-hardening..... 0 45

Crucible Special..... 0 16

"Silver steel..... 0 12

"Black Diamond..... 0 08

Thos. Jowett & Sons B.P.L.  
tool steel annealed..... 10 1/2

### BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine..... 0 40

Metallic..... 0 30  
Hercules..... 0 20  
Star..... 0 15  
No. 1..... 0 12  
No. 2..... 0 10  
No. 3..... 0 07  
No. 4..... 0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit..... 0 40

Standard Anti-Friction Babbit..... 0 30

Special Babbit..... 0 25

Car Box Babbit..... 0 20

Extra "..... 0 15

No. 1..... 0 12

No. 2..... 0 07

No. 3..... 0 05 1/2

Standard Phosphor Tin..... 0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch..... 0 45

No. 1 Monarch..... 0 30

"King" Anti-friction..... 0 20

Fleur-de-lis Anti-friction..... 0 15

No. 1 Thurber..... 0 12

Philadelphia..... 0 10

Canadian..... 0 07

Hardware Babbit No. 1..... 0 10

No. 2..... 0 08

No. 3..... 0 06 1/2

Discount 20 to 30 per cent. according to size of order.

### BLACK SHEETS.

Montreal. Toronto

14 gauge..... 2 55 2 55

16 gauge..... 2 40 2 30

18 "..... 2 35 2 35

20 to 24 gauge..... 2 30 2 50

26 "..... 2 30 2 70

28 "..... 2 40 2 90

### COPPER WIRE.

Discount, 50 per cent.

### CANADA PLATES.

Ordinary, 52 sheets..... 2 60

Allbright "..... 3 85

Galvanized Canada Plates, 52 sheets..... 4 10

Ordinary. Dom. Crown.

18x24x52..... 4 25 4 35

60..... 4 50 4 60

20x28x80..... 8 50 8 70

" 94..... 9 00 9 20

### GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Crown.

16 to 20 gauge 3 35..... 3 35

22 to 24 gauge 3 60..... 3 75

26 " 3 85..... 4 00

28 " 4 10..... 4 25

Apollo..... 4 15

28 gauge..... 4 00

26 " 3 85..... 3 75

24 " 3 75..... 3 75

Comet Bell. Queen's Head.

16 to 20 gauge 3 25..... 3 25

22 to 24 gauge 3 50..... 3 75

26 " 3 75..... 4 00

28 " 4 00..... 4 25

Less than case lots 10 to 15c. extra.

### CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00

" 3-16 " " " 4 45

" 7-16 " " " 3 85

" 7-16 " " " 3 70

" 9-16 " " " 3 55

" 9-16 " " " 3 45

" 9-16 " " " 3 35

" 9-16 " " " 3 25

Flatter, kennel and post chains, 40 to 5 per cent.

Cow ties..... 40 p.c.

Tie out chains..... 65 p.c.

Small fixture..... 35 p.c.

Trace chain..... 45 p.c.  
Jack chain, iron, single and double, discount  
35 p.c. [count 40 p.c.]  
Jack chain, brass, single and double, dis-

### COPPER.

Ingot. Per 100 lb. .... 20 50

Casting, car lots..... 20 50

Bars.

Cut lengths, round, 1/2 to 1 in. .... 26 00

round and square, 1 to 2 inches..... 25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60..... 25 00

Plain, 14 oz..... 26 00

Tinned copper sheet..... 27 00

Planished..... 34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb., each, per lb. .... 0 25

" 35 to 45 "..... 0 24

" 50-lb. and above "..... 0 23

### BOILER AND T.K. PITTS.

Plain tinned..... 35 per cent. off list.

Spun..... 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4..... 0 23

Tubing, base, per lb..... 0 23 1/2

ZINC SPELTER.

Foreign, per 100 lb..... 7 25 7 50

Domestic " "..... 7 00 7 25

ZINC SHEET.

5-cwt. casks..... 8 00 8 00

Part casks..... 8 25 8 25

LEAD.

Imported Pig, per 100 lb..... 4 60

Bar..... 4 80

Sheets, 2 1/2 lb. sq. ft., by roll..... 0 05 1/2

Sheets, 3 to 6 lb. "..... 0 05 1/2

NOTE.—Cut sheets 3c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 35 p.c. 31s. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Cookson's..... per lb. 0 15 1/2 0 16 1/2

SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$7.50. Net list. Prices are f. o. b. Toronto, Hamilton, Montreal, St. John and Halifax.

Terms, 2 p.c. for cash in thirty days.

### PLUMBING GOODS

BATH TUBS.

Zinc..... 6 00

Copper, discount 20 per cent. off revised list.

RATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra 1st quality Special

4 and 4 1/2 ft. 3 in. rolled rim. \$19 15 17 15

5 feet " " 20 15 18 15

5 1/2 " " 21 65 19 65

6 " " 24 40 22 40

Plate E II

5 feet 2 1/2 in. " 18 65 16 65

5 1/2 " 2 1/2 in. " 20 15 18 15

LAVATORIES.

1st quality. Special.

Plate E 100 to E 103..... 30 p.c. 30 & 10 p.c.

E 104 to E 132..... 30 & 5 p.c. 40 p.c.

Sinks 18 x 30 in. flat rim, A quality..... 2 55

" " " B "..... 2 40

IRON PIPE.

Black pipe—Per 100 feet.

1 inch..... 2 75

" "..... 2 09

" "..... 2 09

" "..... 2 43

" "..... 3 05

Black pipe—Per 100 feet

1 inch..... 4 37

1 1/2 "..... 5 96

2 "..... 7 15

2 1/2 "..... 9 54

Galvanized pipe—

1 inch..... 2 91

" "..... 2 91

" "..... 3 27

" "..... 4 20

1 1/2 "..... 6 12

2 "..... 8 22

2 1/2 "..... 9 86

3 "..... 13 14

Lead Pipe discount 15 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

PLUMBERS' BRASS GOODS.

Standard Compression work, dis. 57 1/2 p.c.

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 60 p.c. on large sizes and 65 on small sizes.

12 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent. Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47 1/2 per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J.M.T. Radiator Valves discount 55 per cent.







is made when you lay in a stock of Paterson's Building Papers and Wire Edged Ready Roofing. These goods have the Quality and Reputation that make them popular with your customers.



# Brass and Copper Pipe

Our Stock comprises

BRASS: 1/8-in. to 3-in. in Iron Pipe sizes

COPPER: 1/8-in. to 2-in. " " "

All orders shipped promptly.

Correspondence solicited

## WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

PLANE IRONS.  
English ..... per doz. 2 00 5 00

PLIERS AND NIPPERS.  
Button's genuine, per doz. pairs, discount  
37 1/2 to 40 per cent. .... 5 00 9 00  
Button's imitation ..... per doz. 0 60 0 60  
man .....

PRESSED SPIKES.  
Discount 20 per cent.

PULLEYS.  
Hothouse ..... per doz. 0 55 1 00  
Axle ..... 0 22 0 33  
Screw ..... 0 22 1 00  
Awning ..... 0 35 2 50

PUMPS.  
Canadian cistern ..... 1 40 2 0016  
Canadian pitcher spout ..... 1 80 3

PUNCHES.  
Saddlers ..... per doz. 1 00 1 85  
Conductors ..... 3 00 15 00  
Tinners, solid ..... per set 0 72  
hollow ..... per inch 1 00

RAKES.  
Wood ..... per doz. net 1 20 up

RAZORS. per doz.  
Elliot's ..... 4 00 18 00  
Boker's ..... 7 50 11 00  
" King Cutter ..... 13 50 18 50  
Wade & Butcher's ..... 3 60 10 50  
Wilkinson's ..... 12 50 15 00  
Carbo Magnetic ..... 10 75  
Griffon Barber's Favorite ..... 13 00  
Griffon No. 65 ..... 13 50  
Griffon Safety Razors ..... 13 50  
Griffon Stropping Machines ..... 13 50  
Lewis Bros "Klean Cutter" 8 50 10 50  
Hindoo ..... 10 50 14 00  
Orgateem's Swedish ..... 3 50 10 00  
Henckel's ..... 7 50 20 00  
Claus, 50 and 10 per cent.  
Claus Strops, 50 and 10 per cent.

REGISTERS.  
Discount 40 per cent.

RIVETS AND BURNS.  
New List.  
Iron Rivets, black and tinned, 60 and 10 and  
10 per cent.  
Iron Burrs, discount 60 and 10 and 10 p.c.  
Copper Rivets, with usual proportion burrs, 3  
per cent.  
Copper Burrs only, discount 30 per cent.  
Extras on Tinned or Coppered Rivets, 1/2-lb.  
packages 1c. per lb.; 1-lb. packages 2c. lb.

RIVET SETS.  
Canadian, discount 3 to 3 1/2 per cent.

ROPE, ETC.  
Sisal ..... 0 10 1/2  
Pure Manila ..... 0 15  
"British" Manila ..... 0 11 1/2  
Cotton, 3-16 inch and larger ..... 0 21 0 23  
" 5-32 inch ..... 0 25 0 27  
" 1/2 inch ..... 0 25 0 28  
Russia Deep Sea ..... 0 09  
Jute ..... 0 10  
Lath Yarn, single ..... 0 10  
" double ..... 0 10 1/2  
Sisal bed cord, 48 feet ..... per doz. 0 60  
" 60 feet ..... 0 75  
" 72 feet ..... 0 90

RULES.  
Boxwood, discount 70 per cent.  
Ivory, discount 20 to 25 per cent.

SAD IRONS.  
Mrs. Potts, No. 55, polished ..... per set 0 75  
" No. 50, nickel-plated, " 0 80  
Common, plain ..... 4 50  
" plated ..... 5 50

SAND AND EMERY PAPER.  
B. & A. sand, discount, 40 and 5 per cent  
Emery, discount 40 per cent.  
Garnet (Rurton's), 5 to 10 per cent. advance  
on list.

SAP SPOUTS.  
Bronzed iron with hooks ..... per 1,000 7 50  
"Eureka" tinned steel, hooks " 8 00

SAWS.  
Hand, Diston's, discount 12 1/2 per cent  
S. & D., discount 40 per cent.  
Crosscut, Diston's, .. per foot 0 35 0 55  
S. & D., discount 35 per cent. on Nos. 2 and 3.  
Hack, complete ..... each 0 75 2 75  
" frame only ..... each 0 50 1 25  
S. & D. solid tooth circular shingle, concave  
and band, discount 50 per cent.  
" mill and ice, drag, discount 30 per cent  
" cross-cut, discount 35 per cent.  
" hand saws, butcher, disc 40 per cent  
" compass, pruning and back, discount  
45 per cent.  
" buck, New Century ..... \$6 25  
" No. 1 Maple Leaf ..... 5 25  
" Happy Medium ..... 4 25  
" Watch Spring ..... 4 25  
" common frame ..... 4 60

SASH WEIGHTS.  
Sectional ..... per 100 lb. 2 00 2 25  
Solid ..... 1 50 1 75

SASH CORD. .... 0 31

SAW SETS. per doz.  
Lincoln and Whiting ..... 4 75  
Hand Sets, Perfect ..... 4 00  
X-Cut Sets, " ..... 7 50

SCALES.  
Gurney Standard, 40 per cent.  
Gurney Champion, 50 per cent.  
Burrow, Stewart & Milne  
Imperial Standard, discount 40 per cent.  
Weigh Beams, discount 35 per cent.  
Champion Scales, discount 50 per cent.  
Fairbanks standard, discount 35 per cent.  
" Dominion, discount 55 per cent.  
" Richelieu, discount 55 per cent.  
Warren new Standard, discount 40 per cent.  
" Champion, discount 50 per cent.  
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.  
Sargent's ..... per doz. 0 65 1 00

SCREEN DOORS.  
Common doors, 2 or 3 panel, walnut  
stained, 4-in. style ..... per doz. 6 50  
Common doors, 2 or 3 panel, yellow and  
green stained, 4-in. style ..... per doz. 6 75  
Common doors, 2 or 3 panel, in natural  
colors, oil finish ..... per doz. 8 75  
3-in. style 20c. per dozen less.

SCREWS.  
Wood, F. H., bright and steel, discount 8 1/2  
per cent.  
Wood, R. H., bright, dis. 8 1/2 per cent.  
" F. H., brass, dis. 80 per cent.  
" R. H., " dis. 75 per cent.  
" F. H., bronze, dis. 75 per cent.  
" R. H., " dis. 70 per cent.  
Drive Screws, dis. 8 1/2 per cent.  
Bench, wood ..... per doz. 3 25 4 00  
" iron ..... 4 25 5 00  
Set, case hardened, dis. 60 per cent.  
Square Cap, dis. 50 and 5 per cent.  
Hexagon Cap, dis. 45 per cent.

SCYTHES.  
Per doz. net ..... 6 00 9 00

SCYTHE SNATHS.  
Canadian, discount 40 per cent.

SHEARS.  
Claus, nickel, discount 80 per cent.  
Claus, Japan, discount 6 1/2 per cent.  
Claus, tailors, discount 40 per cent.  
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.  
Canadian, discount 45 per cent.

SNAPS.  
Harness, German, discount 25 per cent.  
Lock, Andrews ..... 4 50 11 50

SQUARES.  
Iron, No. 492 ..... per doz. 1 90 2 25  
" No. 493 ..... 2 40 2 55  
" No. 494 ..... 3 25 3 40  
Steel, discount 60 and 5 to 65 per cent.  
Try and Bevel, discount 50 to 52 1/2 per cent.

STAMPED WARE.  
Plain, discount 75 and 12 1/2 per cent. off re-  
vised list.  
Retinned, discount 75 per cent. off revised list

STAPLES.  
Galvanized ..... 2 75  
Plain ..... 2 50  
Coopers, discount 45 per cent.  
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.  
American discount 25 per cent.

STONE.  
Washita ..... per lb. 0 28 9 60  
Hindustan ..... 0 06 0 07  
" ship ..... 0 09 0 09  
Labrador ..... 0 13  
" Axe ..... 0 12  
Turkey ..... 0 50  
Arkansas ..... 1 50  
Water-of-Ayr ..... 0 10  
Scythe ..... per gross 3 50 5 00  
Grind, 40 to 200 lb., per ton ..... 25 00  
" under 40 lb., ..... 28 00  
" 200 lb. and over ..... 31 00

STOVEPIPES.  
5 and 6 inch, per 100 lengths ..... 7 00  
7 inch ..... 7 50

TACKS, BRADS, ETC.  
Carpet tacks, blued ..... 80 and 15  
" " tinned ..... 80 and 20  
" " (in kegs) ..... 40  
Cut tacks, blued, in dozens only ..... 80  
" weights ..... 60  
Swedes cut tacks, blued and tinned—  
In bulk ..... 80 and 10  
In dozens ..... 75  
Swedes, upholsters', bulk ..... 85, 12 1/2 and 12  
" brush, blued and tinned  
bulk ..... 70  
Swedes, gimp, blued, tinned and  
apanned ..... 75 and 12 1/2  
Zinc tacks ..... 35  
Leather carpet tacks ..... 55  
Copper tacks ..... 50  
Copper nails ..... 52 1/2  
Trunk nails, blued ..... 65 and 5  
Clout nails, blued ..... 65 and 10  
Chair nails ..... 65 and 5  
Patent brads ..... 40  
Fine finishing ..... 40  
Lining tacks, in papers ..... 10  
" " in bulk ..... 15  
Saddle nails, in papers ..... 10  
" " in bulk ..... 15  
Tufting buttons, 22 line, in doz-  
ens only ..... 60  
Zinc glaziers' points ..... 5  
Double pointed tacks, papers ..... 90 and 10  
Cinch and duck rivets ..... 45

TAPE LINES.  
English, ass skin ..... per doz. 2 75 5 00  
English, Patent Leather ..... 5 50 9 75  
Chesterman's ..... each 0 90 2 85  
" steel ..... each 0 80 8 00

TINNERS' SNIPS.  
Per doz. ..... 3 00 15 00  
Claus, discount 35 per cent.

THERMOMETERS.  
Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel).  
Game, Newhouse, discount 30 and 10 per cent  
Game, Hawley & Norton, 50, 10 & 5 per cent.  
Game, Victor, 70 per cent.  
Game, Oneida Jump (B. & L.) 40 & 2 1/2 p. c.  
Game, steel, 60 and 5 per cent.

TROWELS.  
Liston's, discount 10 per cent.  
German ..... per doz. 4 75 5 00  
S. & D., discount 35 per cent.

TWINES.  
Bag, Russian ..... per lb. .... 0 27  
Wrapping, cotton, 3-ply ..... 0 25  
" 4-ply ..... 0 29  
Mattress ..... per lb 0 33 0 45  
Staging ..... 0 27 0 35

VICES.  
Wright's ..... 0 13  
Brook's ..... 0 12  
Pipe Vise, Hinge, No. 1 ..... 3 50  
No. 2 ..... 5 50  
Saw Vise ..... 4 50 9 00  
Blacksmiths' (discount) 60 per cent.  
parallel (discount) 45 per cent.

WIRE.  
Smooth Steel Wire.  
No. 0-9 gauge ..... \$2 15  
10 " ..... 5c. extra.  
11 " ..... 12c. "  
12 " ..... 20c. "  
13 " ..... 30c. "  
14 " ..... 40c. "  
15 " ..... 55c. "  
16 " ..... 70c. "

Add 60c. for coppering and 32 for tinning.  
Extra net per 100 lb.—Oiled wire 10c.  
spring wire \$1.25, special hay baling wire 30c.  
best steel wire 75c., bright soft drawn 15c.,  
charcoal (extra quality) \$1.25, packed in casks  
or cases 15c., bagging and papering 10c., 50  
and 100-lb. bundles 10c., in 25-lb. bundles  
15c., in 5 and 10-lb. bundles 25c., in 1-lb.  
hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb.  
hanks \$1.  
Fine Steel Wire, discount 30 per cent.  
List of extras: In 100-lb. lots: No. 17,  
35—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—  
No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24,  
\$8—No. 25, \$9—No. 26, \$9.50—No. 27,  
\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—  
No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,  
\$17. Extras net—tinned wire, Nos. 17-25,  
\$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered,  
75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5  
and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.  
—in 1/2-lb. hanks, 35c.—in 1/4-lb. hanks, 50c.—  
packed in casks or cases, 15c.—bagging or  
papering, 10c.

Brass wire, discount 52 1/2 per cent. off the list.  
Copper wire, discount 52 1/2 per cent. net cash  
30 days, f.o.b. factory.  
Galvanized wire, per 100 lb.—Nos. 1 and 5,  
\$3.65 to \$3.60—Nos. 6, 7, 8, \$3.00 to \$3.05  
—No. 9, \$2.40—No. 10, \$3.10 to \$3.15  
—No. 11, \$3.15 to \$3.15—No. 12, \$2.55  
—No. 13, \$2.65—No. 14, \$3.65 to \$3.65—No. 15,  
\$4.20—No. 16, \$4.20 from stock. Base  
sizes, Nos. 6 to 9, \$2.17 1/2 f.o.b. Cleveland.  
In carlots 12 1/2c. less.  
Clothes Line Wire, 7 wire solid line, No.  
17, \$4.90; No. 18, \$3.00; No. 19, 2.70; 6  
wire solid line, No. 17, \$4.45; No. 18, \$2.80;  
No. 19, \$2.50. All prices per 1000 ft. measure,  
F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.  
Galvanized barb ..... 2 60  
Galvanized, plain twist ..... 2 75  
Galvanized barb, f.o.b. Cleveland, \$2.42 1/2 f  
small lots and \$2.30 for carlots.

COILED SPRING WIRE.  
High Carbon, No. 9 ..... \$2 60  
No. 11 ..... 3 25  
" No. 12 ..... 2 85

WIRE CLOTH.  
Painted Screen, per 100 sq. ft., net ..... 1 50  
Terms, 2 per cent. off 30 days.

WASHING MACHINES.  
Round, re-acting per doz. .... 56 00  
Square " ..... 59 00  
Eclipse, per doz ..... 48 00  
Dowsell " ..... 36 00  
New Century, per doz ..... 72 00  
Daisy ..... 48 00

WRINGERS.  
Leader, 11 in. .... per doz. .... 32 00  
Royal Canadian, 11 in. " ..... 29 00  
Royal American, 11 in. " ..... 29 00  
Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.  
Canadian make discount 40 per cent.



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ALL SIZES

Hand Machines

Power Machines

Interchangeable  
Machines

There is a big  
demand during the  
winter months for  
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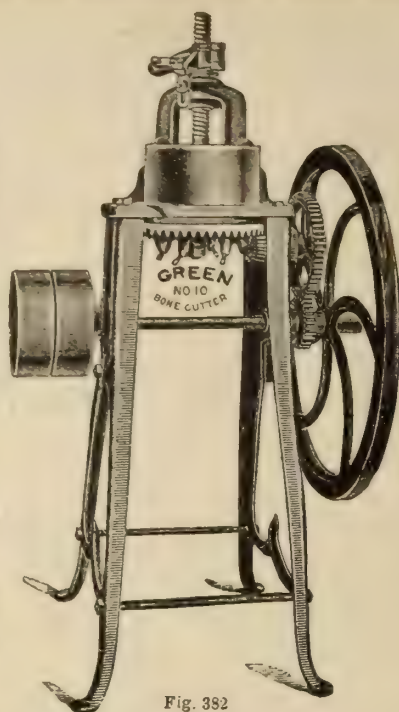


Fig. 382

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London, Ont.

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and all other kinds of good

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Fenner, Fred., & Co., London, Eng.  
Francis-Frost Co., Toronto.  
Henderson & Potts Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. C., & Co., Montreal.  
Lewis, Rice & Son, Toronto.  
Luxfer Prism Co., Toronto.  
McArthur, Cornelle & Co., Montreal.  
McCaskey, Dougall & Co., Montreal.  
Montreal Rolling Mills, Montreal.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works  
Windsor, Ont.  
Martin-Senour Co., Chicago.  
Thorne, W. H., St. John, N.B.  
Winnipeg Paint and Glass Co., Winnipeg**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**Borden Co., Warren, Ohio.  
Canada Brass Rolling Mill, Toronto.  
Canadian Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gurney Foundry Co., Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Jenkins Bros., Boston, Mass.  
Lewis, Rice & Son, Toronto.  
Merrell Mfg. Co., Toledo, Ohio.  
Montreal Rolling Mills, Montreal.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Mueller, H., Mfg. Co., Decatur, Ill.  
Natura Co., Salem, N.J.  
Oshawa Steam & Gas Fitting Co., Oshawa.  
Page-Hersey Iron & Tube Co., Guelph.  
Stairs, Son & Morrow, Halifax, N.S.  
Standard Ideal Sanitary Co., Port Hope.  
United Brass Mfg. Co., Cleveland, Ohio.  
Utica Drop Forge & Tool Co., New York.**Portland Cement.**Canadian Portland Cement Co., Toronto  
Grey & Bruce Portland Cement Co., Owen Sound.  
Hanover Portland Cement Co., Hanover, Ont.  
Hyde, F., & Co., Montreal.  
Imperial Cement Co., Owen Sound.  
Thompson, B. & S. H., & Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.**Poultry Netting.**

Greening, B., Wire Co., Hamilton, Ont.

**Roofing Supplies.**Jenking, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.  
Winnipeg Paint & Glass Co., Winnipeg**Saddlery & Harness Furniture**

Falkiner, H. F., Toronto.

**Saws.**Atkins, E. O., & Co., Indianapolis, Ind.  
Lewis Bros., Montreal.  
Spear & Jackson, Sheffield, Eng.**Saws—Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Hack Frames.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Power Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Kitchen.**

Diamond Saw &amp; Stamping Works, Buffalo

**Scales.**Canadian Fairbanks Co., Montreal.  
New Warren Scale Co., Montreal.**Screws, Nuts, Bolts.**Canada Foundry Co., Toronto.  
Montreal Rolling Mills Co., Montreal.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.**Sewer Pipes.**Canadian Sewer Pipe Co., Hamilton  
Hyde, F., & Co., Montreal.**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Silverware.**

Round, John, &amp; Son, Sheffield, Eng.

**Skates, Etc.**Fisher, A. D., Co., Toronto.  
Starr Mfg. Co., Dartmouth.**Stable Fixtures.**Greening, B., Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls**Steel Rails.**Jackson, O. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Stoves and Tinware, Radiators, Furnaces, etc.**Canadian Heating & Ventilating Co., Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Dieckmann, Ferdinand, Cincinnati.  
Gurney Foundry Co., Toronto.  
Hobbs Hardware Co., London, Ont.  
Harris, J. W., Co., Montreal.  
Joy Mfg. Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McLury Mfg. Co., London.  
Metal Stamping Co., Jackson, Mich.  
Moffat Stove Co., Weston, Ont.  
Ottawa Furnace and Fly Co., Ottawa.  
Pease Foundry Co., Toronto.  
Perfection Safety Furnace Pipe Co., Toronto.  
Smart, Jas., Mfg. Co., Brockville, Ont.  
Stewart, Jas., Mfg. Co., Woodstock, Ont.  
Taylor-Forbes Co., Guelph, Ont.  
Walker Steel Range Co., Grimsby, Ont.  
Wright, E. T., & Co., Hamilton.**Tacks.**Montreal Rolling Mills Co., Montreal.  
Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.**Typewriters and Supplies.**

United Typewriter Co., Montreal.

**Wall Coating.**Alabastine Co., Paris, Ont.  
Winnipeg Paint & Glass Co., Winnipeg.**Washing Machines, etc.**Dowsell Mfg. Co., Hamilton, Ont.  
Taylor-Forbes Co., Guelph, Ont.**Wholesale Hardware.**Birkett, Thos., & Sons Co., Ottawa.  
Caverhill, Learmont & Co., Montreal.  
Frothingham & Workman, Montreal.  
Hobbs Hardware Co., London.  
Howland, H. S., Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Stairs, Son & Morrow, Halifax, N.S.**Window and Sidewalk Prisms.**Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.**Wire Springs.**Guelph Spring Axle Co., Guelph, Ont.  
Henderson, J. A., Montreal.  
Wallace-Barnes Co., Bristol, Conn.**Wire, Wire Rope, Cow Ties****Fencing Tools, etc.**American Steel and Wire Co., New York, Montreal, Chicago.  
Cutts, C. M., Toronto Junction.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
Montreal Rolling Mills Co., Montreal.  
Munro Wire Works, Winnipeg.  
Oneida Community, Niagara Falls.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F. & Co., Montreal.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.**Woodenware.**Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Wagoner Ladder Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.  
McArthur, Alex., & Co., Montreal.



# An Attractive Store

Brings trade and helps to swell the bank account. But how many hardware merchants make their stores attractive?

How many are planning to instal some new counters, silent salesmen or a new set of shelving? Merchants must keep up to the times by having the most labor-saving devices, the best display stands and show cases, and the most modern shelving, in addition to studying how to make the best use of every available inch of floor space, and having a store well lighted and attractive to women customers—as well as the mechanics and others who make hardware stores their supply depots.

**Some Men Have Ideas** on this subject, and they are invited to put them on paper and send them to **HARDWARE AND METAL**.

## Our Prize Competition

should excite great interest amongst all who are interested in

### **Interior Display and Hardware Store Arrangement**

In answer to many requests for plans showing the architecture of hardware stores, the arrangement of counters, silent salesmen, display tables, office, shelving, etc., and novel methods of interior display, **HARDWARE AND METAL** has decided to offer a prize for competition by hardware merchants, travelers and clerks for articles describing the best known plans for the arrangement of store interiors and display of goods on the walls or floors of hardware stores. In accordance with the above and the conditions named below the following prizes are, therefore, offered:

**First Prize, \$10.00**

and \$2.00 for every article considered worthy of publication.

#### CONDITIONS

1. Articles should contain from 500 to 1,000 words and be written on one side of paper only.
2. Drawings of floor plans, etc., must accompany each article and photographs should also be sent wherever possible.
3. Prizes will be awarded on the basis of 60 per cent. for the reading matter and 40 per cent. for the illustrations. Novel ideas used for displaying any one line of goods will also be considered in making the award.
4. The competition closes March 1, 1906, and the prize winning article will be published in the Special Spring Trade Number of **HARDWARE AND METAL**, on March 24.

**NOTE.**—No hardware merchant or clerk should refrain from competing because of supposed inability to send proper drawings of floor plans showing the arrangement of counters, shelving, etc., or any stand or contrivance for displaying goods. Wherever necessary our artist will touch up the drawings and make them suitable for publication.

Address all articles, etc., to

#### "INTERIOR DISPLAY COMPETITION"

**HARDWARE AND METAL,**

10 Front St. East, **TORONTO**



## BACKED BY A GUARANTEE

When you deal in

### ROBERTSON'S BABBITTS

you are protected by the guarantee of a firm with many years' experience, and a national reputation. If you choose any of our standard lines, you are

### SURE TO BE SATISFIED

We absolutely guarantee that our anti-friction metals cannot be excelled in quality at their respective prices. Always look for our registered trade marks.

WRITE FOR OUR PRICES

The James Robertson Co.

LIMITED

MONTREAL

TORONTO

WINNIPEG

ST. JOHN, N.B.

"MONARCH"

"KING"

"FLEUR de LIS"

"THURBER"

"PHILADELPHIA"

"CANADIAN"

## PFLUEGER'S Fishing Tackle

Hooks, Flies,  
Trolls, Spin-  
ners, Phan-  
toms, Reels,  
Furnished  
Lines.

Everything  
in Fishing  
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.  
AKRON, Ohio, U.S.A.



## HOLLOW-WARE

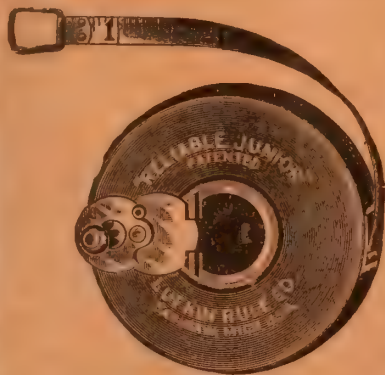
PRESSED,  
STAMPED, and  
MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.  
LLANELLY, WALES



## LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—48 Lime St.

New York City Branch—230 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1898

Inc. 1898.

# Black Diamond File Works

## G. & H. Barnett Company

PHILADELPHIA

Twelve

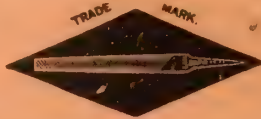
Medals



**Awarded**  
By **JURORS** at  
**International Expositions**  
**Special Prize**

Gold Medal at Atlanta, 1895

Copy of cata-  
logue sent free  
to any inter-  
ested file user  
upon applica-  
tion.



## Belgian Window Glass, "COMET" BRAND

### Billets

Colored and Fancy Glass

Frosted Glass

Chances' Figured Rolled,

Muffled and Cathedral Glass

We are prepared to name you low  
prices and discounts on your require-  
ments. Write us with your specifications.

# B. & S. H. THOMPSON & Co.

LIMITED

53 St. Sulpice Street, MONTREAL

# "Redstone"

High Pressure

## Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this pack-  
ing is the most durable and satisfactory of any on  
the market. Try a sample lot and see for yourself.

Manufactured Solely by

## THE GUTTA PERCHA & RUBBER MFG. CO.

### of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

# SADLER & HAWORTH

*"Extra"**"Standard"*

**HIGH - CLASS**  
SPECIALISTS  
in  
**Leather Belting**  
Talk it over with us when  
needing Belting.

*"Diamond"* *"Agricultural"*

WAREHOUSES & FACTORIES  
AT  
**MONTREAL and TORONTO.**



Hardware Store Number

# HARDWARE AND METAL

A Weekly Newspaper devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada,

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 10, 1906

NO. 6.

ANVILS  
**HENRY BOKER**  
MANUFACTURER  
OF  
**ARROW BRAND**  
REGISTERED TRADE MARK  
**HARDWARE**  
SPECIALITIES OF ALL DESCRIPTIONS  
Pliers Vices  
For Sale by Leading Wholesale Houses.



**MORE POPULAR  
THAN EVER**

after forty years' trial.

**WHY?**

JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.

Increased Surface. Larger Connections.  
Reduced Friction. New Designs.  
Screwed Nipples.

You find these features in

## SOVEREIGN RADIATORS

FOR HEATING

and you find a good deal more "selling quality" than is to be found in other Radiators.

**Sovereign Radiators** are made with "a reason" and the makers are experts.

Do you wonder **Sovereign Radiators** have First Place for Efficiency, Design, and Workmanship?

Our **King St. West Branch, Toronto**, has a stock of **Sovereign Radiators**, which can be shipped on short notice.



# Taylor-Forbes Company, Limited

TORONTO:  
1088 King St. West

Head Office and Works:  
Cuelph, Ont.

MONTREAL:  
9 De Bresoles Street

See Classified List of Advertisements on Page 81.



# HOISTING TACKLE

## FOR ROPE OR CHAIN

### HYPER-ACME CHAIN BLOCKS

The friction in this block is automatically cut off as the load rises, and consequently only the load being raised need be reckoned on, thereby reducing the power required by more than one-half.

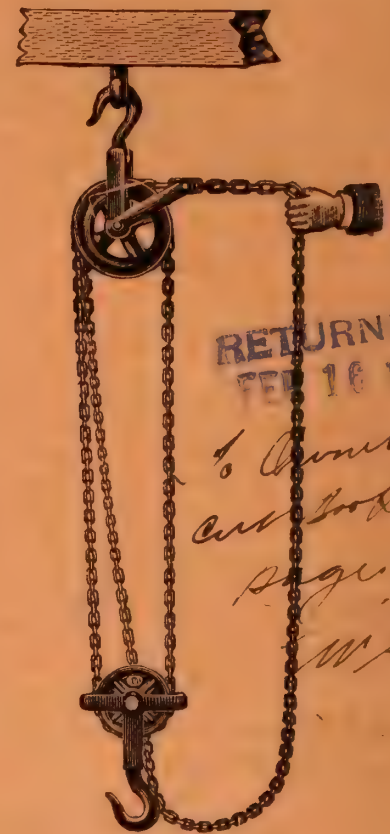
The ordinary screw block has only the single worm, and that of a very fine pitch, thus making the process of raising very slow, whereas in the

### HYPER-ACME BLOCK

the worm is of very coarse pitch, causing the load to rise with great speed.



**SURE GRIP  
ROPE HOIST**



**WESTON  
CHAIN HOIST**

WRITE FOR PRICES.

# RICE LEWIS & SON

LIMITED

## TORONTO.



This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

**PRICES:**  
Hollow Ground \$2.00  
Double Concave for Extra Heavy Beards \$2.50  
Pair in Leather Case \$4.50  
Carbo-Magnetic Strop \$1.00



**NO HONING**      **NO GRINDING**

**NO NEW BLADES      NO ANNUAL TAX**  
**FIRST PURCHASE PRICE THE ONLY EXPENSE**

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving," Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors without any risk or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

**Firm of A. L. SILBERSTEIN, 459 Broadway, New York**

# GET OUR PRICES ON REVOLVERS

**Harrington & Richardson. Iver Johnson**  
Sizes 22—32—38 Calibre

**Hammerless**

Never out of style. Always up to date.  
The best is what you want.

**THOS. BIRKETT & SON CO., LIMITED**  
**OTTAWA, ONT.**

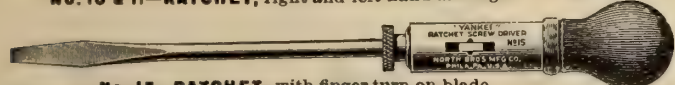
Other Tools are very  
Good Tools, but

## "YANKEE TOOLS" ARE BETTER

**SCREW DRIVERS**



**No. 10 & 11—RATCHET**, right and left hand and rigid.



**No. 15—RATCHET** with finger turn on blade.



**No. 30—SPIRAL RATCHET**—right and left hand and rigid.  
**No. 31—** " " " (heavy pattern)  
**No. 20—** " " " right hand only.



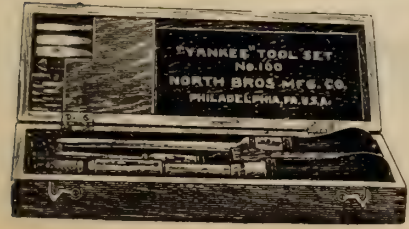
**Chuck and 8 Drill Points**, for spiral ratchet screw driver.



**No. 12—RATCHET**, with stub blade.

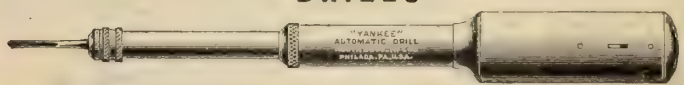


**No. 60—POCKET SCREW DRIVER.**



The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

**DRILLS**



**No. 40—AUTOMATIC DRILL**, with Ratchet Movement.



**No. 41—AUTOMATIC DRILL.**



**No. 42—AUTOMATIC DRILL.**



**No. 43—AUTOMATIC DRILL**, for light drills only.



**No. 44—AUTOMATIC DRILL**, with adjustable tension on spring.



**No. 50—RECIPROCATING DRILL**, for wood or metals.

**SOLD BY LEADING JOBBERS**  
**SEND FOR OUR NEW "YANKEE" TOOL BOOK**  
**NORTH BROS. MFG. CO.**  
**PHILADELPHIA, Pa.**





# **FREE to DEALERS:**

## ***"Bristol"***

Calendar for 1906 on condition that the coupon below is properly filled out and mailed to us **attached to your business letter-head.**

This fishing scene is beautifully colored and will be admired by all who see it in your office, store or home.

Send in your name at once before our supply is exhausted.

**THE HORTON MANUFACTURING COMPANY, - BRISTOL, CONN., U.S.A.**

Do you sell Fishing Tackle? \_\_\_\_\_

Do you handle ***"Bristol"*** Steel Fishing Rods? \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

(Cut this out, attach to your letter-head and mail to The Horton Mfg. Co., Bristol, Conn.)

ESTABLISHED 1855

## HEADQUARTERS FOR

# **Ingot and Sheet Metals**

Drop us a card and we will mail you our  
monthly stock list.

**Warehouse: 54-56-58 Front St. West and 1 Piper St.**

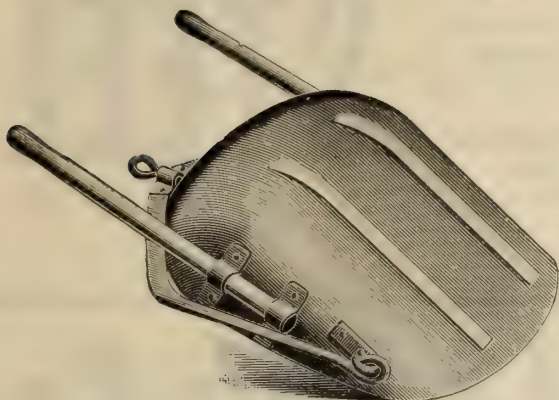
## **M. & L. Samuel, Benjamin & Co.**

### **TORONTO**



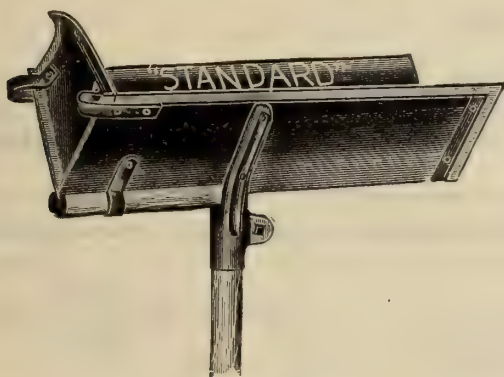
## Drag Road Scrapers

With and Without Runners



**No. 1.** { without runners, capacity 7 cubic feet, weight 90 lbs.  
with " " 7 " " " 98 "

**No. 2.** { without runners, capacity 5 cubic feet, weight 80 lbs.  
with " " 5 " " " 88 "



### Brick Hod No. 162

Length 22 in., sides 7 in. wide, back 9½ in. high, with handle.  
Weight 7 lbs.



### Mortar Hod No. 158

Length 24 in., sides 12 in. wide, back 12 in. high, with handle.  
Weight 10½ lbs.

## Take a Short Cut

No use staying with the crowd, when by striking out by yourself you can get along better.

What's the good of going on day after day selling the same kind of stuff your competitor does?

Get a line that he **doesn't** keep and get **all** the sales instead of **half**.

Road Scrapers, Brick and Mortar Hods are used six days out of every seven (sometimes the seventh too) and are constantly in demand.

If you're wise you can supply half the country-side with these goods before the "other fellow" wakes up to the fact that he's being left behind.

Start the good work now by getting **our** prices; the profit we leave you will get us the order.

Always write Head Office  
at Montreal

**Lewis Bros.**  
Limited  
**Montreal**

Ottawa Vancouver  
Toronto Winnipeg Calgary



**IRON**

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

**STEEL**

# American Steel & Wire Co.

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

**Chicago**  
The Rookery.

**BARBED WIRE    GALVANIZED PLAIN WIRE**  
**PLAIN TWIST CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

Telegraphs—"Rounds Montreal."  
Code—A.B.C., 4th Ed.  
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

## ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.

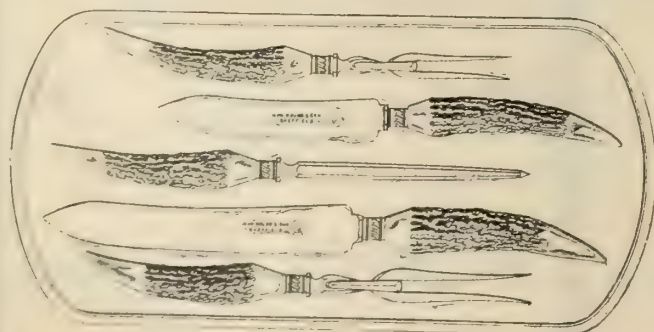
The name "ROUND" is an unquestioned guarantee of QUALITY.

Write us for quotations.

You will find our prices right.



ESTABLISHED 1847



28414. CARVING SET

**CATALOGUE  
SENT  
ON  
REQUEST**



28910. 12 PAIRS DESSERT KNIVES AND FORKS  
Pearl Handles. Quartered Oak Case.

## JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

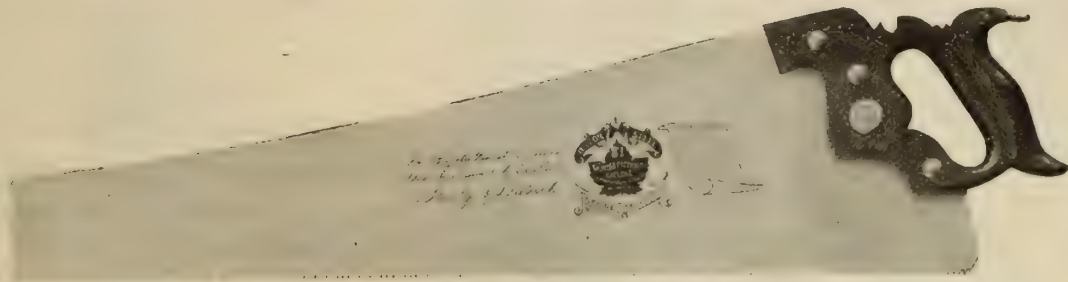
### MONTREAL

CORISTINE BUILDING

FACTORIES:  
SHEFFIELD, ENG.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

**GALT, Ontario**





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

Pink's Round Bill Peavys, Handled in Split Maple  
Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

Brazil Patent Snow Plough and Road Maker;  
also The DesJardin Patent Log Sleighs

Send for Catalogue  
and Price List

**THOMAS PINK & CO.,** Pembroke, Ont., Canada

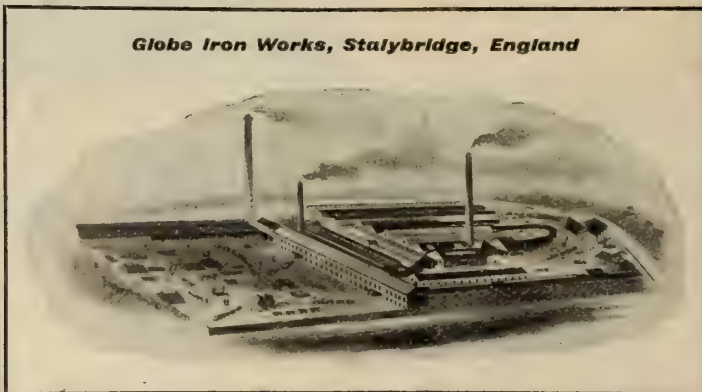
Long Distance  
Phono No. 87

# John Summers & Sons, Limited

Hawarden Bridge Works,  
Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



LARGEST  
MAKERS  
OF

## GALVANIZED SHEETS — IN ENGLAND

*One year's production from these works  
would put a girdle of Galvanized Sheets  
right around the earth.*

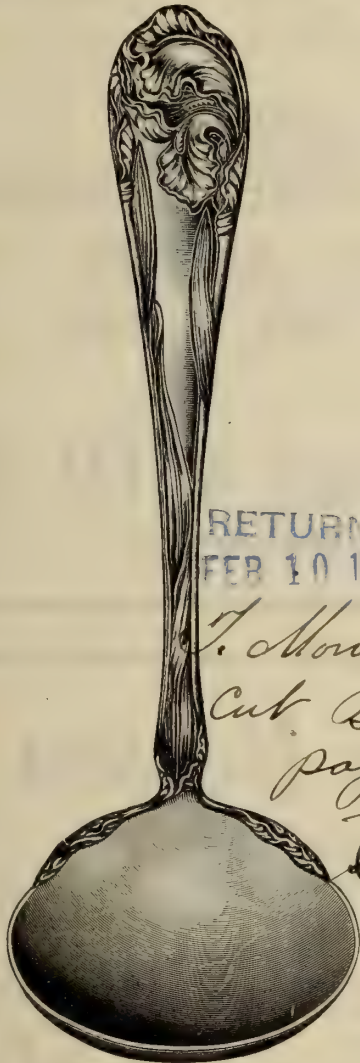
**Agent: F. Hankin, Montreal**



# New Flower de Luce Pattern **COMMUNITY SILVER**

Has the Art and Finish of Best Sterling

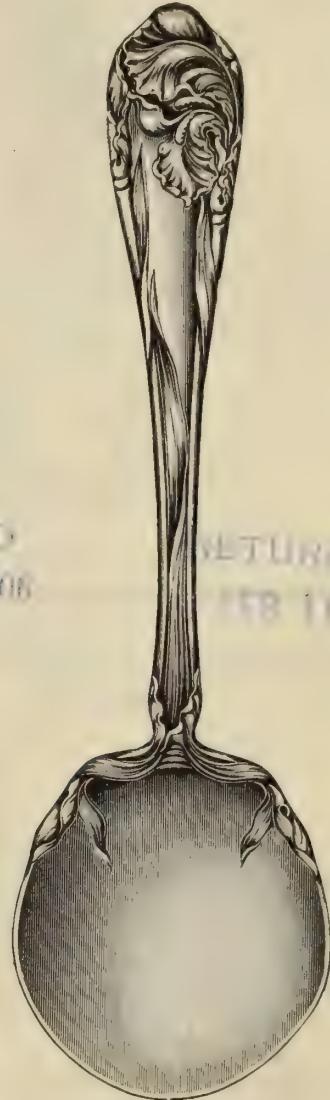
With a 25-year guarantee, and reasonable price, Community Silver represents the truest economy. To the dealer economy, because it sells readily and pleases his clients. To the consumer economy, because it lasts practically a lifetime and costs little more than so called triple plate.



Flower de Luce Ladle



Flower de Luce Spoons



Flower de Luce Berry Spoon

**To Get Interested  
Means Profit To You**

**BOOKLETS AND PRICES TO BE HAD FROM**

# Caverhill Searmont & Co

WHOLESALE DISTRIBUTORS

MONTREAL

AND

WINNIPEG



From  
"Torontonians  
as we  
see  
'em"



W. G. HARRIS, Gen. Manager

# WE SELL METALS

FOR IMMEDIATE SHIPMENT

**PIG LEAD, TIN,  
ANTIMONY, COPPER, ALUMINUM,  
SOLDER, BABBITT,  
LEAD PIPE, TRAPS**

**THE CANADA METAL CO.  
TORONTO**



Style "F"

## The Very Newest

Combination, Bow Lever and Side Pedal drive ; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

**W. L. HALDIMAND & SON,  
MONTREAL,  
Eastern Agents**

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
**HAMILTON, - ONTARIO**



# CANADA'S NEW SKATES

**AUTOMOBILE AND CYCLE**



Lightest Made

Strongest Made

Handsome Design

Durable Finish

Guaranteed

**RUNNERS**

**Nickel-Steel**

**Heavily Nickel-Plated**

**TOPS**

**Aluminum, Light,**

**but Strong as Steel**

"It has arrived at skate perfection"

Write for catalogue and prices. It is  
safe to figure on big selling prospects.

**MADE BY**

**CANADA CYCLE & MOTOR CO.,**

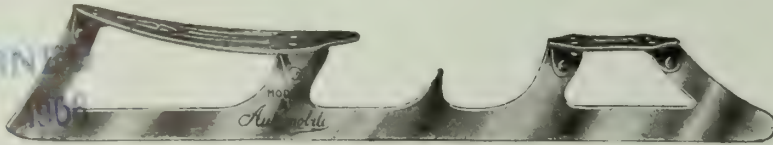
**TORONTO JUNCTION**

**LIMITED**

Branches: WINNIPEG, Man.; VANCOUVER, B.C.



# "Automobile" and "Cycle" Skates



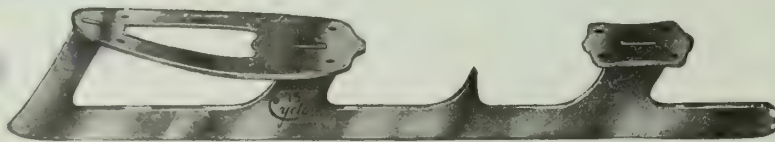
"Automobile"  
Model A.

Designed for Hockey from the suggestions of the most expert players. Thoroughly tested and a prime favorite.



"Cycle"  
Model 5.

One of our styles especially adapted for ladies' and gentlemen's pleasure skating. Most popular in both price and requirement.



"Cycle"  
Model 15.

A strong, durable skate, made especially to stand hard wear. Light and rigid in construction.

THE above show only three of our many designs from a large range of styles. Our skates are adapted for all kinds of skating. No risk is assumed by the dealer, as we guarantee our full line.

WRITE FOR CATALOGUES AND PRICES

**CANADA CYCLE & MOTOR CO., LIMITED**  
TORONTO JUNCTION

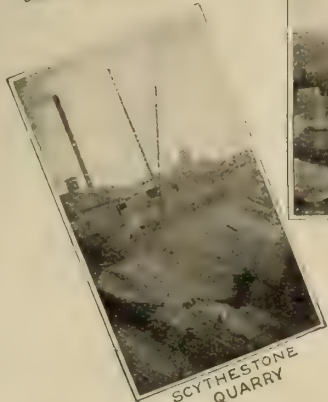




SCYTHESTONE MILL



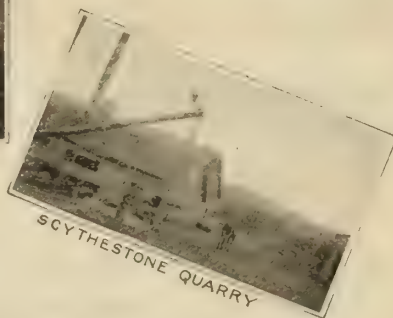
SCYTHESTONE MILL



SCYTHESTONE QUARRY



PIKE N.H. LOOKING EAST.



SCYTHESTONE QUARRY

## Something New From Pike

That will increase your sales from 100 to 500%, and thereby increase your profits: **Pike's Selling Assortments.** They contain SHARPENING STONES conveniently arranged and attractively displayed. There is a good margin of profit on each assortment. The user can select the best stone to give a good edge to the tool he wishes to sharpen. Selling price marked on every stone, thus insuring against clerical error. **Every stone in every assortment guaranteed to give satisfaction to the user.**

### FOLLOWING ARE THE ASSORTMENTS AND PRICES:

COILSTONE ASSORTMENT, No. 1,	-	\$20.00
" " No. 2,	-	12 00
" " No. 3,	-	15 00
SCYTHESTONE " No. A,	-	4.75
" " No. B,	-	3.75
RAZOR HONE " No. 1,	-	18.00
" " No. 2,	-	10.00

**Order at once through your Jobber or from us direct. Take advantage of this opportunity of increasing sales and profits.**

SEND FOR SOUVENIR OF THE PIKE SELLING ASSORTMENT

# PIKE MFG. CO.

PIKE, N.H., U.S.A.

Manufacturers of Sharpening Stones, Corundum Wheels, Emery Wheels, and Abrasives for all purposes.



Oilstone Assortment No. 1. Showing Arrangement of Tray.





This design a guarantee of quality.

## Manilla Paper | Fibre Paper

SMOOTH, TOUGH, BRIGHT, CLEAN    THE TOUGHEST OF THE TOUGH  
ALL SIZES AND WEIGHTS    ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

# CANADA PAPER CO.

TORONTO    LIMITED    MONTREAL

### GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT

ESTABLISHED 1867

## J. S. LOUGHEAD & SON, Sarnia, Ont.

Mrs. of Hubs, Spokes, Buggy and Waggon Rims, Sleigh Runners, Shafts and Poles, etc.



We use nothing but the very best Hickory and Oak in our stock, and we are prepared to guarantee all of our goods. We carry an exceedingly large stock on hand and will ship promptly.

Your Order Solicited.

QUEBEC AGENT:—J. A. BERNARD,  
21 St. Peter St., Quebec, P.Q.

## Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!

Sole Manufacturers—

J. P. CLABROUGH & JOHNSTONE

WORKS—

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...ESTABLISHED 1849...

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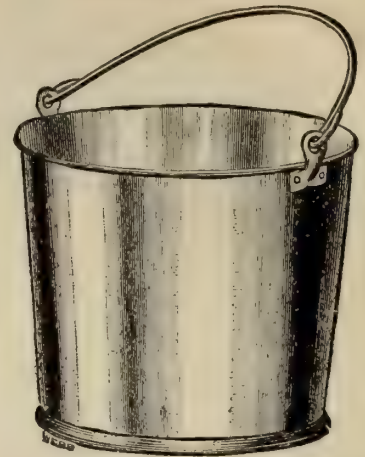
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DAIRY PAILS    CALF WEANERS  
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MILK PANS    AND TRIMMINGS  
SAP BUCKETS    SAP SPOUTS    SYRUP CANS  
Send for our Illustrated Catalogue.

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ANCHOR  
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THE CUELPH SPRING & AXLE CO.  
LIMITED  
GUELPH, ONT.

\$2 FOR THIS SMALL SUM THE \$2  
MANUFACTURER and SUPPLY MERCHANT

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## MEND YOUR OWN BOOTS, HARNESS, ETC. "ALL-U-WANT."



SOLE AGENTS

AWL-U-WANT CO.

79 East Front St.

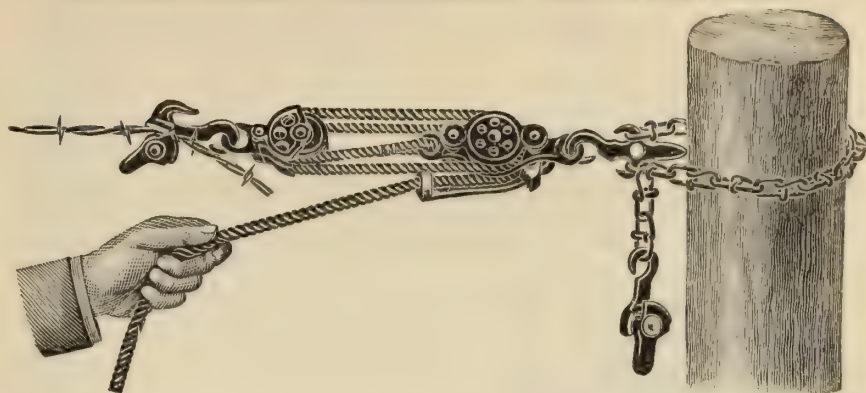
TORONTO



# THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

## ATKINS HIGH-GRADE, CROSS-CUT SAWS

OUR VICTOR, TUTTLE TOOTH AND SEGMENT GROUND SAWS ARE THE FAVORITES IN THE CAMPS



**E. C. ATKINS & CO.,**

INCORPORATED

Factories and Home Office: INDIANAPOLIS, IND., U.S.A.

CANADIAN BRANCH: 56 King St. E., Toronto, Canada.

LEADING MANUFACTURERS OF HIGH-GRADE, CROSS-CUT, HAND, BAND CIRCULAR, HACK, BACK, WOOD AND SMALL SAWS OF ALL KINDS

Write for Catalogue and Prices.

Phone No.  
Parkdale 1809

Post Office and Telegraph Address  
Swansea

**The Dominion Sewer Pipe Co., Limited**  
Swansea, Toronto, Ont.

We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



**VITRIFIED SALT GLAZED  
SEWER PIPES**

in sizes from 4 inches to 24 inches. Price lists and discounts on application

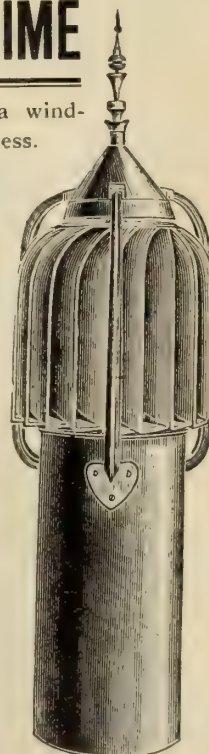
**The Dominion Sewer Pipe Co., Limited**  
Works: Swansea, Toronto, Ont.

## WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness.

### AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.



Montreal, June 1st, 1903.  
St. Peter School.

Messrs. THE J. W. HARRIS Co., Limited.  
Dear Sirs,

In answer to yours of 3rd inst, in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

—MANUFACTURED BY—

**THE J. W. HARRIS CO., LIMITED**  
CONTRACTORS, - MONTREAL





Attached to any faucet.  
Most powerful of its size.  
Gives  $\frac{1}{8}$  h.p. on 80 lbs. pressure.  
5,000 revolutions per minute.  
Grind an axe on 20 lbs. pressure.

### Powerful—Practical—Perfect

Polishes Silverware and Other Metals.  
Grinds Knives and Other Edged Tools.  
Runs Sewing and Other Small Machines.  
Most Useful Article in the World.

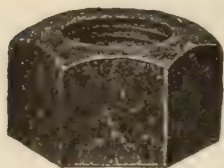
PRICE, including faucet connection,  
emery, buffing and pulley wheels,  
polishing composition, etc., \$5.00,  
complete.

This ad. and \$5.00 will get the Motor  
complete.

**Divine Water Motor Co.**

296 Broadway, New York

ALLEN C. JENKING & CO., Room 215 Coristine Bldg., MONTREAL  
Stock carried in Montreal.



### THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

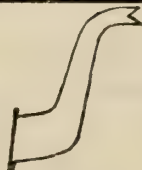
Set and Cap Screws, Special Milled Work, Engine Studs  
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

### MACHINE MADE TEA KETTLE SPOUTS

In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes.  
Write for samples and quotation and state quantity required. AGENTS WANTED.

**ERNEST STEVENS, STOUR WORKS,**  
CRADLEY HEATH, ENGLAND



CELEBRATED

## HEINISCH SHEARS

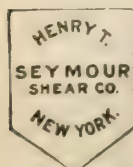
Tailors' Shears,  
Trimmers' Shears,  
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

**R. HEINISCH'S SONS CO.**

NEW YORK OFFICE: 158 Chambers St  
NEWARK, N.J., U.S.A.



## SEYMOUR SHEARS

HAVE BEEN THE  
Standard for over Half a Century.  
"QUALITY UNQUESTIONED."  
Each pair of our shears bears the above trade mark.



TRADE MARK

TRADE MARK



Latest Cata-  
logue will be  
sent in  
exchange for  
your business  
card.

**Henry T. Seymour Shear Company**

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

GET PRICES FOR

**GILBERTSON'S**

## COMET GALVANIZED FLAT SHEETS

Brand

for any purpose where the best is needed. Wide awake  
jobbers handle this brand. They are well galvanized,  
true to gauge and especially soft for working up purposes.  
Every sheet bears the name "Gilbertson." That is a  
guarantee.

MAKERS:

**W. GILBERTSON & CO., Limited**  
PONTARDAWE, SOUTH WALES.

## Bolton, Fane & Co. 98 Leadenhall Street, London, E.C., Eng. TINPLATES

In all qualities and sizes

Bessemer Coke - "Lofoden" Brand  
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Charcoal - "Mocha" Brand  
Best Charcoal - "Cardigan" Brand  
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Boiler Plates, Rails, Fishplates, &c., &c.

**R. SULLIVAN DAVID**

Selling Agent for Canada, 210 St. James St., MONTREAL  
TELEPHONE, MAIN 3389

WORK AND  
PRICES  
RIGHT  
**GALVANIZING** ONT  
WIND  
ENGINE & PUMP CO.  
TORONTO, ONT. LIMITED.

**GALVANIZING  
AND TINNING**  
THE CANADA METAL CO.  
TORONTO, ONTARIO.

**MAPLE LEAF**  
STITCHED COTTON DUCK  
**BELTING**  
DOMINION BELTING CO. LTD.  
HAMILTON CANADA



**H. G. EADIE**

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

**LEEDS FIRE CLAY CO., Lt'd.**

Fire Bricks, Glazed Bricks, Stable Bricks.

**T. JOWITT & SONS, SHEFFIELD.**

Files, Cast Steel, Hammers, Crucible Steel Wire.

**JOS. FENTON & SONS, SHEFFIELD**

Cutlery and Plated Ware.

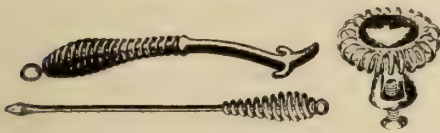
Agent for

Norway Iron, Steel, Galvanized Iron, Chains.

Sheet Iron, Hoop Iron, Machinery

Steel, PEN-DAR Metal Lockers.

**The Bowmanville Foundry Co., Limited**  
Bowmanville, Ont.



Makers of Good Goods Only.

**SWEAT PADS** ALL LENGTHS  
AND WIDTHS  
Send your order in now for  
Spring delivery

**H. F. FALKINER**

58-60 GEORGE ST., - TORONTO.

## Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

**McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.****ALEXANDER GIBB**Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

**BRONZE POWDER AND LIQUID**

used in every steam-fitter. Ask your supply houses for our goods for best results. Or, if they have not got them, write direct to

**R. E. THORNE**768 Craig Street  
MONTREAL29 Melinda Street  
TORONTO

# "EUREKA" STEEL SAP SPOUTS



Supplied  
with or  
without  
hooks

Made in two qualities:

BERLIN BRONZE,  
22 Gauge.TINNED STEEL,  
20 Gauge.

Patented 1896

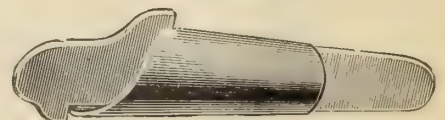
Cuts Show Full Size  
of Spouts.

**PROMPT  
SHIPMENT  
GUARANTEED**



A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

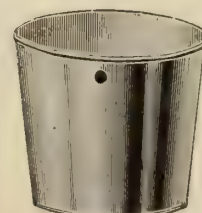
## "IMPERIAL" TAPERED



Made from heavy tinned sheets,  
especially adapted for . . .

# SAP PAILS

Made in Six Sizes

LONG  
PATTERN.WESTERN  
PATTERN.

**COVERED  
SAP  
BUCKETS**

*Write for  
Prices*

**THE THOS. DAVIDSON MFG. CO., Limited**  
MONTREAL and WINNIPEG



# The Third Part of a Proposition

(The Second Part of the Proposition was to make a test of the glass)

You made a test of **MAXIMUM LIGHT GLASS**. You found it the "enemy of darkness."

You have our opinion on the glass. You have your own opinion on the glass. Don't be satisfied with these two opinions. Ask your customers what they think of

## MAXIMUM LIGHT GLASS

after you have shown them samples and told them what your test demonstrated.

Tell them we say **MAXIMUM LIGHT GLASS** is the greatest daylight-increasing system in the world. Tell them what the glass sells at, and how it is installed.

Weigh carefully your customer's decision.

Sole Canadian Agents:

**THE HOBBS MANUFACTURING CO., Limited, LONDON, ONT.**  
Glass Importers and Manufacturers.

The Old Style Blanket at Night



The Old Style in the Morning—Ready for the Rag Bag.



REGISTERED TRADE MARK

**"Stay On"**

Made in 300 different styles, consisting of

**Summer Sheets**

in

*Linens      Ducks  
Cottons    Hessian  
and Jutes*

**Winter Blankets**

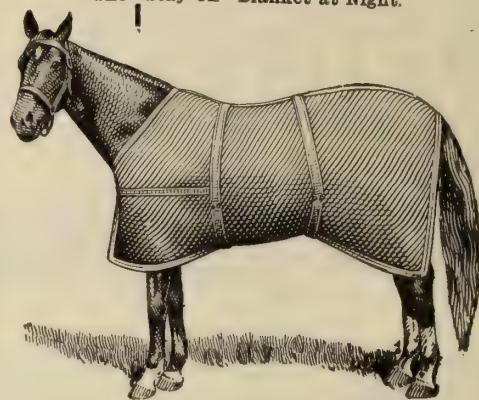
in

*Kerseys      Wools  
Lined Ducks  
Lined Jutes  
Lined Linens  
Lined Hessians*

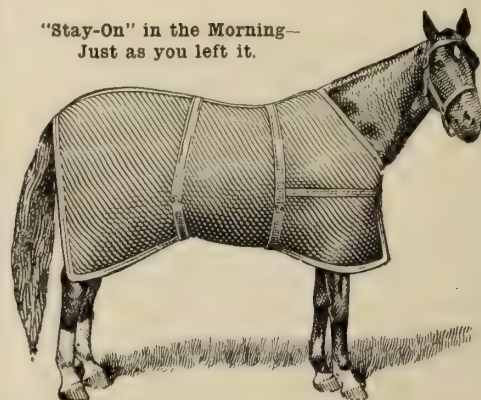
Best made, best fitting, best wearing, and largest range of **Horse Blankets** on the Canadian market.

See our **Sweat Pad ad.** next month.

The 'Stay-On' Blanket at Night.



"Stay-On" in the Morning—Just as you left it.



**The Telford & Chapman Mfg. Co.,**

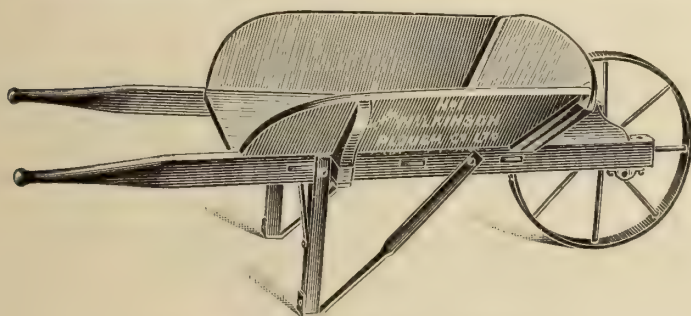
**Rock Island, Que.**



## Hardware Merchants Travelling Salesmen and Clerks

are all interested in the competition we have outlined for articles and drawings on  
**"Store Arrangement and Interior Display."**

See the announcement on page 82



### WHEELBARROWS LAWN ROLLERS, SCRAPERS

WELL AND STRONGLY BUILT.  
ATTRACTIVELY PAINTED

Garden, Stable and Contractors' Barrows of every description. Also "odd" styles for all kinds of work.

Drag and Wheel Scrapers for excavating and railway work, Lawn Rollers, large, small, balanced handle. Full weighted and nicely finished.

We are glad to send our catalogue and quote you prices.

**The WILKINSON PLOUGH CO., LIMITED**  
TORONTO—CANADA



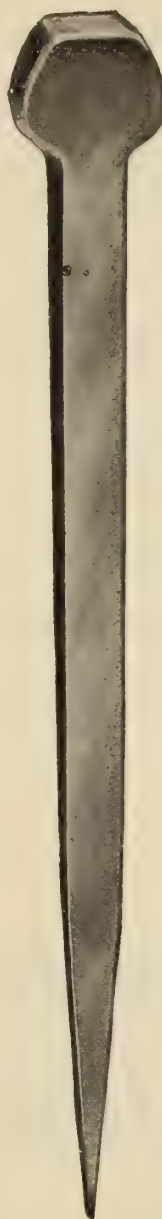
### Good Printing Cheap

THE KIND THAT BRINGS RESULTS

Just for instance:—1000 Statements, \$1.50; 1000 Bill-heads, \$1.50; 1000 Letterheads, \$2.50; 1000 Envelopes, \$1.25; The lot for \$6.00.

G. A. WEESE & SON, Toronto, Ont.

## What Are Horse Nails For?



Why, to keep horseshoes on, of course! Therefore, the horse nails that will hold the shoes on longest should be the kind preferred by you—certainly! Now, frankly, does that consideration influence **you** in selecting a brand of nails for purchase? **If not, why not?** It should be the **only** consideration, because the best are always the cheapest in the long run, and you can hold the farrier customer better by selling him the best nails, than any that are low priced and therefore inferior.

So much by way of argument, and now for the practical application. We want **you** to order our "**C**" brand Horse Nails. **DO IT NOW.** They are hot-forged from the best material known or used in the world for making horse nails, Swedish Charcoal Steel Nail Rods, which material is still further improved upon by our special process of pointing and finishing, **used by no other maker in Canada.** They will stand more hardship and last longer than any other nail produced by **any** cold process, or with the use of other material, made or sold anywhere.

We have been making nothing else but horse nails in Canada for forty years, and that long experience is embodied in every box of "**C**" brand you buy. Will you favor us with your next order? They can be had from any wholesale dealer at our quotation, viz: 40, 10 and 7½% discount, less 2% cash discount 30 days. **One price. One quality.**

**Canada Horse Nail  
Company,**

**Established 1865**

**MONTREAL**



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	"
Tiger,	550	"	"	"
Standard,	500	"	"	"
Golden Crown,	500	"	"	"

## Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

### BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

*Improved Steel  
Wire*

# Trace Chains

*Every Chain Guaranteed.  
Gives Universal Satisfaction.*

**The B. Greening Wire Co.**

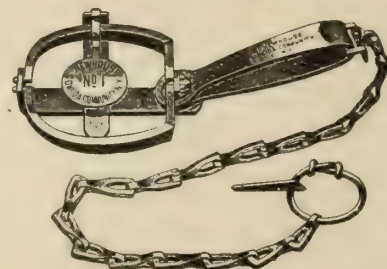
Limited

Hamilton, Ont.

Montreal, Que.

## FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



**Newhouse Steel Traps**

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

**ONEIDA COMMUNITY, Limited**

Write for Catalogue

NIAGARA FALLS, Ont.





**PICTORIAL ADS**

**DO YOU ILLUSTRATE YOUR ADS.?**

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.  
The MacLEAN PUBLISHING CO., Limited  
Montreal, Toronto, Winnipeg.

## Brant-Lac

**A Varnish Wood Stain**  
for  
**Old Furniture, Floors, Etc.**

Unequalled for quality and service.

Colors: Light Oak, Walnut, Light Mahogany, Dark Mahogany, Cherry Fruit, Black, Green, Delft Blue and Natural.

## Architectural Varnishes

Just the varnishes for the purpose. Made by experts and endorsed wherever used. A supply of these varnishes will create trade for you.

Write to us about **Architectural Varnishes** and **Brant-Lac**.

### Scarfe & Co.

**Manufacturers of Fine Varnishes, Etc.**  
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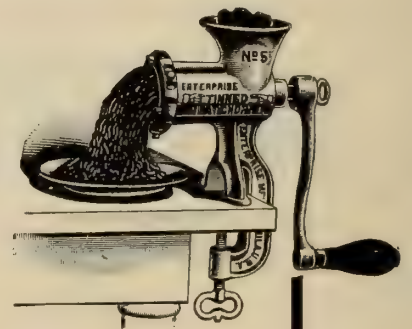
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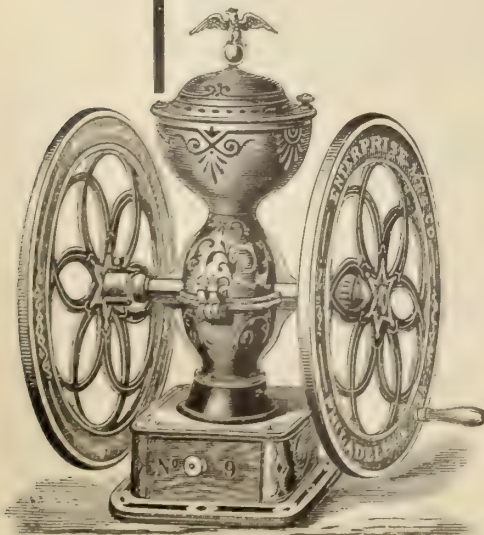
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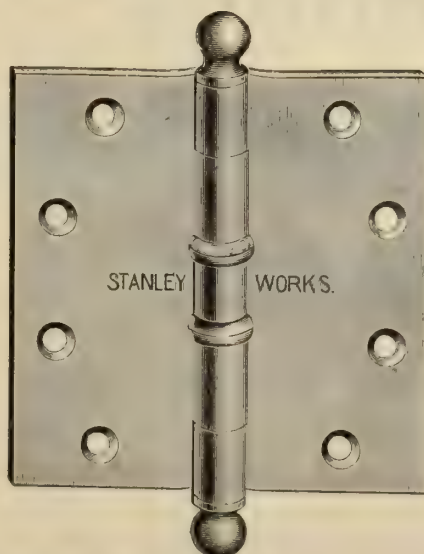
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# THE FUTURE OF ELECTRICITY\*

By Thomas A. Edison



**W**E are groping on the verge of another great epoch in the world's history. It would not surprise me any morning to wake up and learn that some one, or some group, of the 300,000 scientific men who are investigating all over the earth has seized the secret of electricity by direct process and begun another practical revolution of human affairs. It can be done. It will be done. I expect to see it before I die.

The first great change in the production of electricity will abolish the carrying of coal for that purpose. Instead of digging gross material out of the earth, loading it on cars and carrying it say five hundred miles, there to put it under a boiler, burn it, and so get power, we shall set up plants at the mouths of mines generate the power there and transmit it wherever it is needed by copper wires.

It is preposterous to keep on putting the coal mines on wheels. It is too clumsy. It is too costly. There is no necessity for it.

It is easier to carry molecular vibration—millions of waves a second—than freight cars full of crude matter. We can ship a 100,000 horsepower over a wire quicker and more economically than we can send the equivalent in coal over a railroad.

## The Wrong Location.

An Englishman told me a little while ago that he intended to set up a power station on the Thames, bring down coal by barges and sell electric power to London. I said to him, "How foolish! Why not run a copper wire between London and the coal mines and develop your power where the coal is? If you build that power station it will be obsolete inside of fifteen years."

We must eliminate the railroad altogether from this problem. What's the use of it? We don't want the coal anyhow. It does us no good to look at it. What we want is the resultant, the utmost energy that can be produced. And there is no sense in carrying around millions of tons of raw material like coal when we can get its product delivered to us by wire.

Everything points to the fact that

in the near future electricity will be produced for general consumption in great power-houses at the mouths of the coal pits. That is the logical and common-sense outcome of present events.\*

The present method of doing things is merely a matter of habit. It's simply wonderful to observe how habit controls man and how it sometimes delays great reformations even in practical affairs. This system of carrying coal from the mines for the purpose of producing electricity somewhere else is habit. Habit is the greatest foe to progress and invention.

The great majority of men are controlled by habit. They have always seen a thing done one way and that way seems to them the only way. But there are some of us who have a little of the spirit of evolution, and we bother and trouble the others by not letting them alone.

## Savings in Transportation.

Now the truth is that it will cost a third less to transport electrical power by wire than to carry it in the form of coal in railroad cars. Assume the price of coal to be \$1 at the mouth of the mine, and assume the freight to be \$1.90. Now, we can turn that coal into electricity at the mine and convey it by wire at less than half the cost of the freightage of coal.

So, in years to come, the great electric power plants will be set up in the coal fields. Electric power will largely do away with steam power. Electric light will become cheaper than gas light.

I believe firmly that all great trunk railroad lines will go to electricity inside of fifteen years. I don't mean simply passenger traffic, but heavy freight traffic also. Within twenty years steam will be as out of fashion for railways as horses are for street-cars to-day.

It's curious to see how long it takes men to get in motion when anything new turns up. And it doesn't seem to make much difference how important the thing is, or how obvious it is. There is the new electric locomotive which has been built for the New York Central Railroad. It could have been produced twenty years ago. We look upon it as a wonder, and it is a

wonder, but a still greater wonder is that it has taken twenty years to get it built.

## Opposed to Change.

We had a hard time to get the world to change from horse power to electric power in street transportation. The street railway people said that it would cost too much. They didn't see any reason why they should make a change when they were doing so well.

More than a quarter of a century ago I built about three miles of an electric railway at my place at Menlo Park. It was a good electric railway and worked well. I supposed, of course, that it would appeal to men. Well, Henry Villard came over to visit me and I showed him the railway. I explained its advantages over the horse-car system. It was better from every point of view.

I offered to sell that electric railway and all my patents and rights of every kind for exactly the amount of money it had cost me to produce it—just \$42,000.

Mr. Villard got a lot of capitalists together, some of the brainiest and most experienced men in Wall street, and I explained the thing to them, and they talked it all over very carefully and very solemnly, and then, what do you think?—they refused to touch it in any shape or form, on the ground that there was nothing in the idea of an electric railway, absolutely no future for it.

Well, that staggered me for a while. I seemed to have lost every cent I had spent in the experiment. I could not make any impression on those men.

Yet, look around you to-day! Look all over the country! Look all over the world and find me a country in which there are not electric railways! Electric railways have been among the great developers of modern civilization. They have transformed the centres of human population. Hundreds of millions of dollars have been invested in them and hundreds of thousands of men are engaged in operating them. And only twenty-five years ago a body of picked, bright American capitalists could see nothing in the idea, although it had been developed to a practical, physical demonstration right here in New Jersey.

\*Reproduced from *The Busy Man's Magazine*, MacLean Publishing Co., Toronto, \$2 per year.



### Solve Traffic Problem.

Electricity will take the place of horses. It will solve the vehicle traffic problem in cities. My new electric storage battery itself will make electricity cheaper than horses. You see the new factory going up out there? Well, in the Spring we will be ready to furnish the new batteries. Not only will they mean half the space of horse traffic, but they will go twice as fast. They can be stored on upper floors by means of elevators. The saving of stable space in New York City will cover at least \$200,000,000 of property.

Another thing in the future: Wire-less telegraphy will enable us to reach any ship in any sea. That is a certainty.

Not only will electric power be developed at and distributed from the coal mines in the future, but all the water power in the world will be used for the production of electricity. That movement has begun and is advancing rapidly. In California, where men have nerve enough to overcome habit, they are transmitting electric power 275 miles by wire and running street-cars and lighting the cities by it. That is the sort of spirit that will wake the world up one of these days. I wish that the spirit of California would spread everywhere.

Go down south and you will find water power being turned into electricity for mills in all directions.

There are millions of horse power to be picked up in the waters of the United States for practically a song. It is one of the world's greatest opportunities, this chance to convert water power into electricity and distribute it to the points where it is needed.

### Important Changes Coming.

When you come to think that one horse power is equal to twenty-five men, and that water power changed into electrical energy is practically perpetual—the investment being simply for the original plant—you get some idea of the importance of the changes that the world is bound to see, changes that have already begun and are well under way.

I don't look for much from radium in itself. I think it will prove to be more of an agent of investigation. It will help us to understand the nature of matter and energy. We are all at sea now. We have theories, but there are too many exceptions to make the theories absolutely reliable. We don't know exactly what electricity is. There is the undulation theory and there is the bombardment theory. We have plenty of evidence to support each of these theories, but

then, as I say, we have so many exceptions that we cannot be sure. In working out the future we must understand the nature of our subject, and radium, I believe, will help us to do it.

And there isn't much radium in the world, anyhow. You know I am searching for it night and day. Well, out of 3,000 specimens of ore we tested in this laboratory last week, only one contained radium. That shows how scarce it is.

### A Tremendous Waste.

From a practical standpoint the most tremendous thing in the problem of electricity is the fact that we only get about 15 per cent. of the energy of the coal we burn. Eighty-five per cent. goes up the chimney.

Now, if we could find a way to get the energy out of the coal by some direct process, without wasting 85 per cent. of it, the result would be to so multiply and so cheapen electric power as to inaugurate a new epoch in the history of the world. It is practically impossible to exaggerate the consequences of a discovery that would produce electricity direct from coal, or in any way to avoid the waste consequent upon the use of boilers and engines. I expect to see so have others, but not in a way to make it commercially valuable. I have burned carbon and Chillian saltpetre together in an electrolyte and have thus produced electricity direct. But that was merely a scientific success. It would cost too much to produce power in that way, and the conditions would not be possible in the production of power for commercial purposes.

### Electricity by Direct Process.

There are other ways too of producing electricity by direct process. Heat applied to the juncture of certain metals—bismuth and antimony, for instance—will do it.

Last Summer we rigged up a little experiment here, and by applying the heat of a small oil lamp to the juncture of metals we got sufficient power to run an electric fan.

But all the discoveries so far have failed to give us the secret we are looking for. We need a process, simple and inexpensive, that will save the 85 per cent. of lost power. It will come, I am confident of that. There are about three hundred thousand scientific men at work in the world, digging out, testing, analyzing.

What the world needs are not facts so much as co-relators. We want men who can bring the facts together, compare them and work out the law. We want men like that wonderful

Russian chemist, Mendeleeff, the author of a periodic system of chemistry, who deduced from co-related facts three unknown metals, which we have to-day, explaining everything about them, their salts and sulphides, their weight, structure and melting point.

Some day the discovery will be made. A man will discover one fact in one part of the world and that will set some fellow at work on another fact in some other part of the world, and presently a lot of men will be working on the true path; and one day it will be announced to the world that electric power can be produced directly from coal. It will come in our time. It is in the air. We are on the threshold of another wonderful era.

### Looking into Future.

When that discovery is made the steam engine will be driven out of use. It will then be possible to have airships. I expect to see airships flying before my death. I do not think that they will fly very high, but they will be able to go a little higher than the trees and buildings.

Such a discovery will make it possible to drive ships across the sea by electricity at a rate of 40 or 50 miles an hour—three days across the Atlantic from shore to shore.

Why, power will be so cheap and so easily distributed that a multitude of new industries—impossible now because of the cost of labor—will spring into existence.

The direct process will give the world electricity at such a low cost that electric light can be used by everybody, and railways can be operated at a fraction of their present expense. The city of New York could be lit as brilliantly in the nighttime as in the day-time, without any additional cost.

### Future Full of Promise.

The human race may well look forward with hope toward the day in which the discovery will be announced, for after that the world will be greatly transformed.

It is all a matter of understanding what energy is. I remember saying to DuBois-Reymond, the great professor of physiology in the University of Berlin, "What makes my finger move?" and he answered, "I don't know; I have worked in vain for 30 years to find out what form of energy that is."

I have tried hard to get at the secret through which the energy stored in coal must be transformed into electricity. It is too much for me. I am stumped. I don't know enough. But the man who does know enough will appear before long.



## PROGRESSIVE RETAILING

### CARE OF EMPLOYEES IN MODERN STORES AND FACTORIES.

In the great race for wealth, in the struggle of every day life to fill each moment to its utmost in order to accomplish many things, the average man of business rarely considers the little things that may mean a great deal of comfort to his employees.

In the large business houses of England it is customary to serve tea or coffee every afternoon at four o'clock. In Spain luncheon, and in some instances breakfast, is served to the workers, and they are permitted to enjoy a siesta of two hours in the middle of the afternoon, and though they work later to make up for the rest, still such a relaxation supplies them with a newly gathered force of energy with which to pursue their labors.

In New York several of the larger firms have begun to realize that, if only from a business point of view, it is profitable to minister as much as they can to the worker's comfort, and in several large factories there are some office accommodations that would make men of a few generations back open their eyes in surprise. Perhaps it is the employment of so many women and girls in a large business that has prompted this kindness.

In one of these buildings there is a charming little dining room for the use of the young women employed.

It is not compulsory that they take advantage of the kitchenette; they are at perfect liberty to have lunches elsewhere if they choose. As the "hash house" in the neighborhood of the company's building, however, is not desirable, and the restaurants are too expensive, nearly every one lunches in the building.

Lunch in these buildings is a sort of continuous performance from twelve noon until about three in the afternoon. The dining room is, of course, not overlarge, and as there are a number of young women in the company's service, they must take lunch in relays. In one corner of the dining room stands a small ice-box. On a warm day it is very nice to be able to open this box, just as you might at home, and take from it cold meat and fruit. The room is furnished in mission style, pleasing pictures decorate the walls, the table is rarely without flowers and the Venetian blinds, half drawn, lend a mellow, soft light that suggests rest and comfort and makes one quite detest the thought of a restaurant lunch. A three-burner gas stove makes it possible for the girls to have just about what they want to eat, and a well filled china closet is supplied with dainty service for the table.

Now, in some of the banking houses the employees are served with lunch by the institution, but the heads of one down town firm hardly thought it right to do this, for a young woman is rather proud and the service might be misin-

terpreted by some. As this is the case, every morning the errand boy "goes to market," buying just what each young woman wants for lunch.

The building stands near the river, and almost at any time of day you may find the roof cool and pleasant. Here a little frame Summer house with a canvas top has been built, and no matter how hot the day the breezes from the river make it a place of comfort.

Oftentimes the men eat their lunches up here, and spend the entire noon hour under the canvas, where they may read, talk, smoke and be fanned by the cool breezes that blow up the bay, seated in comfortable chairs.

In one of the William street office buildings tea and coffee after the English fashion are served every afternoon at four o'clock.

This tea and coffee making is a question of some importance to the clerks of the office, for when the custom was introduced it was decided that each man must try his hand in the culinary department for a week's time.

There are bread, butter, cheese and preserves served with the coffee and by the time four o'clock comes they are more than welcome to the tired employees.

The service in this office is not as elaborate as is that of another house; here it is a matter of men and business pure and simple, for there is but one woman in the office and she is kept busy at the telephone board. Sometimes the coffee boils over, sometimes the tea gets a little boiling, but on the whole it is pretty good, for the young woman at the switchboard has written instructions reading like this:

"One tablespoonful of coffee to each cup of water and one spoonful to the pot. Pour cold water over the coffee and let it come to a boil. Don't boil it.

"Boil water for the tea, and then to the pot put in about three teaspoonfuls of tea. Don't let it boil."

Perhaps it is in the large department stores that there has seemed to be a greater increase in consideration for the employees than in other places of business. Of course the great number of women employed in the stores has something to do with this, but ten years ago, or even within a shorter period, one did not find all the comforts that are now supplied for the saleswomen.

One of the stores in town has a unique arrangement—an emergency hospital—and many times it is put to use. This room is fitted up as comfortably as any bedroom in a private house. There is a well supplied medicine chest and a trained nurse is in attendance. There is also a house doctor, so in case of illness he is immediately called. In a store in which over two hundred women are employed it may be imagined that such a room is almost necessary, although in

days gone by employers seemed not to realize the real need of kindness to their help.

Here there is also a class for young women who have been deprived of a chance in life to learn certain things about the care of their clothes, for the necessity for earning a living takes away nearly all opportunity of learning many necessary things.

In the rest room, when the girls "go off duty," there is a woman who teaches them to sew. This means that each girl may bring her wearing apparel to the store, and there, when she has an opportunity at noon, may learn, with the assistance of a skilled workwoman, to make her own clothes and make them correctly.

An hour seems but a short time to learn much, but in this time a girl accomplishes a good deal, and if she desires may come early in the morning and spend her time in sewing.

The New York Telephone Company is probably more careful to its women employees than is any other company in the city. For a woman to sit all the hours of a day at a telephone switchboard is wonderfully exhausting work, and for these girls everything is made as comfortable and easy as possible. Each has her own private locker for her clothes, which affords her room to hang her street skirt, which is generally exchanged for a workday habit. There are rest rooms and retiring rooms for those who do not feel well and desire quiet and a total absence of voices. The dining room is furnished with polished top tables, a matron is in attendance and makes the tea, coffee and chocolate, which are supplied free by the company, while the girls bring their eatables.

The day of the cash boy and girl is almost over. Still, in a few of the stores of the city these little wage earners answer, more or less energetically, to the call of "Cash!" and the rap of the saleswoman's pencil.

In one of the stores there is a chance for every boy and girl to obtain an education, at least a sort of schooling that will put their minds in training and help them to think.

In this store there are many little boys employed. A greater portion of these children have been denied a proper schooling, and the owner of the store realizes that without a proper amount of education, without a training of his young mind to methodical thought, it is pretty hard for the boy to work well when he becomes a man.

For this reason a morning school is opened in the store, and an hour and a half before the time of opening the doors to customers finds every boy in his chair before the teacher.

In this school the boys are given lessons in arithmetic, writing, spelling, reading and geography, and the interesting point of it all is that the boys seem exceedingly eager for their work, and though it is not compulsory that they attend, there is rarely ever a boy absent from the class.

Some of the business houses in the city are certainly bending every effort to give their men and women a fair chance and in nearly every case the employer finds that his employees appreciate the kindly things done for them, for it comes not as a charity, but merely as a help to the worker.



## A TALK ON ADVERTISING

Glancing over the papers and examining hardware advertisements, I am convinced that advertising does not receive the attention that buying and stock-taking receive, and yet is it not as important?

One of the first faults I notice is the almost total disregard for space values. Fifty lines are allotted where thirty-five would do, and where fifty lines are needed the matter is squeezed into thirty-five. In one case the advertisement is given so much display that it is lost, and, in the other case, given so little display that it is ineffective.

To learn approximately the number of words needed for a given space is not very difficult, and the simplest method is to keep on file a number of suitable advertisements with notations on each. That is to say, select about twenty of what you consider after due consideration to be result-bringing, space-filling and artistically set advertisements. Count the number of words in each and mark them on the margins of the respective advertisements.

When you wish to have your advertisement appear in the paper, write all you have to say, tabulate the words, find the advertisement on the file whose number of words comes nearest, and if the type suits you, select that size of advertisement. If you desire larger type write fewer words; if smaller, more words.

Another fault I see in many hardware advertisements is lack of enthusiasm. There is a good deal of "don't care" about the phraseology, when if the truth were known the writer of the advertisement is perhaps brimful of enthusiasm.

An enthusiastic talker is not always an enthusiastic writer, but there is no reason why he shouldn't be. It is a little more difficult to write than talk, but perfection or even freedom in either is usually the result of practice.

If you are "raw" in the writing business pass your embryo days dealing with the circular rather than the newspaper advertisement. While the circular should measure up to as high a standard as the newspaper, "slips" in the former are not apt to be so costly for the reason that the circular goes alone and the newspaper advertisement is "one of many," so always open to comparison right then and there.

But whatever else you miss, try to make your facts clear. I come across three or four advertisements, in nearly every paper I examine, that attempt to say big things in insufficient words and then to rush back to tell the reader about a few items. Consequently no impression is made.

Those "few items" after all are the kernel of every successful advertisement, and it is the man who sticks to them, at the same time winding his own personality around the advertisement, that gets the business.

The day for attempting to be funny or smart in an advertisement is gone, or at least is fast going. And the day for clear-cut business statements enlivened with suavity and strengthened by personality is here.

A hardwareman should take more delight in writing his advertisements than in almost any other part of his business—except counting profits. It gives him a splendid chance to show his mettle, while it teaches him that loquacity on paper costs money.

Then it gives a hardwareman a fuller acquaintanceship with the trade, with his customers, with his clerks. He must collect, or have collected, data for his advertising, he must know whether such advertising is yielding results, he is bound to hear his customers pass remarks about this item at a certain price and another item at another price, and so on—the assimilating of which knowledge makes inspiration.

And if circumstances are such that one of the clerks must do the collecting and writing he should relish the task rather than disrelish it. A knowledge of sales is a knowledge of advertising, and nothing could be more important to a clerk than selling.

I fully understand the case from the clerk's standpoint. If there is no talent for writing it is so hard to say something; and then there is that feeling that every eye will stop just at your advertisement and what laughs there will be if you have made a mistake!

Write your first advertisement at home in quietude. Look at it again in the morning and then show it to the "boss." He may not like it, or he may pass it without a correction. Such events come under the heading of "chance."

Ad No. 2 will be easier, and after a while you will be able to trust yourself on paper. Then will come the time to study type and space and word value and display. Then you will begin to see where advertisements fail entirely to convey definite meanings to readers. Then you will know that every word counts.

This part of my talk on hardware advertising is to you, Mr. Clerk. If given the opportunity to prepare your store announcements seize such opportunity for its commercial value to you. Writing

advertisements for a retail store will not make you an ad writer in the present sense of the word. Your gain, as I said before, will be along the line of salesmanship, a full knowledge of which you must have to own a store of your own. Selling goods in the store and writing about goods on paper is the surest way of obtaining that knowledge.

And regarding the way the "boss" sometimes shelves the duty on subordinates totally unfit for the task, I often wonder does a hardwareman think he is spending anybody else's money but his own.

If a jobber was to put an extra quarter of a cent per lb. on nails you would want to know why. The same with any supplies from your wholesaler; and yet in many instances you turn over a share of your profits to advertising that is nothing more than mere appearance in print.

Sometimes the jobber has to talk a long time before he makes his case clear to you. Then why should you suppose that any kind of talk will convince the people that your store is where they ought to deal?

That is the crucial point in a retailer's advertising, because in the long run there is bound to be more about himself in his announcements than about his goods—the opposite of the manufacturer's case.

You are selling the very articles that another hardwareman in your town is selling. In the goods there is nothing to choose between the two of you. Then it must be in the men and their methods. Of course it would never do to push this factor too hard, because then it would degenerate into mere ostentation and lose the flavor of business. Caution and moderation are needed, and also a strong check on any tendency to get into a rut.

The desideratum, as I see it, is a happy compromise between the ever-present "dead" advertisement and the occasional visitor that savors of magic and fireworks and other wonders beyond the range of business. To write advertisements of the "compromise" kind is not as easy as it looks, but it is possible and therefore should be essayed. If I were a hardwareman I would try it, not because I wanted my advertisements to be different to my neighbor hardwareman's advertisements, but because I wanted to get more orders.

I would keep seasonable wares before the people, both in the store and in the newspaper. I would make my advertisements speak by putting that something into them called "noiseless argument." I would teach the people to believe that my store was really at their service. I would prove to them that what I said on paper was reliable. I would show the people that I wrote as an imitator of nobody, but in the capacity of a hardwareman who had wares to sell, which they as consumers ought to be interested in, and, further, which they as consumers looking for the best, ought to buy.

A. A. B.



## NOVELTIES

### ASSORTMENT OF STONES.

The Pike Mfg. Company, of Pike, N.H., are now putting on the market their selling assortments of oilstones, scythestones, and razor hones. Each assortment contains a variety of guaranteed goods conveniently arranged in

These assortments, where sold, have increased sharpening stone sales anywhere from 100 to 500 per cent. As they pay an excellent profit, their desirability over the old way of displaying and selling oilstones, scythestones, and razor hones, is greatly enhanced.



Cabinet for displaying Oilstones.

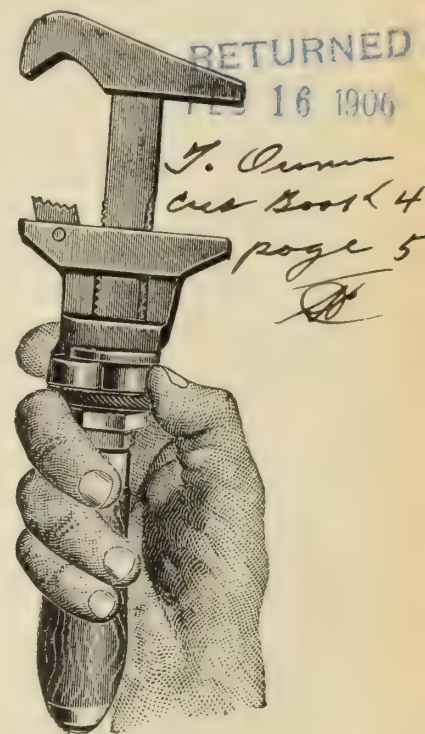
wooden cabinets that make an attractive display for the retailer. The assortments contain stones best adapted for any of the various sharpening purposes a user may designate. Every stone is marked plainly with the retail price, and so far as possible is labelled with descriptive matter in regard to the stone and the purposes for which it is

The accompanying illustration shows one of the oilstone assortments. The display is made in the tray in the top of the cabinet, while the reserve stock in neatly put up cartons is beneath the tray.

The Pike Mfg. Company are distributing a handsome souvenir of these assortments, together with an attractive

### UNIVERSAL SCREEN DOOR CATCH

Peck, Stow & Wilcox Company, Cleveland, Ohio, have put on the market the Universal screen door catch illustrated. It is made entirely of stamped wrought steel, and has an automatic friction catch, with stop. The catch holds the door securely when closed, but a push from the inside or a pull from the outside releases the catch. When the sliding stop, seen in the centre of catch, is moved to the left it locks the catch, so that door cannot be opened from either side while in that position. The latch bolt is so made that it has a parallel and angular sliding motion. An important feature of this catch is the ease and rapidity with which it can be put on, without mortising for either catch or striker. It is made in old copper finish, put up in boxes of one dozen each, complete with screws, and in cases of five gross. Small working models showing service conditions will be supplied by the manufacturers.

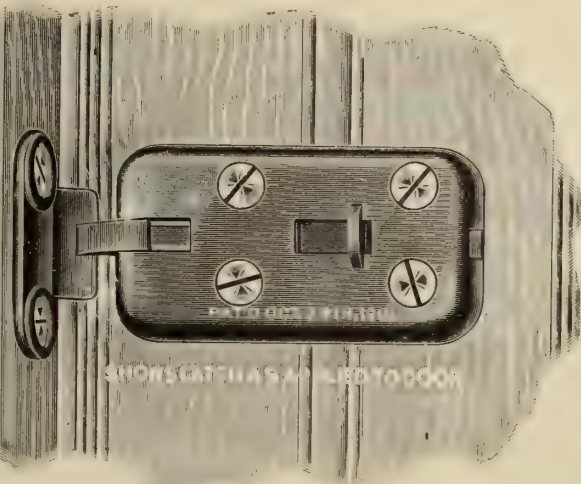


Combination Wrench.

### COMBINATION WRENCH.

The Uwanta Wrench Co., Meadville, Pa., are offering to the trade a wrench which is said to be the quickest adjusted and most serviceable wrench in the hands of the machinist to-day. The nut being turned to a point on the movable jaw, and by a slight pressure downward, the thread of the nut is disengaged from the thread on the bar, and the wrench may be adjusted from entirely closed to any nut within its capacity. If the operator does not desire to use the quick adjustment he may disregard it, and operate the tool as an ordinary screw wrench, with the advantage of having a large nut to get a firm grasp upon. A hexagon nut is used to enable the operator, if necessary, to place another wrench upon it, and increase the grip upon the nut, bolt, or screw to be turned, which is often necessary in such occasions as rounded corners on well-worn hexagon nuts.

RETURNED  
FEB 16 1906



Universal Screen Door Catch. Actual Size.

best adapted. Stock for refilling any of the assortments may be purchased, put up the same as the stock in the assortments.

booklet giving full information, which they will be glad to send upon application if Hardware and Metal is mentioned.



## TARIFF COMMISSION'S FINAL SESSION.

On Tuesday last the Tariff Commission opened its last session before adjourning, the meeting being held at Ottawa.

The first witness was E. D. Metcalfe, on behalf of the International Harvester Company, whose Canadian factory, he observed, was operated on an independent basis, and must stand or fall on its own showing. Mr. Metcalfe opposed any increase in the present tariff scale on agricultural machinery, on the ground that the manufacturers of these goods in Canada are already fully protected. The best evidence of this fact is found in the fact that the product of Canadian factories is already rapidly shutting off foreign competition and gaining full control of the domestic market. He would prefer that instead of altering the iron and steel duties for the advantage of these interests, the Government should assist them by means of bounties. The witness read a list of metal goods not made in Canada which he thought should be placed accordingly on the free list for the benefit of Canadian farmers. These included harvester buckles, malleable chains, coil springs, band iron, hoop and sheet steel under 12 gauge. He wanted an increased duty on extra parts of agricultural machinery.

Mr. Metcalfe saw no justification either for imposing a duty on binder twine. It was true that large quantities of twine were imported from the States, but it was noteworthy also that Canadian factories are exporting their twine to the States, whilst a new factory of large dimensions is in process of erection at Guelph.

### Iron and Steel Duties.

Mr. Hobson, of the Hamilton Steel & Iron Co., was the next witness. His company, he said, with its mills in Hamilton, paid a wage bill of \$600,000 a year, and was engaged in the manufacture of pig iron, steel billets, and angles. His company was experiencing keen competition from abroad, especially from the United Kingdom, under the preferential tariff. Under these conditions it was hard to get the capital that was necessary to build as many pig iron furnaces in Canada as were required to supply the domestic demand. If the customs duties and bounties were arranged, however, on the scale that he considered reasonable, it would be quite possible to get all the capital required. Mr. Hobson suggested that the pig iron bounty should be restored from now till 1909 to \$2.50 per ton, and then allowed to decrease by a sliding scale. He asked a net duty of \$1 per ton on pig iron and a bounty of \$2.50 on steel billets. Hobson favored customs protection of \$1 per ton. The Canadian manufacturers of pig iron, etc., labored under difficulties of which the public were but little aware. For instance, the tax on coal amounted to two per cent. on their total capitalization. They wanted the following articles removed from free list: Steel valued at 2½c. per pound, and upwards, when imported by the manufacturers of skates; steel under one-half inch in diameter, or under one-half inch square, when imported by the manufacturers of cutlery, or of knobs,

or of locks; steel for manufacture of files, augers, auger-bits, hammers, axes, hatchets, windmills, agricultural or harvesting forks, etc.; flat spring steel, steel billets and steel axle bars imported by manufacturers of carriage springs and axles.

In answer to a question by Sir Richard Cartwright, the witness stated that it costs at present from \$14.50 to \$15 a ton to produce pig iron in this country. Sir Richard said that the price in England and Scotland was about 42 shillings. From the trade and navigation returns of last year the Minister of Customs showed that the average price of pig iron imported last year from England was \$11.69 per ton. Mr. Hobson stated that if given duty of \$1 per ton on steel billets, they would erect a blooming mill, and supply all demands for steel billets in Canada.

### Manufacturers Present Strong Memorial.

The Canadian Manufacturers' Association sent a strong memorial, which was read to the Commission by President C. C. Ballantyne. Protection to an extent that will insure the home market to the manufacturer was, of course, the dominant principle of the memorial. Mr. Ballantyne made one interesting admission, in reply to a question by Mr. Fielding, as to whether the Canadian manufacturer wanted to raise the duties on British goods. Mr. Ballantyne said it was proposed to increase the duties in cases where the Canadian manufacturer was suffering from British competition, or rather to have "a competitive tariff." He declared that Canadian manufacturers were paying higher wages than their brethren in Britain, the increase being 25 per cent. and over, and made the astonishing statement that in a file factory in Sheffield as low as sixpence a day was paid in wages. Mr. George, who was president of the Manufacturers' Association last year, in a brief address did not hold out much comfort to the British manufacturer. He said that the best thing Canadian manufacturers could do, after looking out for Canadian trade, was to try and turn the surplus into Imperial channels.

### Keep Glass Duty Down.

J. E. O'Meara and Taylor McVeitty, of Ottawa, representing a number of glass jobbers and dealers, opposed the application recently made by the Window Glass Manufacturing Co. of Canada for higher duty on window glass. The Window Glass Co., they said, had recently established a factory at Cayuga, and is, they said, a branch of the American Window Glass Co. of the United States. Window glass prices, it is claimed, are higher already in Canada than the States, so the glass manufacturers ought to need no further encouragement. Glass is one of the prime necessities of modern life, and any increase in the present duty of 15 per cent. would inflict an uncalled for burden on Canadian consumers.

### Tin Industry's Plea.

The Canada Tin Plate & Sheet Steel Company, whose factory is now in process of erection in Morrisburg, asked the imposition of a 33 1-3 per cent. duty to encourage the manufacture of tin plates,

which hitherto have been on the free list. Parliament, they said, had assisted other branches of the iron and steel industry, particularly in the early stages of their career.

The raw materials entering into the manufacture of tin plate were native to Canada with the exception of tin and palm oil. In manufacturing tin plate highly skilled male labor was necessary, and they proposed at the outset to employ between 350 and 400 hands, obtained from abroad. The selling price of tin plate in protective United States and free trade Wales was almost the same. The manufacture of tin plate was as natural an industry to Canada as was steel rails, and especially cotton. The company intended as soon as possible to install a bar mill for the purpose of rolling bars from steel billets. In 1891 the United States manufactured 999 gross tons of tin and tin plate, and imported 327,882 gross tons. In 1905 the home manufactures had grown to 600,000 tons, while imports had dropped to 62,000 tons. The per capita consumption in Canada of the articles proposed to be manufactured here was greater than in any other country. It had been argued that the imposition of a duty on imported tin plates would raise the price to the Canadian consumer, but in the United States the effect had been to lower the price.

John J. Main said the promoters of the company did not want to increase prices, but to obtain a steady market, which would not be subject to outside influences. The objection to this duty was inspired by the middlemen, who would lose their profits if it went into effect. Hundreds and thousands of small manufacturers would save money by being able to deal directly with the manufacturers in Canada. The industry would require an investment of \$750,000 in the next two years, and \$400,000 would be expended in wages. Given the market, they could furnish all the tin plate required.

P. R. Cumming, Renfrew, manufacturer of wood turnings, steel and wire kitchen utensils, and woodenware, asked that a higher duty be imposed on the finished articles than on the unfinished. He mentioned a series of articles upon which an increase of duty was proposed. He complained of slaughtering in the Canadian market by United States manufacturers.

### Anti-Dumping Clause.

Mr. Vallance, Hamilton, and Peleg Howland, Toronto, and other jobbers from Montreal, Ottawa and other cities, representing the Canadian Wholesale Hardware Association, asked, first, for the repeal of the anti-dumping clause. It was, they declared, impossible of equitable application; it encouraged fraud; it was an injustice to honest importers; it was an unwarranted restriction on freedom of purchase; its tendency was to take the trade in such lines as were affected from the Canadian wholesale merchant and give it to his foreign competitors; it unduly enhanced the laid-down cost of such lines as Canadian manufacturers could not supply when crowded with business, with resultant serious loss on contracts. An increased duty in place of this clause would be infinitely less objectionable.

Secondly, the deputation asked that such regulations be made as would give the Canadian merchant a chance to obtain a fair share of the business, in such



commodities as were permitted free or low duty entry when brought in by manufacturers for consumption in their own factories.

Thirdly, it was asked that regulations be made that would permit the entry of goods at the home market price ruling in the country of export at the time purchases were made, if such goods were delivered within a reasonable time.

Fourthly, that all Customs rulings affecting this branch of business be immediately communicated to the importing hardware trade.

Fourthly, that all Customs rulings upon, an effort be made to make the tariff as simple as possible, by having as few different rates as possible, and enumerating under each paragraph or heading as many articles as possible to assist uniformity of entry.

Sixthly, that if a simpler system of certificates and declarations can be devised, it be adopted.

Mr. Howland sustained this request by an argument which soon became a debate, the Ministers joining issue with him. He maintained that the effect of the anti-dumping clause was to order importers to buy at a combine price, whereas if a combine existed in Canada the duty was thrown down. Importers were continually being asked, he said, by foreign manufacturers to arrange various plans for evading the clause, by charging advertising, traveling expenses, etc. He declared that he had never encountered any instances of American manufacturers selling below actual cost. Mr. Fielding and Mr. Paterson contested this, declaring that prior to the adoption of the clause instances of slaughtering had occurred which were deliberately designed to strangle a Canadian industry. The point was debated at great length, Mr. Howland being the principal speaker for the deputation, though T. B. Lee, of Rice Lewis & Son, Toronto, and C. A. Whitman, of the Hobbs Hardware Co., London, took part.

#### Keep Out British Goods.

John Campbell, of Trenton, N.J., and Henderson Black, of St. Johns, Que., asked for a duty on sanitary earthenware of 35 per cent. against Britain and 45 per cent. against the States. An American company had recently taken over the pottery factory at St. Johns, and had made large improvements thereon. They had 40 per cent. protection already against the States under the anti-dumping clause, but wanted more protection against cheap and inferior British competition.

#### Rolling Mill Interests.

The rolling mill interests were represented by J. R. Kinghorn, for the Mont-

## When The Sign Goes Up

When *THE SHERWIN-WILLIAMS* Agency Sign is nailed up it means better quality and better business for the dealer. It represents the best made paint, the best advertised paint and the best selling paint on the market.

And this representation means new trade more easily secured and old trade more easily retained. It enlivens every line of goods a dealer carries and is a tonic for his stock in every season of the year.

If you want a splendid proposition you should write us at once. Back of the S-W. Agency Sign is a record of forty years of good paint making and selling, and we have a line and advertising for you that assures success.

The spring paint business opens soon. Take advantage *now*.

**THE SHERWIN-WILLIAMS Co.**  
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 630 Centre St., Montreal.  
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg.



## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited,  
HAMILTON, ONT.

real Rolling Mills Co., the Pillow-Hersey Co., and the London Rolling Mills; T. W. Watson, Toronto Bolt & Forging Co.; A. J. Wood, Portland Rolling Mills Co.; J. B. Peck, Peck Rolling Mills. They emphatically protested against the increase in the duty on iron or steel, scrap, pig iron and steel billets, unless the Government were prepared to give them a relatively higher duty on the items they were interested in finishing. This would involve an increase of \$2.25 per ton on rolled iron or steel angles, girders and other rolled shapes or sections, on bar iron or steel, and on rolled iron or steel plates. Based upon the actual import conditions in the last fiscal year the change of the items referred to and those tributary to them would mean that the users of iron and steel in Canada would pay an additional sum of \$1,629,349. During the eleven months ending November 30, 1905, the interests concerned consumed 39,177 net tons of steel billets, or 43,188 tons per annum. In addition during the year ending June 30, 87,525 tons of material were imported into Canada that could be made by the steel companies and present mills, rolled from steel billets. As the Government must be aware, no steel billets were offered for sale in Canada, the two

large companies turning their products into finished material. In their opinion the Government should encourage the manufacture of pig iron and steel by bounty in Canada. There was no justification for the increases protested against as it was commercially of much greater interest to the labor of this country that the development or the finishing of material from the steel billets should be encouraged. Taking it for granted that there would be no change in the duties on scrap iron, pig iron and steel billets, the deputation recommended a number of changes as desirable in the rolling mill interests. Approval was expressed of the British preference and the levying of specific duties, more generally and specifically upon the products of iron and steel.

Tenders have been called for the construction of two sections of the Grand Trunk Pacific Railway, one being from Winnipeg east 245 miles, and the other from Quebec westward a distance of 150 miles. The contractors must purchase all material in Canada as far as possible, and pay the current wages of the districts in which they are operating.



# WINDOW AND INTERIOR DISPLAYS

## TYPICAL WESTERN STORE.

Western hardware stores are noted for the attractiveness with which they are arranged and the goods displayed, and that of Messrs. Martin & Pyrcz, of the interior and exterior of whose store at Leduc, Alta., are shown on this page, is no exception to the rule. It is typical of western enterprise.

The store building itself is a substantial structure, the store having a corner entrance and large show windows. Neither the outside display of goods nor the window display is overdone—indeed, the latter might be improved upon somewhat. The interior, however, is very well arranged, the corner entrance allowing a large floor space and showing to advantage the neat counter and silent salesman, there being in the latter good lines of cutlery and silverware. The lamps hanging from the metallic ceiling, the string of lanterns, the rope coming through auger holes in the floor, the neat shelving and general display of tools, paints, heating goods, etc., all add to the excellence of the interior arrangement, and win commendations for the proprietors.

## FROSTED WINDOWS.

The frosting of windows is a problem that bobs up every Winter. To get at this question intelligently it may be

the glass, is congealed and becomes frost on the window. The difference in temperature on the two sides of the glass does this. A similar action is noted when a pitcher of cold water is brought into a warm room. The warm air of the room striking the cool side of the pitcher is turned into moisture—is condensed until it is drops of water. This being the case, it is easy to see that the real solution of the frosty window problem is the keeping of the temperature the same on both sides of the glass.

There are other ways of keeping off frost when the weather is not very cold, however. By keeping a row of air pipes against the window the frost will be prevented. The moving air dries up the moisture so fast that it does not form on the glass. For the same reason, a row of gas jets along the bottom of the window will keep it clear in mild weather, or a lamp will serve the same purpose. But these methods are not working along the right lines. They are not striking at the root of the trouble. They are curative rather than preventive.

In cold weather windows must be completely boxed in. No heat from the store should get into them. There must be openings of sufficient sizes at the top and bottom to allow a free circulation of the air. If this is done the window will not frost over except

weather, but the only real way to prevent is the one noted.

There are solutions of different kinds that will aid in keeping the window free in mild weather. They include



Martin & Pyrcz, Hardware Store, Leduc, Alta.

glycerine and water, ammonia and water, etc. They will help in the Fall and Spring. The plan of holes at the top and bottom is a good one, taking care that the window is well boxed in and that the holes are large enough to allow plenty of air to get in. Fine screens should be fastened over the openings to keep out as much dirt as possible.

W. H. Roach & Co., dry goods merchants, Windsor, N.S., had a most attractive and unique window trim recently. It was a miniature circus worked by unseen mechanism. There was the big tent with the usual notice, the procession of animals, acrobats and riders, which all passed before the eye in the most natural manner. Mr. Roach invented and arranged the attraction and was much congratulated on his work.

Does your window tell the story you wish it to convey? Does it tell a story of system, of principle and high ideals? Or does it tell a story of slipshod treatment of customers? Or is it a dumb window so far as real impressions are concerned?

If you feature your goods in the window, using all accessories in a subordinate position, your displays ought to sell goods. When some foreign object is made to dominate the window trim, the goods being apologetically thrust into obscure places, the effort is likely to be very small. As "it's results we want," we advise the featuring of the goods.



Neatly Arranged Interior of a Western Canada Store.

well to consider the cause of the window's frosting. It is simple enough. The cold outside air cools the glass and the warm air on the inside containing moisture coming in contact with

in very unusual, damp weather. City department stores use this method, and it rarely fails to work. The window must be as cold inside as outside. Gas jets, lamps, fans, etc., will help in mild



## STOVES AND TINWARE

### SYSTEM IN THE TINSHOP.

In keeping pace with and a little ahead of modern business methods a proper allowance for systematization should be made. Especial emphasis should be placed on the proper systematization of time. In this greater difficulties will be met by the tinsmith than by the hardware, dry goods, drug, paint, shoe or other retailer. The demand for tin work is distinctly and primarily seasonable, particularly if furnace work and roofing are considered the essence of the modern tinsmith's business.

How to tide over business from the strenuous months of Fall to the dull months of Winter and early Spring are problems that have proved so formidable to most tinner as to seem invincible. January, February, March are months of leisure and recuperation for most tinner. That work should be distributed more evenly through the twelve months of the year is obvious. The result would be less work during the busy season and more work during the dull season.

It is not our purpose or our privilege to point out concrete ways by which this work can be distributed more equally. That remains for the individual and depends upon environment, business province, needs of the community and other relations. We can and do suggest one thing, however, that every tinner should manage to accomplish during the three months in question. We refer to personal investigation into the work already finished.

"When a job is done, it's done. It is then well to look abroad for new worlds to conquer." Such is the general opinion of the tinsmith. "When a furnace is installed, let it remain installed. If no kick is coming, take the money and go on your way rejoicing." Thus speaks the veteran. We are not disposed to agree with the veteran. We believe that inquiry, unsolicited on the part of the user, should be made after the furnace has been put in operation. We feel the heating expert should call personally on the user, should inquire concerning the success or failure of the heater, should offer pertinent advice concerning the best methods of operation.

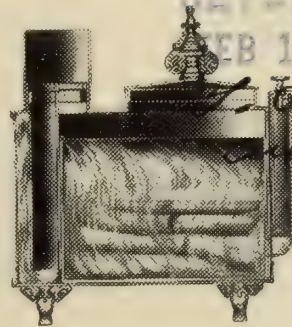
To support the claim we offer three reasons: First, any just complaint that the use of the furnace may have developed will be mitigated if not annulled by the courtesy of the dealer in calling. Second, many people prefer to nourish their criticism rather than voice it, simply transferring their patronage to other concerns on future occasion. The grievance of these will be righted by the dealer's visit and confidence restored. Third, the loyalty and honesty of the dealer in seemingly welcoming criticism will enhance the dealer's local reputation. His singular faithfulness will form a topic of conversation, and a satisfied customer is invariably the dealer's best friend. The same arguments apply to stoves, roofs and other comparatively large jobs.

While personal visits of this kind are

most profitable, and while eventually they should tend to equalize the year's work by bringing in seasonable orders before the rush period, there are other methods to be used, according to the dealer's own requirements. Several tinner, for instance, devote the dull months to the manufacture of steel boats. Others lay up a supply of stove and furnace pipe. Still others revert to old methods and construct tinware. We recommend, furthermore, the manufacture of the more fancy kinds of egg boilers, coffee pots, dinner pails, coal hods, wash boilers, finials, dust pans, steel range ventilators. It can hardly prove profitable for dealers to manufacture common types of these specialties, which are turned out in great quantities by large plants, but the kind of specialty to be made and then stored for future sale can readily be determined by the individual tinsmith.—American Artizan.

### NEW INVENTION.

The Mundy down draft base burner shown in the accompanying cut is a new departure in the manufacture of wood



burning stoves. There is a double lining all around inside of the stove, within four inches of the top. Down the back there is a flue, at the top of which is a damper in the pipe collar. When the damper is turned back the draft is direct, but when turned forward the fire and smoke must travel down both sides and up the flue to find an outlet. The advantage claimed for this stove is that it expends its heat, instead of allowing it to escape up the chimney. The top draft tube is placed on the outside to avoid burning out and bruising. The maker, W. J. Mundy, of Petrolia, asserts this to be the strongest draft known.

### PEASE COMPANY EXPANDS.

The Pease Foundry Company have sold their building on Queen street east, Toronto, and have removed their offices to the new Stair building on the corner of Bay and Adelaide streets, where they expect to be located for the next six months. They have purchased another

site on Queen street east between Yonge and Victoria, and will break ground early in March for a new building of their own in which they will have splendid offices and showrooms, the Pease Heating Company being also quartered in the new building.

For the present the down town showrooms have been discontinued, all the stock of furnaces and heating goods being carried at the company's works on Shaw street adjoining the C.P.R. tracks. As already announced in Hardware and Metal, large buildings have been erected on this site and during the coming Spring a commodious foundry building will also be constructed, their present foundry being at Mimico. The factory site fronts on the railway tracks and stretches from Shaw street to Ossington avenue.

The company's business is steadily growing and the present move indicates in a measure the great expansion of the business and the popularity of the Pease heating goods throughout Canada.

### STOVE ITEMS.

Selling stoves on installments is better than giving credit for an indefinite time.

\*\*\*

Don't neglect your stock of stove polish, and be sure to use some on the stoves carried in stock.

\*\*\*

It's never too late to sell a heater. Take advantage of the present cold spell to push sales among hesitating customers.

\*\*\*

The Hamilton Tinsmiths' Union have notified their employers that with the coming season the men will expect 30 cents an hour for a day of nine hours. The men received 25 cents an hour and worked on a ten-hour basis.

\*\*\*

Try a stove demonstration one of these cold days. It will give the farmers and others something to talk about, and you will certainly get some advertising out of it. Get the grocer to go in with you, he furnishing the pancake flour and so forth and you the range. It's a good thing.

\*\*\*

Every dealer should have a large supply of catalogues on hand. Send for copies of the catalogues of manufacturers from whom you have not bought goods as yet. It will be of advantage to know the competitor's goods — and perhaps you may find some good points that your lines haven't, sufficient for you to send a trial order for a new line.

\*\*\*

Many stove merchants think that the furnace business comes late in the year, but the best time to sell furnaces is when buildings are being planned and erected. The chances are much better for a man putting in a furnace when he is building than of his doing it afterward. That means that it will soon be time to talk furnaces. The Winter will soon be over and the carpenters busy again. Post yourself now. Send for furnace catalogues and all other information that will help you.



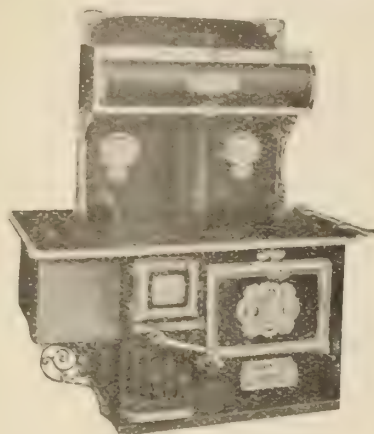
## ***This Season—Push the Range it Pays to Push***

Every range you sell sells more ranges—if you sold the right range to start with. If you didn't—if you sold for profit only, and took chances on the good name or bad name the range gave you—what becomes of your business future?

Suppose you push now a range you can believe in—the range that earns you an easy profit—the range it pays to push—

***The Range with a reputation***

### **The OXFORD CHANCELLOR RANGE**



Look at the photograph of this handsome new Steel Range with the improved cast front and cast iron reservoir. Doesn't it look like a seller?

Absolutely, no maker ever yet built a steel range so good, so modern, so complete—and yet so low-priced.

Big asbestos lined oven, with patent spring drop-door—perforated movable steel bottom.

Duplex grates for hard coal—remove them for repairs without disturbing the linings or water front. Built also for wood burning; or specially fitted with all iron linings (and flat grate, if wanted) for soft coal burning.

Draft control most sensitive of any and easiest to regulate—saves fuel and uses all the fuel's heat possible.

***You never saw a range with so much selling power.***

You never saw one that shows such value for its price.

Why don't you write us for our special proposal to live dealers? Now?

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

## **The Gurney Foundry Company, Limited**

**TORONTO**

**WINNIPEG**

**VANCOUVER**

87

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.



### **"Samson" Railroad or Delivery Can**

**WITH SEAMLESS OR BELL  
COVER MADE UP**

Made in 6, 8, 10 or 12 gallon  
sizes.

Is always supplied with "Samson" seamless bottom, seamless cover, seamless neck and breast and "D" side handles.



### **"Samson" Railroad or Delivery Can Trimmings**

A set consists of cover, seamless neck and breast, pair of "D" side handles and "Samson" seamless bottom.

Any size can be made by making bottom deeper.

These trimmings make the best can on the

Canadian market.

**PROMPT SHIPMENT**

## **The McClary Manufacturing Co.**

LONDON,

TORONTO,

MONTREAL,

WINNIPEG,

VANCOUVER,

ST. JOHN, N.B.

HAMILTON

**"Everything for the Tinsmith."**



## "A Burning Question"

How much fuel will **"The Joy Malleable and Steel Range"** burn in doing a stated amount of baking, cooking, washing or ironing in comparison with other ranges and cook stoves?—is a fair, reasonable and proper question. In actual tests it has saved one-third. We believe that it will do that easily. Why? The proportion of the fire box and its relation to the oven, together with accurately proportioned roomy flues, makes it a quick and even baker. The air-tight asbestos lined bodies force the heat through the malleable top plates, which are much thinner than grey iron plates—making cooking, boiling clothes, and heating sad irons a short process.

One-third of the fuel saved, soon pays for the range. Save your customers money, and yourself trouble, by handling the only Malleable Range made in Canada, sold through dealers.

### Joy Mfg. Co.

32 William Ave.

...Toronto

## There's a Difference

When you order

### METALLIC ASH-SIFTERS

you make a good move, one that will yield excellent returns.

When you order wooden sifters you order against your best interests.

There may be a few enquiries for wooden sifters, but they are growing fewer every day.

The **METALLIC ASH-SIFTER** is the only sifter that **REALLY** gives satisfaction.

—WRITE FOR CIRCULAR—

**C. M. CUTTS & CO.**

Sole Makers,

TORONTO JUNCTION, ONT.

## Hardware Dealers!

**PLIERS, PINCERS, SNIPS,  
FOLDING RULES, Etc.**

SEND FOR CATALOGUE

**McLEAN & SOPHUS, 301 St. James Street, MONTREAL**

Wholesale Importers

EXAMINE

### THE EMPIRE QUEEN RANGE



and you will find it is constructed on the most modern principles. Firebox, Oven, Castings, Reservoir, Ash-pit, High Shelf, High Closet—it doesn't matter what part you examine—excellence is stamped on one and all.

Now, Mr. Dealer,  
DOESN'T

### THE EMPIRE QUEEN RANGE

deserve a trial at your hands? We'll guarantee every range you take to give satisfaction.

Postpone no longer your writing to us. We want to send you a copy of our Booklet.

**The Canadian Heating & Ventilating Co. Limited,**  
OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man.,  
Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St.,  
Montreal, Que., Agents for the Province of Quebec.

## BONE CUTTERS

ALL SIZES

Hand Machines

Power Machines

Interchangeable  
Machines

There is a big  
demand during the  
winter months for  
these goods.

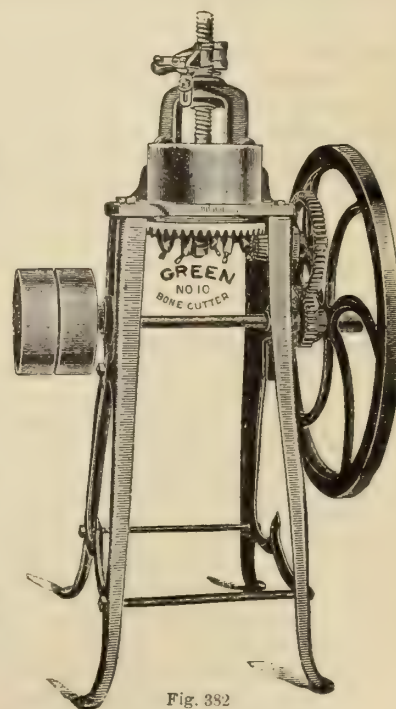


Fig. 382

Send at once for catalogue and prices.

MANUFACTURED BY

**The London Foundry Co.**

London, Ont.

Limited



# HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN

The MacLean Publishing Co.  
Limited

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Cable Address { Adscript, London  
Adscript, Canada

## NEW ADVERTISEMENTS.

B. Wiser, S. F., & Co. Fort Wayne, Ind.  
Canala Cycle and Motor Co., Toronto.  
McGregor-Banwell Fence Co., Walkerville.

## AMERICAN COMPANY PROMOTERS.

Warnings have been frequently given by this paper against the sharp practices of company promoters from the United States who come over to Canada to float the stock of industrial enterprises amongst farmers and business men who have a few dollars to invest in concerns which promise fair returns.

The experience of the shareholders of the National Portland Cement Company, a report of whose annual meeting is given on another page, is an instance in point which goes to show that the warnings were timely. The National Company was promoted by men from Michigan and Ohio who interested some Canadians in the proposition. Of the million dollars capitalization one-quarter was taken in promotion fees, and in spending the other three-quarters of a million large sums also probably went into the hands of the promoters in the form of commissions on machinery bought and buildings erected. That some of the promoters are said to have retired from business life shows that the promotion business has been a lucrative one.

But the shareholders in the Durham company were not through with the promoters after the company was organized and the plant in operation. The fact came out clearly at the annual meeting that friends of the promoters held high-salaried jobs for long terms while managing the concern contrary to what the shareholders considered their best interests. Now that a new election has re-

sulted in the election of a board of directors who will see that the industry is conducted as desired by the Canadian shareholders instead of the American promoters, it is to be hoped that a bright future is in store for the company.

The majority of American promoters are reputable business men, but there are some who are not and the actions of the latter tend to make difficult the flotation of stocks in any industrial enterprise. "Once bitten, twice shy," is a trite saying which expresses the feelings of many who have parted with good money as a result of glowing promises of unscrupulous company promoters.

## BUSINESS MEN AND LEGAL COMBINATIONS.

Lawyers have been having a busy time lately in investigating the workings of different associations of manufacturers and merchants. From the evidence that has been brought out in these investigations it is quite evident that there was need for the investigation, although, as we pointed out in a former issue, their zeal has led them to the prosecution of associations which probably should have been left alone.

When the lawyers have completed their task would it not be well for the business men's organizations of this country to start an investigation of the combine that exists among lawyers? One thing is certain, there is a combination among lawyers and it is a combination so strong that it is master of the situation.

A lawyer has been described as "one who collects your money for you and appropriates it unto himself." While this is a somewhat exaggerated way in which to define a lawyer, everyone who has had experience with lawyers, and especially in cases before the courts, has come to the conclusion that the lion's share of the proceeds in most cases for the recovery of money goes to the lawyer and for other legal expenses.

There is no combination of business men that possesses the power the lawyers do. If business men, for example, were to state conditions and limitations under which men should enter into business, such a cry would rise up all over this country as would soon cause their dissipation. Practically, however, this is what the lawyers do.

Paradoxical as it may seem to say so, it is because the lawyers have largely the making of the laws of the land that we have a great deal of law and very little justice. As the law stands to-day, the complainant too often finds that while he gets the verdict the lawyers get nearly all the money which proceedings have been taken to recover.

There is no class in the community which feels as keenly as business men the unjust condition of affairs which exists in the administration of the law regarding business matters, largely because the legal profession is surrounded by a combination of the most objectionable description.

## DON'T NEGLECT SIDE LINES.

There are several classes of goods which are considered side lines to which too little attention is paid by many merchants. Churns, washing machines, and wire fencing are three lines which are too often sold direct to the consumers or sold through agents who canvass for business.

If the manufacturing company or the implement agent can handle these lines profitably why cannot the hardware merchant? And if it pays these agents to take a horse and rig and make a house to house canvass of the farm houses for business, why will it not pay the local retailer?

The hardware merchant who makes it a point to spend a day each week, or half a dozen days during the month in going from farm house to farm house on the different roads converging into his town, is the man who is paving the way for greater business in the future by getting acquainted with the farmers and their wives and families.

On these trips, too, he has opportunities to suggest and show samples of wire fencing and cream separators for the farmer, or such labor-saving devices as washing machines for the farmer's wife. The large profits made on these lines by traveling agents should go to the merchant who is enterprising enough to go after the business. He is known to the customers as being able to make good any loss or repair any breakages, while the traveling agent or catalogue house salesman is too far removed from the customer to be of any service in times of need.

By adopting enterprising business methods and backing them up with push and energy, good salesmanship and live advertising, hardware merchants can hold the trade in many side lines which rightly belong to the hardware store but are now disposed of through other sources through the neglect of the dealers to take advantage of their ordinary opportunities.

## PAINT FOR NEW LISKEARD.

The Temiskaming Herald says a new company, with a strong local backing, has been formed for the purpose of establishing a paint manufactory at New Liskeard. W. A. Middleton, who is promoting the company, has purchased exclusive rights for the Temiskaming district.



## SPECIAL SALES IN DULL SEASONS.

January, February and March are perhaps the dullest months in the history of the hardware business. The wintry weather makes daily shopping tours inconvenient and consumers are inclined to do with the old rather than venture out into the cold. There is little actual necessity for anything. With purses fairly emptied by pre-holiday purchases, consumers are not in a position to again run up a heavy bill. There is indifference on the part of the purchaser for buying. In most cases the hardware dealer is in different likewise. Consequently and naturally, the daily bill of sales amounts to a minimum.

Before a stone can be moved, before a stream can be made to run up hill, it is necessary to exert physical strength to overcome physical resistance. Nothing can be accomplished without the expenditure of something. Unless hardware dealers exert some vital force to overcome the lethargy characteristic of consumers in the first three months of the year, little of value will result.

The difficulty has been solved and overcome by the most successful retail merchants of the country. On the day following Christmas, the great January sales of all the department stores are announced. These sales continue in some cases for one month, in some cases for six weeks—long enough to overcome the natural reaction following a heavy buying period. All products are marked down and are sold not at a loss but at a reduced figure.

Can hardware dealers do this? asks the American Artisan. Can they mark down the price on carpenters' tools, for instance—tools which are just as good six months hence as they are to-day? If they can get a good stiff price for a carpenter's plane in June, why sell it at a reduction of ten per cent. to-day? And even if a reduction is made is it probable that the inducement will be appreciated? If a dealer cannot make a wide, profitable profit in the sale of merchandise why continue business? These are the questions that naturally arise when discussing the subject.

While the first question has been asked and refuted by many dealers, the practicability of the scheme is so obvious as to require little exertion of the faculty of reasoning. The refutation is based upon a theory that only a certain amount of products can be sold to a given community at any figure or with any inducements. The theory is wrong. Consumers as a whole neither literally nor figuratively contribute to an immense pocketbook that contains their contributions to the hardware market for the year. The individual contributions of any consumer are not limited nor are they defined by any specific rules

or regulations. The amount is elastic and will be increased or decreased according as the hardware articles are better or worse, according as they are offered in a more attractive or a more slovenly manner and according as prices are high or low. Consequently we feel that the dealer who sells a plane at a discount of ten per cent. now will not, as a rule, lose the sale of a second plane in June or July at the actual list price. In fact, we are confident and believe it has been well demonstrated by experience that the dealer who offers reductions in dull seasons and holds to his list prices in other seasons will always increase his sales. A reduction on planes in January or February will sell planes during these months and will not prevent sales on the same products in other months.

And then the question comes up, will the inducement be appreciated? Will a person living two miles from town be inclined to set sail on a morning when the temperature is fifteen degrees below zero and the snow four feet high, go to town and get a plane on which there is a reduction of sixty cents or perhaps forty? Figuring out the matter in this way, it is safe to assume that the farmer will not, but by establishing a reputation for special sales in the early months of the year, the dealer can overcome a tendency toward calculation of this sort. All dry goods purchasers in Chicago, for instance, realize that post-holiday reductions will be made by the large department stores and do not figure that ten cents can be saved on a pair of stockings and one and one-half cent on a yard of dress goods or thirty cents on a pair of shoes. They note that reductions will be made at that time and consequently they buy at that time. The local hardware dealer can establish a similar sentiment by similar methods.

Large retailers, who have built up a reputation for January sales, find the scheme very profitable. They not only succeed in relieving the pressure on the busy seasons by getting customers to lay in heavily during January, but they take trade from the more conservative rivals who do not offer post-holiday reductions. Customers often put off buying in anticipation of the January sales and even more often buy for future needs. To instill in customers a habit of buying in advance is of course immensely to the interest of the retailer.

Hardware dealers of twenty years ago obtained profits of from forty to two hundred per cent. on almost all wares. Some specialties sold at a mark near the cost and we believe that in a few cases actual losses were endured. On the whole, however, profits were large, no department stores or retail catalogue houses interfered, competitors were few-

er and less aggressive, and the millennium had arrived. These hardware dealers cannot get over the fact that to-day conditions are changed, that it is now necessary to reduce profits and increase the number of sales. The fact must be recognized, however. It is not a theory or the observation of one man. It is a fact and it is generally acknowledged. It is not only necessary to-day to sell things at small margins of profit but it is almost as necessary to offer what are called leaders. These leaders are not often sold at figures below the cost price. They are usually attractive because of novel features rather than low price.

It is these leaders which will build up the trade in January and February. We do not recommend carpenters' tools. These are offered as an example—the hardest possible to prove our case. A number of the largest jobbing houses are offering especially attractive wares for exactly this purpose. These wares consist of different kinds of crockery and kitchen ware, coffee pots, cream separators, waiters' trays, match safes, family scales, shot guns, food choppers, feed cutters, chafing dishes, interroom telephones, step ladders, glassware, etc., etc. It will be noted that the articles selected might be classed as luxuries rather than necessities. The demand for luxuries is not fixed. It is variable and responsive to suggestions by the retail stores. All of the articles quoted can be pushed during February and March and pushed hard. While the profits on these goods may be reduced to a minimum, if the local hardware prices are not demoralized, only the most conservative retailers will argue that no sales at all or a few sales are more satisfactory than many sales at a profit that must be computed by the use of the decimal system.

### PROFIT BY MISTAKES.

It is said that we do not profit by the experience of others, that only out of our own experience come the lessons which experience impresses upon us, says an exchange.

In making plans for 1906 give some time to thinking over the weak spots in your record for 1905. Strengthen those places if you can. Do your best at any rate.

Perhaps you fell down on the selling end of your business, or made some mistakes in buying. And after that was said and done maybe you did not clean the collections up as you should.

Some of those mistakes you may not be able to correct. It may be that conditions were to blame fully as much as yourself.

But it is well to face the actual condition, and in making its close acquaintance to be prepared to meet it right should it ever arise again.



### EXPLOSIVE BY-LAWS DIS-REGARDED.

A most dangerous state of affairs was revealed by Mr. Benoit, chief of the Montreal fire brigade, at a recent meeting of the Fire and Light Committee.

It will be remembered that in October last reference was made in these columns to the new building by-laws, which required all salesmen of explosives to keep them in an iron receptacle placed on wheels, and conspicuously labelled "Explosive," so that, in case of fire, they might be run out of the way by the firemen. Owing, however, to the lack of any knowledge as to the premises where explosives are stored, this by-law is practically a dead letter, and the staff of the building inspector's office is quite unable to enforce it.

Moreover, it seems that the civic authorities have no record of those places in the city where dynamite and other explosives are stored by licensed dealers, while, in some instances, storekeepers who are not licensed keep stocks of dynamite and other dangerous explosives in sheds at the rear of their premises.

This condition is to a certain extent explained by the fact that the licenses to store and sell explosives are granted, not by the city, but by the Quebec Government, who alone have the record.

There are undoubtedly many towns in all parts of Canada where explosives are carelessly stored. Hardwaremen are much to blame in this regard, and it is through them primarily that reforms must be instituted.

### VALUE OF ATTRACTIVE LABELS.

In a recent report of Canada's Commercial Agent in Japan, a good point is made regarding the failure of some Canadian manufactured goods to make headway on the Japanese market.

Prominent importing firms have written the office in Yokohama giving the information that the wrappings and labels upon packages and boxes coming from Canada are not up-to-date, when compared with those from the United States and Europe. This criticism is not applied to butter packages from the Canadian Government creameries, which are a model of attractive design.

It is in this lack of attention to detail that Canadian business men frequently fall down. One can scarcely fail to notice, in almost any retail store in the country, how unattractive are most of the domestic packages on the shelves. Many firms regard as quite superfluous any effort to increase the sales of their goods in this apparently indirect method, but if retailers who have noticed the same discrepancy as is referred to in the report of our commercial agent, would severally petition the manufacturers for an improvement, the end would soon be attained.

## SUCCESSFUL JOBBERS AND SALESMEN.

No. 18.

To be a successful salesman a traveler must combine many good qualities. He must be a business man and also possess a genial disposition and be ready to take a knock with a smile. Perseverance is also a necessary quality and though a prospective customer may turn the salesman down time after time, the traveler who wins always keeps on calling and endeavoring gradually to win the confidence of the buyer.

The well-formed face shown this week, that of John E. Young, who represents the Hobbs Hardware Company, London,



J. E. Young,  
Representing the Hobbs Hardware Co., London, in  
the southern part of Ontario and in  
the Niagara Peninsula.

in the southern part of Ontario and in the Niagara peninsula, shows him to possess the necessary qualifications for a successful commercial traveler. As one of his friends recently said: "Mr. Young is a general favorite, his motto being 'Laugh and the world laughs with you,' but when business is mentioned he is 'Johnnie on the spot.'"

Mr. Young has been in the hardware business for fifteen years, ten years of this having been in the retail store of Messrs. A. Westman & Company, London. Commencing with them as a boy, hard work and earnest endeavor won him the confidence of his employers and secured his promotion to the position of head salesman. Unable to climb higher as an employe he associated himself with the wholesale trade, accepting a position with the Hobbs Hardware Company five years ago. During this time he has made a good reputation for himself

as a salesman and is now one of the best known traveling salesmen in Western Ontario.

### HIS SALARY RAISED AT 72.

There is a commercial traveler in Canada who is a standing rebuke to Dr. Osler's old age theory. He is seventy-two years of age and has been on the road for about fifty-five years.

He is still considered one of the best travelers on the road, and that his principals still have confidence in him is evidenced by the fact that at the beginning of the new year an increase of \$300 was made to his salary.

As he is still vigorous and is likely to maintain his vigor for some time we may look for another advance in his salary at the beginning of next year.

This gentleman, it might be said, represents a large manufacturing firm with factories both in Canada and the United States.

### A POINTER FOR TRAVELING MEN.

Traveling men, who spend a great deal of time on trains and in hotels, and who get wearied of the ordinary run of newspapers and magazines, will find The Busy Man's Magazine very refreshing. This periodical is unique in the periodical field. It is more than a magazine—it is a score of magazines all in one. Like the composite photograph of a hundred authors, The Busy Man's Magazine is a composite publication of a hundred periodicals. It culls the best from them all and presents it in an appetizing and invigorating form. Every travel-worn commercial man should try this new remedy for the weariness of the road.

### SEASONABLE SUGGESTIONS.

Spend more time pleasing customers and less criticizing competitors.

Catch your customers coming and going by selling coal as well as the heaters and ranges in which to burn it.

Get after the carpenters' and painters' tool and brush business before Spring opens.

Electric door bells are a good line to "push," and the ordinary door pulls are also good sellers. Advertise them.

Food choppers and other labor-saving kitchen devices are always in season.

A neat store will attract women customers and it certainly will not drive away business from the male sex.

Recognize no dull season as a necessity but push for trade all the time.

Create and jealously guard a reputation for absolute squareness in all dealings.



## HARDWARE TRADE GOSSIP

### Quebec.

C. A. Gingras has joined the traveling staff of Lewis Bros., Limited.

Ulric Hervieux, tinsmith, of St. Cuthbert, visited Montreal one day this week.

Alex. Bonin, plumber and tinsmith, of Joliette, came in to the metropolis this week to place some orders.

Jas. McClatchie, of McClatchie Bros., hardware merchants and plumbers, of Cowansville, was in Montreal.

W. H. Evans, of the Canada Paint Company, has been ill for some days, and is unable to attend to his business duties.

C. Dolph, manager of the Metal Shingle & Siding Co., Preston, Ont., was in Montreal Wednesday en route to New York.

McLean & Sophus, Montreal, are showing a fine lot of sample pincers, etc., just received from Schuchardt & Schutte.

Paul R. Hanson, sales manager of the Canadian Rubber Company, Montreal, is in Ottawa this week attending a convention.

The Simonds Saw Co., (formerly Canada Saw Co.) are moving into their new factory near St. Henri Station, Montreal.

Mr. Tucker, of Alex. McArthur & Co., paper manufacturers, Montreal, has returned from a month's visit in the Old Country.

Mr. Kinsman, representing North Bros.' Mfg. Company, Philadelphia, Pa., called on the Montreal wholesale trade this week.

Mr. Vigneault, of Vigneault & Courchesne, hardware merchants, Joliette, was laid up for a few days last week with a bad attack of gripe.

Mr. McBride, of Alex. McBride & Co., hardware merchants, Calgary, Alta., was in Montreal on a business and pleasure visit a few days ago.

A. Latremouille, who represents the ware store at 229A Centre street, Montreal. It will be one of the finest retail establishments on "the Point."

A. H. Campbell, of A. C. Leslie & Co., Montreal, is now convalescent, though it will be some time before he will be able to resume his business duties.

Ed. Skedden, president and general manager of the Skedden Brush Co., Limited, Hamilton, visited Montreal this week, calling on several firms in the trade.

Mr. McDonald, Montreal representative of the Standard Sanitary Ideal Company, Port Hope, has returned from a trip to Sydney and other Maritime Province points.

Thos. Black, of Winnipeg, dealer in hardware specialties and manufacturers' agent, was in Montreal last week, and placed several important orders with wholesale houses there.

A. Latremouille, who represents the

Seybold & Sons' Company in the Lower Ottawa and a portion of the Eastern Townships, has been ill for a couple of weeks and unable to go out on his ground.

The death occurred in Montreal, Sunday, of Edward H. Copland, head of the firm of Copland & Company, wholesale importers. Mr. Copland was one of Montreal's oldest business men, being 65 years of age.

C. S. Archibald, traveling representative of the Portland Rolling Mills Co., St. John, N.B., called at the Montreal offices of Hardware and Metal on Wednesday of this week. Mr. Archibald, who covers the greater part of Canada for his firm, reports that business in the iron trade is good everywhere in Canada.

The annual meeting of the Canada Horse Nail Company, Montreal, was held on Tuesday, Jan. 30, at which satisfactory reports were presented regarding the business and condition of the company. In face of increased opposition and low prices, an increase in the sales of the company over the preceding year was reported, and the usual dividend declared.

### Ontario.

George Ross, plumber, Brockville, was in Toronto on Wednesday.

J. N. O'Neil, Georgetown, called on hardware jobbers in Toronto this week.

Mr. Elliot, of Elliot Bros., plumbers, Kingston, was a visitor in Toronto this week.

S. P. Godden, hardware merchant, Toronto, has been on the sick list for the past couple of weeks.

James King, of Warden King & Son, Montreal, spent a couple of days in Toronto during the early part of the week.

P. Douglas McLaren, Winnipeg representative of the Canadian Fairbanks Co., spent a few days in Toronto about a week ago.

F. H. Clergue, of the Consolidated Lake Superior Co., Sault Ste. Marie, spent a couple of days in Toronto during the week.

John Seager, of Doohar & Seager, plumbers, Niagara Falls, N.Y., who has been visiting relatives in Toronto, is recovering from a severe illness.

James Mold, of the Standard Plumbing Co., Winnipeg, passed through Toronto this week on his return home from a visit to Montreal and other eastern points.

Baby & Ecclestone's hardware store, Hamilton, was burglarized last Sunday night, the thieves securing about \$50 worth of skates, cutlery and other articles.

Chas. Howse, who has for some years held an interest in the firm of C. N. Stevenson & Co., Thorold, has accepted a position as traveling salesman with a Buffalo wholesale house.

James Wilson, of the John Ritchie Co., plumbers, Toronto, is recovering from a recent illness, but it will be

some time before he is able to resume his business activities again.

Frank Rosebrugh, of Harrow, has purchased the hardware business of Iveson L. Cooke, of Essex, and will take possession about the first of March. Mr. Cooke has decided to locate at Fenelon Falls.

Cass Cameron, of Cameron & Cameron, hardware merchants, Beaverton, was in Toronto last week consulting a specialist on stomach trouble, having been a sufferer from this ailment for some time.

Stephen Drewe, for over twenty years connected with the Hobbs Hardware Company, London, has tendered his resignation to engage in business in Winnipeg, where he has bought the stock of Macdonald & Fleming.

The price paid by the Kennedy Hardware Company, Toronto, for their new premises at 51 Colborne street, was \$16,000, the land being valued at \$7,500. The building is a substantial one of four storeys and the lot 25x180 feet.

George A. Evans, who is leaving the employ of Rice Lewis & Son to accept a position with the Monarch Typewriter Co., was presented with a handsome club bag last Friday evening by his fellow employees of Rice Lewis & Son.

J. N. Weber, formerly with D. L. Myers, hardware merchant, Stratford, is now covering Western Ontario for Sanderson Percy & Co., Toronto. Mr. Weber is an experienced hardware salesman and will no doubt be successful in his new line of work.

J. A. Milne, a former Torontonian, has been appointed general manager of the Allis-Chalmers-Bullock, Limited, Montreal. Though he has lived in the United States for the last fourteen years he has retained Canadian citizenship. Born in 1872, he left for Chicago in 1892, was appointed acting controller of the Allis-Chalmers Company, Milwaukee, in 1901, and controller the following year. He has been a director of Allis-Chalmers-Bullock, Limited, since a year ago, and will enter upon his new duties about the end of this month.

### Western Canada.

Joshua Peters, of the Record Foundry & Machine Co., is expected to visit Winnipeg soon.

Jas. H. Ashdown, of Winnipeg, has gone south with his family for an extended holiday.

Fred Sermon, of Miller, Morse & Co., returned recently to Winnipeg from a trip to Montreal.

Geo. D. Wood, of Geo. D. Wood & Co., Winnipeg, is planning a trip to England in June.

Secretary J. E. McRobie, of the Western Retail Hardware Association, is spending the week in Winnipeg making preparations for the big convention on the 13th.

Robert Kinread, Winnipeg manager of the Record Foundry & Machine Co., returned to the Manitoba capital recently after an extended trip east. Mr. Kinread visited Montreal and Moncton while in the east.

Henderson & Potts Co., Limited, of Winnipeg, are closing their Lombard street warehouse in pursuance of the arrangement mentioned in a recent issue of this paper whereby Marshall Wells & Co. become their selling agents in the west.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 78.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

**Summerlee Pig Iron** has advanced to \$25.00.  
**Antimony** has gone up to 16½, and 17c.  
**Copper** has declined, being quoted at from 20½ to 20½c.  
**Ingot Zinc** has declined to 7½ and 7½c.  
**Old Rubbers** have declined, and are quoted at from 6½ to 7c.  
**Cotter Pins**—New lists have been declared.  
**Cold Blast Lanterns**—Quotations now are \$4.25.

### TORONTO.

**Lanterns**—Prices are being slashed in an open market, and jobbers are quoting \$4.  
**Cement**—For earloads \$1.40 is now asked.  
**Bar Iron**—A 3c. advance has been made.  
**Antimony**—Another ½c. jump upward is reported.  
**Coal**—Prices are a little lower.  
**Country Rags**—Prices have been advanced.

### WINNIPEG.

**Copper Rivets**—Discount increased.  
**Turpentine**—Advancing.

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
 232 McGill Street,  
 Montreal, Feb. 9, 1906.

Business during the past week has been quite brisk, showing an appreciable increase over last week, and a remarkable situation for this time of year. Shelf goods are moving very strongly, while some houses are reporting good shipments of heavy goods: Large bookings for April delivery of these lines are being made.

Not many changes have been made in prices, the most important being in cold blast lanterns, which are now quoted at \$4.25. New lists on cotter pins have also been adopted.

**Axes**—Trade is rather light. Prices remain: Chopping axes, unhandled, \$6.00 to \$9.50 per dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Lanterns**—Cold blast lantern quotations have been revised this week. The turnover is fair. We quote: Cold blast, \$4.25.

**Rivets and Burrs**—Discounts have undergone no change since the advance noted two weeks ago. We are still giving the following prices. Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent.

off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—There is very little activity manifest in this line at present. Business in the lower parts of the province, where these goods are most called for, is very slack just now. We are still quoting as follows: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Screws**—This is one of the lines which are feeling an added impetus, as the season advances. Our prices are as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Orders are coming in well, and shipments are being made right along. Our discounts remain as follows: 3-8 and smaller, 60 to 10; 7-16 and larger, 55 and 5.

**Horsenails**—Trade is fairly active at the same prices as for some time past. We give discounts as follows: C brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—Good volumes are being shipped regularly. Our price remains \$2.15 per keg, f.o.b. Montreal.

**Cut Nails**—Sales are small, and few in number. We still quote: \$2.20 per keg f.o.b. Montreal.

**Horseshoes**—The market is very steady. Shipments are active. We still quote: P. B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern. No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

**Sporting Goods**—The market is now tending towards Spring goods, and orders for bicycles, sundries, and fishing tackle are coming in freely.

**Building Paper**—There is nothing new in this branch of the business. Orders are being booked in fairly good quantities. Prices remain as before.

**Cement and Firebrick**—As yet, trade is sluggish in cement, although firebrick is moving well. We are still quoting: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90

per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00 to \$2.05. Firebrick, English and Scotch, \$17.00 to \$21.00; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—We are still authorized to quote as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

**Shot**—Price is still quoted at net list.

**Sleigh Bells**—Business in this line is very slack. We still quote: Back straps, 30c. to \$2.50; body straps, 70c. to \$3.50; York Eye bells, common, 70c. to \$1.50; pear shape, \$1.15 to \$2.00; shaft gongs, 20c. to \$2.50; Grelots, 35c. to \$2.00; team bells, \$1.80 to \$5.50; saddle gongs, \$1.10 to \$2.60.

**Horse Blankets**—Our prices are: Jute, unlined, \$4.50; 3-4 lined, \$9.50; full lined, \$12; 16-oz. Hessian, unlined, \$6.50; 3-4 lined, \$11.50; full lined, \$14, and up to \$24; Kersey blankets, \$9 to \$21; all wool, \$24, \$30, \$48 and \$60.

### Raw Furs.

	No. 1.	No. 2.	No. 3.	No. 4.
Bear.....Black	\$18 00	\$12 00	\$4 00	\$1 00
".....Yearlings	15 00	8 00	3 00	....
".....Fishes	7 00	5 00	2 00	0 30
Fisher.....Red	6 00	4 00	2 00	1 00
Fox.....Cross	3 00	2 00	1 00	0 20
".....Lynx	5 00	4 00	2 00	0 50
Marten.....Dark	10 00	5 00	2 00	0 50
".....Pale	5 00	2 75	1 25	0 50
Mink.....Dark	6 00	4 00	1 50	0 50
".....Pale	3 25	2 50	1 50	....
Muskrat.....Spring	0 20	0 15	....	0 03
".....Winter	0 15	0 15	....	0 03
".....Ont. & E. Fall	0 15	0 15	....	....
".....N.W.T. & W. " 11c to	0 12	7c 08	....	0 03
Rabbit.....	0 01	0 00½	....	....
Raccoon.....	1 25	0 70	0 30	0 10
Skunk.....	0 60	1 00	0 75	0 40
Weasel.....White	0 50	0 25	0 10	0 04
Wolf.....Timber	4 00	....	....	....
".....Prairie	1 25	0 50	0 30	....
Wolverine.....	4 00 to 6 00	2 to 3 00	1 to 1 50	50c to 75c

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
 10 Front Street East.  
 Toronto, Feb. 9, 1906.

An open market in lanterns is the event of the week in the hardware market, prices having been cut from \$4.25 to \$4.00 by the jobbers, while some manufacturers are shading these figures and forcing the jobbers out of the market. Jobbers who bought to sell at \$4.25 are quoting cost prices, as they consider the open market is likely to last for considerable time and have no desire to carry dead stock on their hands. The situation is a peculiar one, as the cost of both labor and raw material is steadily increasing and prices, after last year's open markets, should be moving upward rather than being cut lower. The manufacturers have failed to agree on prices, however, and the results will be to de-



**Horseshoes**— Trade continues brisk; prices firm. We quote: P.B. base, \$3.65; 'M.R.M. Co., latest improved pattern' iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and

**Hides**—The market has a still further downward tendency, but no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are in fair quantity, but no more than demand requires.

Hides, inspected, steers,	No. 1	0 11
" " "	No. 2	0 10½
" " "	No. 1	0 10½
" " "	No. 2	0 09
Country hides, flat, per lb.		0 09
Calf skins, No. 1, selected.		0 13
No. 2.		0 10
Sheep skins	1 20	1 30
Horse hides	3 00	3 25
Rendered tallow, per lb.	0 04½	0 04½
Pulled wools, super, per lb.	0 22	0 24
" " extra	0 24	0 25

Metals are generally easier this week on the local market, following weaker prices abroad, that is to say, the tone is somewhat weaker and deliveries are easier, although the only metals in which an absolute decline in price is manifest are copper, which has been reduced 1-2c. in value, and ingot zinc, which has fal-

**Pig Iron**—The boom noted last week is continuing and sales are large. The market generally has firmed up and in the case of Summerlee an advance of



\$1.50 a ton has occurred. We give the following prices:

"Dom." No. 1.	\$19.50 to \$20.00 delivered Montreal
Usual difference in price for lower grades.	
Ferrona No. 1.	\$19.50 delivered Montreal.
" No. 2.	18.00 "
" No. 3.	18.50 "
" No. 4.	18.00 "
Londonderry.	20.50 "
Carron No. 1.	23.00 "
" (special).	22.00 "
Summerlee No. 1.	25.00 "
Clarence No. 1.	20.00 "
" No. 3.	19.50 "

**Tool Steel**—Our prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

**Merchant Steel**—We are still quoting: Sleigh shoe, \$2.17 1-2; tire, \$2.27 1-2; spring, \$2.75; toecalk, \$2.82 1-2; machinery iron finish, \$2.27 1-2; ruled machinery steel, \$2.75; mild, \$2.17 1-2 and upwards; square harrow tooth, \$2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

**Cold Rolled Shafting**—We give the following prices: 3-16 inch to 1-4 inch, \$6.80; 5-16 inch to 11-32 inch, \$5.78; 3-8 inch to 17-32 inch, \$4.76; 9-16 inch to 47-64 inch, \$4.08; 3 1-8 inch, to 3 7-16 inch, \$3.60; 3-4 to 1 7-16 inch, \$3.75; 1 1-2 to 3 inch, \$3.50; 3 1-2 inch to 3 15-16 inch, \$3.75; 4 inch to 4 7-16 inch, \$4.08; 4 1-2 inch to 4 11-16 inch, \$4.42.

**Galvanized Iron**—There is a feeling prevalent that prices will shortly be advanced to the retail trade, as importers have already felt the growing strength of the market. In the meantime we quote prices as follows: Queen's Head, £8 gauge, \$4.25; 26 gauge, \$4.00; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, \$3.50; Fleur-de-Lis, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals' "Best Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots 25c. extra.

**Black Sheets**—The demand is great and mills are very busy with orders. We still quote prices as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—Another very sharp jump of 1 1-4c. a lb. has been declared this week, and even at that it is extremely difficult to obtain reasonable quantities promptly. We are now quoting: 16 3-4c. to 17c. for Cookson's.

**Tin Plates**—The market remains steady with the prices in line as follows: Cokes, base size, 1C, 14 x 20, \$4.00; charcoal, base size, 1C, 14 x 20, \$4.25.

**Terne Plates**—We still quote: \$6.85.

**Ingot Zinc**—In spite of expectations, spelter has declined during the week just past and we are now quoting from

7 1-4c. to 7 1-2c.

**Sheet Zinc**—Although prices have not been revised, it is thought that the weakness of spelter will shortly result in lower prices for sheet zinc also. In the meantime we quote: 8 1-4c. in casks, 8 1-2c. in less than casks.

**Sheet Lead**—Our prices remain: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—There is not a great deal of activity in this line just now, but the price is firmly held at \$2.05 f.o.b. Montreal.

**Old Material**—The copper market is scarcely as strong as last week, though our prices will stand, as there is not any great quantity being offered. Cast iron shows an active market and prices are well maintained. There is no change in the wrought iron situation and quotations are arbitrary, being governed by the mills. So far as rubber is concerned there is not much doing and there seems to be a feeling among manufacturers that they will be able to get the price lower than it is at present. We quote prices as follows: Copper wire, 14 3-4c.; light copper, 13 3-4c.; heavy red brass, 13c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 75c. to 90c. per 100 lbs.; old rubbers, 6 3-4c. to 7c.

## ONTARIO.

Office of HARDWARE AND METAL,

10 Front Street East,

Toronto, Feb. 9, 1906.

While there is no run on any line, general business is very satisfactory and considerably ahead of last year. February is looked upon as a dull season so that jobbers have no complaints to make of the trade being transacted.

Changes have taken place in bar iron and antimony, the former showing an advance of 5c., the latter a rise of 1-2c. Old material and coal are also quoted at different figures, the latter being marked down about 25c. owing to the ability of the dealers to procure stocks during the open Winter. Higher prices are being offered for country mixed rags, but old rubbers are a trifle weaker. The open Winter has affected the scrap iron market considerably, the ability of founders to secure pig iron from the railways having decreased the demand for scrap.

**Pig Iron**—Quotations are very firm, and booked business large. We still quote:

Middlesboro, f.o.b., Toronto.	\$22.50
Hamilton, No. 1, at furnace.	20.00
" No. 2.	19.50
Midland, No. 1.	20.00
" No. 2.	19.50
Radnor, at furnace.	31.50
Londonderry, f.o.b. Toronto.	21.50

**Bar Iron**—Trade is active and prices firm. We now quote as follows: \$2.10 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—The market is firm, but quiet. We quote: 40c. per pound.

**Tin Plates**—Jobbers report an active demand. Prices are firm.

**Galvanized Sheets**—Prices unchanged, but prices are firmer.

**Brass**—Trade is steady at the recent advance to net list.

**Lead**—The market is easier. Quotations are as follows: Pig lead, \$4.80 per 100 lbs., and bar lead, \$5.00 per 100 lbs.

**Zinc Spelter**—Prices hold steady, with demand active. We quote: 7 1-2c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Both sheet and ingot copper is firm and there is a brisk demand. We quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—Another advance has been made and we now quote 17c.

**Old Material**—Dealers' buying prices are: Heavy copper and wire, 15c. per lb.; light copper, 13 1-2c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10 to \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 7c. per lb.; country mixed rags, 90c. per 100 lbs.

**Coal**—Prices keep very firm, and we still quote: Anthracite in cars at bridges, grate, \$5.25 per gross ton; pea, \$3.50 per gross ton.

**Standard Hocking, soft coal, in cars, f.o.b. at mines:** Lump, \$1.50; 3-4 inch, \$1.40, run of mine, \$1.30, nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

**Youghiogheny soft coal in cars, bonded at the bridges:** 1 1-4 inch, \$2.40; 3-4 inch, \$2.50; mine run, \$2.30; slack, \$2.10.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## UNITED STATES METAL TRADES.

The markets, generally speaking, are quiet, and in some spots easier. The tonnage of new orders being placed has grown less, chiefly because buyers are well covered far into the year, and because sellers have contracted for their output. Consumption continues at an enormous rate, and shipments of finished iron and steel are close to the record, an extraordinary fact in midwinter. As yet the figures are not complete, but it seems probable that the shipments for January will equal, if they do not exceed, those of October, the highest thus far attained in the history of the steel corporation.

The uncertainties in the labor situation in the coal mining industry are causing some consumers to start stocking up pig iron and coke. It must be remembered that the Connellsville, Pocahontas and Alabama coal mines, upon which the iron industry chiefly relies, are not affected by whatever action the miners' union takes. So far as steam coals are concerned, the Connellsville region may be relied upon to supply what deficiency might occur in the requirements for the leading interest.

The pig iron markets show some easing off all around, for forward delivery. This holds good for the Central West in



basic pig and in foundry irons, and notably for the lower grades of southern iron in the markets which that product reaches. In the east steel irons continue very firm.

A particularly ridiculous story, emanating from this side, seems to have stirred up the English markets. It was to the effect that 30,000 tons of Alabama pig iron had been sold for delivery in England, to be shipped in cotton ships. Relative prices abroad and here do not admit of such a movement now.

Nor is there any truth in the reports that the Steel Corporation has recently made large sales of steel billets to Europe. The company is confining itself to sales of finished material exclusively, not having any crude steel available. The demand from foreign countries is active.

The rail makers have thus far taken orders, for delivery during 1906, for between 2,400,000 and 2,500,000 tons, exclusive of export sales, with a further constant flow of work. During the week the Kansas City Southern placed 40,000 tons. The orders for the Vanderbilt lines have now been rounded out to a total of 150,000 tons. American mills have during the past week captured some orders for Mexico.

In Chicago the material for one lake vessel, requiring about 4,000 tons, has been placed, and the order for the shapes and plates for three more boats, estimated to require about 14,000 tons, is now under negotiation. The largest order for structural material placed during the week was for 6,500 tons for the Pittsburgh Plate Glass Company, in the St. Louis district.

Iron bars continue to display some weakness.

### LONDON METAL MARKETS.

From Metal Market Report, February 9, 1906

**Pig Iron**—Cleveland warrants are quoted at 50s. 9d, and Glasgow standard warrants at 51s. 1 1-2d, making prices as compared with last week 2s. 3d lower for Cleveland warrants and 9 1-2d lower for standard warrants.

**Tin**—Spot tin opened weak at £164 10s., futures at £162 15s., and after sales of 160 tons of spot and 340 tons of futures closed steady at £164 10s. for spot, and £163 for futures, making price as compared with last week 5s. higher on spot and £1 5s. lower on futures.

**Copper**—Spot copper opened easy at £76 17s. 6d, futures £74 7s. 6d, and after sales of 300 tons of spot and 500 tons of futures closed steady at £77 for spot and £75 for futures, making prices as compared with last week £1 10s. lower on spot and £2 12s. 6d lower on futures.

**Lead**—The market closed at £16 5s. making price as compared with last week 12s. 6d lower.

**Spelter**—The market closed at £26 17s. 6d, making price as compared with last week 5s. higher.

## British Columbia Trade News

Vancouver, B.C., Feb. 5, 1906.

Fire insurance rates on the lumber and shingle mills of this province are to receive a shaking up if reports be true. The statement is made that a leading

San Francisco insurance concern is to enter the British Columbia field and take an exceedingly active part in the matter of insurance rates. It is even hinted that the present rates of the Board of Fire Underwriters for the province will, in the popular phrase, "cut no figure" when the 'Frisco institution gets ready for business. The new factor in local insurance circles will, it is said, be pretty nearly its own board of fire underwriters, for their method in brief will be to inspect premises proposed for insurance, make suggestions if improvements or changes regarding protection are needed, and then, if the changes are made, accept the whole risk, not forcing the assured to find a number of other companies to carry a proportion of the risk. A fixed rate is also guaranteed. General fire insurance as well as mill insurance will be sought.

The Associated Boards of Trade of the interior or Eastern British Columbia have been holding their annual convention at Cranbrook this week. Contemplated changes in the provincial timber act, to prevent entirely the export of unmanufactured timber from the province, were condemned by the convention. The reason chiefly urged is that thousands of railway ties and mining props are shipped annually and the stoppage of this trade would work great hardship to many lumber camps in the mountains.

Another subject taken up by the associated boards is the alleged combine in powder manufacture. A resolution passed asked for the abolition of the duty on explosives as a relief for miners and also asked for an investigation into the combine alleged to have been carried on in powder. The claim is that mining operations have been seriously handicapped by high prices of explosives. Resolutions were adopted favoring a one cent per pound duty on pig lead, after deduction for any preferential allowance, and another resolution was adopted favoring the purchase of gold and silver by the Dominion Government at the Trail refinery.

Governor "Billy" McInnes' proposed waterworks for fire protection for Dawson City has been voted on favorably in a plebiscite recently taken at the northern capital. The by-law provides for a six-year contract, and the supply and maintenance of twenty hydrants with several thousand feet of 6-inch main for high pressure, the contractors to keep up the pressure in the mains ready for any emergency. The price fixed is \$18,000 per annum for the service. Governor McInnes is now en route for Ottawa and is expected in Vancouver shortly. His chief mission is to secure the active interest of the Government in the proposed water scheme for bringing a hydraulicking supply to all the creeks in the Klondike. Engineer Thibaudeau has made an exhaustive survey of the district and the proposed means of supply. He is in Ottawa now reporting on this matter and Governor McInnes hopes to induce the Government to finance it, as it is of vital importance to the Yukon. As it is a six million dollar proposition, it is too large for any private undertaking. Governor McInnes is prepared to show that the halcyon days of the early Dawson history will return, when twenty millions of gold per annum will be the output instead of less than eight as last year, if generous and broadminded

measures for development are taken. Prospects are good for a very good season, so far as Winter work is an indication.

Vancouver builders and dealers in builders' supplies have no reason to complain with the way work is opening up. In fact work on construction has never ceased. The new year has been fairly begun with building permits already issued for over \$200,000 in value in the first month. That bids fair to outdo the record of over two million dollars of improvements made last year in the city.

This year's assessment of land values in the city of Vancouver is very much higher than previously, in fact is being brought up to present market values of realty. Outside speculators do not altogether favor this change, saying that it will drive away much capital which would otherwise be brought here to invest in land. The movement in the city council to reduce or remove entirely the assessment for taxation of improvements is likely to accentuate the feeling of land speculators. Heretofore the improvements on realty have been taxed at half their assessed value. For instance, a house valued or assessed at \$1,000 was taxed on \$500 no matter what the real estate assessment on the lot on which the house stood. There is a well defined move now to reduce to 25 per cent. of assessed value of improvements as basis for taxation. That would have the immediate effect of increasing the rate, as land values would then have more to bear.

Lumber trade has a very enticing prospect before it for this season. Local business has continued extra heavy during the Winter and shipments, especially of shingles, have been better than usual at this season. None of the big saw mills have closed down for any length of time and some of them will not be closed at all. A few large shingle mills are closed at present, but they will be starting up soon. The Washington State shingle mills, which to the number of three hundred have been closed down for three months, all began work at the beginning of this month. They were closed for the purpose of working off their surplus stock, and it is considered that there is no surplus in the State of Washington now. However, as the big season's trade in the eastern states will not begin yet, the mills have time to get a stock ahead. Prices of lumber locally are firm, and the raise of \$1 per thousand of a month or two ago is possibly to be followed by another similar raise. The supply of logs is still short and the price is kept up to correspond. With advancing Spring weather the quantity of logs being got out will very materially increase. Price of logs will likely then ease off somewhat.

The railway operations of the Great Northern and its subsidiary lines are still being prosecuted in the southwestern portion of this province. While work is rapidly going forward on construction of the line from Boundary into the Similkameen from the southeast, the survey parties are now in the field locating the line south of the Fraser from the coast easterly to meet the other line. The C. P. R.'s Spence's Bridge-Nicola line is being got into shape for operation, rails being laid for the past three weeks.



# Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, Feb. 9, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,

Winnipeg, Man.

Business is fairly active for the season of the year considering that many firms are still busy stock-taking. Sorting orders are fairly numerous. Next week will see many hardware men in the city attending the Hardware Association convention, and the local jobbers expect a large number of sorting orders as an incidental result. Values are steady this week, the only quotable change of any consequence being an increase in the discount on rivets. Turpentine is likely to be advanced.

## Game Traps—Quoted as follows:

H. & N., discount.....	50 and 5 p.c.
Victor.....	66½ p.c.
Newhouse.....	35 p.c.
Bear.....	\$7 each

Lanterns—Prices are quoted about as follows in an "open" market:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

Bluestone—There is considerable demand for bluestone now; the price is \$6.50 per cwt.

## Wire—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8.....	\$3 39 9..... \$2 50
" " 10.....	3 50 12..... 3 10
" " 13.....	3 20 14..... 3 90
" " 15.....	4 45 16..... 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10.....	\$2 96 11..... \$3 02
" " 12.....	3 10 13..... 3 20
" " 14.....	3 30 15..... 3 45
Annealed wires (uncoiled) 100 less.	

Horseshoes—Quotations are as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
No. 2 and larger.....	4 75

Horsenails—As noted before in these columns, there has been a revision of the list in horsenails, but the discounts are as before. List and discounts are now as follows:

No. 10.....	\$0 20 per lb.
" 9.....	0 22 "
" 8.....	0 24 "
" 7.....	0 26 "
" 6.....	0 28 "
" 5.....	0 32 "
" 4.....	0 40 "

Discounts are quoted as follows:  
"C" brand, 40, 10 and 7 1-2 per cent.,  
"M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

Wire Nails—Steady at \$2.60 per keg.

Cut Nails—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

Pressed Spikes—Prices are firmly held at following quotations:

Pressed spikes, ½ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " ¾ x 6, 7 and 8.....	4 10
" " 7-16 x 7 and 9.....	4 00
" " ¾ x 8, 9, 10 and 12.....	3 90
" " ¾ x 10 and 12.....	3 75

Screws—No change in price. Demand

continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

Nuts and Bolts—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½ c. "
Hex " case lots.....	3c. "
" " smaller lots.....	2½ c. "

Rivets The discount on copper rivets has been increased. Quotations are now as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	34½
No. 12.....	40

Coil Chain—Unchanged in price. We quote:

Coil chain—	
3-16 inch.....	\$3 25 ¾ inch..... \$7 20
5-16 inch.....	5 20 ¾ inch..... 4 60
7-16 inch.....	4 45 ¾ inch..... 4 30
¾ inch.....	4 10 ¾ inch..... 4 00

Shovels—Discounts on spades and shovels continue 40 and 5 per cent.

Harvest Tools—Discounts are now 60 and 5 per cent.

## Axe Handles—Quoted as follows:

Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90 No. 2..... 1 60
Octagon extra. 2 30	No. 1..... 1 60

## Axes—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad.....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model ".....	8.50
Black Prince ".....	7.25
Black Diamond ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King, per doz.....	11.00

Butts—The discount on wrought iron butts is 70 per cent.

Churns—The discounts from list prices are 45 and 5 per cent.

Chisels—Quoted at 70 per cent. off list prices.

Auger Bits—Discount on common auger bits is 65 per cent.

Blocks—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

Fittings—The discount on malleable unions is now 55 per cent., a decrease in the discount of 5 per cent. We quote:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T's and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	55 p.c.

Grindstones—The price is now 1 3-4c. per lb.

Fork Handles—The discount is 40 per cent. from list prices.

Hinges—The discount in light "T" and strap hinges is 65 per cent. off list prices.

## Hooks—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " per doz.....	1.70

Draw Knives—The discount is 70 per cent. from list prices.

Rules—Discounts are 50 and 10 per cent.

Washers—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

## Wringers—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

Files—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

Building Paper—There is a quiet, seasonable demand at steady prices. We quote:

Joliette, plain.....	40c.
" tarred.....	65c.
Cyclone, plain.....	55c.
" tarred.....	80c.
Anchor, plain.....	55c.
" tarred.....	65c.
Pure fibre, plain.....	60c.
" tarred.....	80c.

Tinware, Etc.—We quote again as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2½ p.c.
" pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, white.....	45 p.c.
" Famous.....	50 p.c.
" Imperial.....	50 and 10 p.c.

Cordage—The price is steady since the recent advance. We quote as follows.

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lathyrn.....	11 25

Solder—Quoted now at 24c. per lb. with concessions for large quantities.

## Vises—Prices are quoted as follows:

" Peter Wright, " 30 to 34.....	14½ c. per lb.
" " 35 to 39.....	14c.
" " 40 and larger.....	13½ c. "

Anvils—"Peter Wright" anvils are selling at 11c. per lb.

Power Horse Clippers—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$8. The "1904" sheep shearing machines are sold at \$13.60.

## Ammunition, Etc.—We quote:

Ammunition, cartridges, Dominion R.F.....	50 and 5 p.c.
Dominion, C.F., pistol.....	30 p.c.
" military.....	20 p.c.
Ammunition, cartridges, American R.F. 33½ p.c.	
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

## Loaded shells:

Dominion Eley's and Kynoch's soft, 12 gauge.....	
black.....	16 50
chilled, 12 gauge.....	17 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	20 50



We have just completed an extensive brick factory at Winnipeg, to accommodate our rapidly increasing business in

**STEEL AND WIRE FENCING  
HOG FENCING  
ORNAMENTAL FENCING  
GATES, Etc.**

We can supply you with a Fence that has more points of merit than any other fence made, and the price is reasonable.

**Don't** buy a fence that will injure your stock, when you can get a "**Munro.**"

**MUNRO WIRE WORKS, Limited**  
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

**ARTISTS' MATERIALS  
AND ARCHITECTS' SUPPLIES, ETC.**

We carry a complete line of **WINSOR & NEWTON'S** and other leading manufacturers' goods in stock. Ask for our new catalogue.

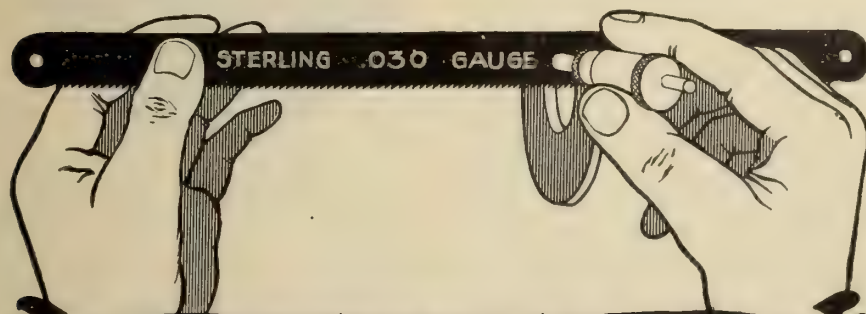
**THE WINNIPEG PAINT AND GLASS CO., LIMITED**  
WINNIPEG, CANADA

**WINNIPEG CEILING and ROOFING CO.**

Manufacturers of

**Corrugated Roofing and Siding, Metal  
Ceilings, Cornices, Etc.**

**WINNIPEG, - MAN.**



**YOU SAVE MONEY IN BUYING  
STERLING HACK SAWS**

HACK SAWS 10 AND 12 INCH LONG ARE .030 GAUGE THICK, TOUGHER-MORE SERVICEABLE-LASTS LONGER THAN LIGHTER THINNER BLADES.

A LOW PRICE BRITTLE BLADE HAS NOT THE

**STERLING QUALITY**

IF IT'S "STERLING"

"IT'S ALL RIGHT"

**DIAMOND SAW & STAMPING WORKS, BUFFALO, N.Y., U.S.A.**

# SERVICE

The prompt service of **G. F. Stephens & Co., Limited**, has been an important factor in the rapid increase of their business.

Nine out of ten orders are shipped the same day as received. The tenth is held for some sundry article which even the manufacturer does not carry in stock.

With Branch Warehouse in Calgary our service is better than ever. We know that when you order paint it is needed. Hence, our system, which assures accuracy and prompt shipment.

**G. F. STEPHENS & CO.**

LIMITED

Manufacturers and Jobbers of Paints,  
Oils, Glass and Painters' Supplies

**WINNIPEG AND CALGARY**



Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F., keg, Hamilton.....	4 75
F.F.G., Dupont's.....	5 00
<b>Iron and Steel</b> —As noted last week, bar iron has been advanced to \$2.70. Quotations are as follows:	
Bar iron (basis).....	2 70
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, toolb.....	9 50
lessop.....	13 00

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

**Pig Lead** Pig lead is now quoted at \$5.00.

**Iron Pipe**—Prices are still quoted as follows:

Black iron pipe, 1/4 inch.....	2 4
Black iron pipe, 3/4 inch.....	2 85
" " 1/2 ".....	3 15
" " 3/4 ".....	4 00
" " 1 ".....	5 75
" " 1 1/4 ".....	7 85
" " 1 1/2 ".....	9 40
" " 2 ".....	12 90

**Galvanized Iron**—The local market is quiet and featureless. Prices are as follows:

Apollo, 16 gauge.....	3 90
18 and 20 gauge.....	4 10
22 and 24 gauge.....	4 45
26 gauge.....	4 40
28 gauge.....	4 65
30 gauge or 10 1/2 oz.....	4 95
Queen's Head, 24 gauge.....	4 60
26 gauge.....	4 65
28 ".....	4 90

**Tin Plates**—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box....	9 50
" IX ".....	11 50
" XXI ".....	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—We quote:

Canada plate, 18 x 27, 18 x 24.....	3 50
Canada plate, 20 x 28.....	3 75
Canadian plate, full polished.....	4 2

**Black Sheets**—No change in price. We quote as before:

Black Sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10

**Petroleum and Gasoline**—Prices are steady. We quote:

Silver Star, per gal.....	21 1/2 c.
Sunlight.....	22 1/2 c.
Eocene.....	24 1/2 c.
Pennoline.....	25 1/2 c.
Crystal Spray.....	24 1/2 c.
Silver Light.....	22 1/2 c.
Gasoline, 70-72 (Engine).....	25 1/2 c.
(In barrels f.o.b. Winnipeg.)	

**Paints, Oils and Turpentine**—Turpentine is still very firmly held and the Imperial Oil Co. say they will in all probability make an advance in the course of a few days. We quote:

White lead (pure).....	\$6 50
Bladder putty, in bbls.....	0 02 1/2
" " in kegs.....	0 02 1/2
Turpentine, pure, in barrels.....	1 04
Less than barrel lots.....	1 09
Linseed oil, raw.....	0 66
Boiled.....	0 69

**Window Glass**—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2.25
26 to 40 ".....	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4.00
26 to 40 ".....	4.35

41 to 50 ".....	4.75
51 to 60 ".....	5.25
61 to 70 ".....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches.....	7.35
41 to 50 ".....	8.40
51 to 60 ".....	9.45
61 to 70 ".....	10.50
71 to 80 ".....	11.55
81 to 85 ".....	12.60
86 to 90 ".....	14.75
16 to 95 ".....	17.30
6 to 100 ".....	

## Nova Scotia Trade News.

Halifax, N.S., Feb. 7.

The jobbers say that the hardware business is very quiet at present, though some of the firms' travelers who are in Cape Breton have already sent in orders for Spring goods. These travelers were not out for Spring orders, and their bookings so early in the season are something unusual. Quotations outside of the following are pretty firm. The recent changes are:

Linseed oil, per gallon, raw, 60c.; boiled, 63c. Less than cask lots, 5c. per gallon extra.

Turpentine, per gallon, cask lots, \$1.05; less than casks, \$1.10.

Lead pipe, per 100 pounds, net, \$5.95.

Tin plates, IC, 14 x 20, \$4.25.

Tin plate, IC, 20 x 28, \$4.50.

Tin plate, IX, 14 x 20, \$5.

Tin plate, IX, 20 x 28, \$5.25.

### Lumbering Operations.

The lumbering operations throughout the province have received a serious setback, owing to the absence of snow and the mild weather. It is impossible for them to get their logs out, and it is feared that many of them will not be able to fill their contracts. Many of the camps have already been deserted, and unless a change soon takes place all the men will leave the woods. In one camp at the head of St. Margaret's Bay over 2,000,000 is yarded and waiting for snow, as without it they cannot be moved, it being a long distance from the lake, and on good roads only four and five trips can be made a day. Unless a good fall of snow comes soon it will be utterly impossible to get out the logs already cut, and it will be useless to continue cutting. William Dauphine had hoped to get out over 3,000 cords of lath wood, which would have cut in the neighborhood of 8,000,000 laths. Part of this will be left in the woods unless snow soon comes. Some contractors who have taken contracts from the Louis Miller Company to cut and haul logs to the lakes, cannot move their logs. Teams have to stand idle, and the cost of feed is a large item. What does this mean? It means the mill owners will be unable to fill their contracts and must be out of the interest of their money for a year. It means the contractors for cutting will be out of pocket, as they cannot meet expenses. It will be far more serious to the working man. If the logs are left in the woods they will lose many months' work in the Summer. From whatever side we look at it, it looks bad. It is also stated that the banks have advanced large sums of money on the prospective cut.

## BUSINESS MEN'S MEETINGS

Readers are requested to send in short reports of all gatherings of business men for insertion in this department.

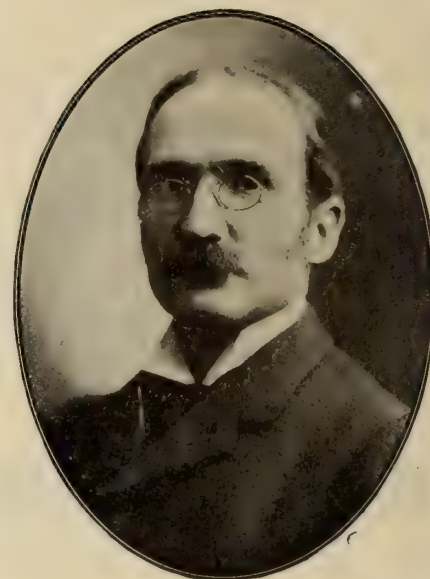
### Toronto.

There was a large attendance at the nomination meeting of the Board of Trade, and much interest was evinced in the proceedings.

In so far as the chief officers were concerned there was no contest, the elections resulting as follows: President, Peleg Howland; first vice-president, R. C. Steele; second vice-president, R. J. Christie; treasurer, J. W. Woods.

The following representatives were elected as harbor commissioners: Messrs J. H. G. Hagarty and J. T. Mathews.

The following gentlemen have been nominated as representatives on the Industrial Exhibition (five to be elected): M. Bredin, the Bredin Bread Company, Limited; S. E. Briggs, Steele, Briggs Company; Marshall H. Brown, general



Peleg Howland

Wholesale Hardware Merchant, elected President of the Toronto Board of Trade, by acclamation.

freight agent C.P.R.; J. Carrick, Hedley Shaw Milling Company; W. L. Edmonds, MacLean Publishing Company, Limited; D. O. Ellis, grain merchant; Geo. H. Gooderham, Gooderham & Worts; A. Burdette Lee, president Rice Lewis & Son, Limited; Noel Marshall, Standard Fuel Company; A. E. Mathews, J. F. Taylor & Co.

Twelve men are to be elected on the Board of Arbitration, for which the following gentlemen have been nominated: James Brandon, insurance agent; C. E. Calvert, the Calvert & Dwyer Company, Limited; A. Cavanagh, grain merchant; W. L. Edmonds, MacLean Publishing Company, Limited; John Firstbrook, the Firstbrook Box Company, Limited; Thomas Flynn, L. Coffee & Co.; C. Goode, grain merchant; J. N. Hay, Hay Brothers, Listowel; F. C. Jarvis, Clark, McPherson, Campbell & Jarvis; W. D. Matthews, W. D. Matthews & Co.; Marshall MacGregor, Canadian agent Erie Railway; J. C. McKeggie,



J. C. McKeggie & Co.; D. Plewes, grain and flour; W. M. Stark, Stark Brothers; D. O. Wood, Allan Steamship Line.

There promises to be a spirited contest for the council. Twenty-three men have been placed in nomination, of which fifteen are to be elected. The contestants are James D. Allan, A. A. Allan & Co.; Hugh N. Baird, Crane & Baird; C. W. Band, James Carruthers & Co.; Walter J. Barr, the Goldsmiths Company; W. F. Cockshutt, M.P., merchant; John F. Ellis, the Barber-Ellis Company; W. J. Gage, W. J. Gage Co., Limited; C. Goode, grain merchant; S. Wellington Hay, Hay Brothers, Listowel; J. D. Ivey, the John D. Ivey Company, Limited; Thomas Kinnear, T. Kinnear & Co.; Charles S. Meek, Stewart, Howe & Meek; S. J. Moore, the Carter-Crume Company, Limited; R. A. Nisbet, Nisbet & Auld; Joseph Oliver, Oliver Lumber Company; J. H. Patterson, Toronto Hardware Manufacturing Company; A. T. Reid, Featherbone Novelty Company; A. F. Rodger, the Irving Umbrella Company, Limited; James Rvrie, Ryrie Brothers, Limited; S. Samuel, M. & L. Samuel, Benjamin & Co.; J. O. Thorn, the Metallic Roofing Co.; J. P. Watson, E. & S. Currie, Limited; C. W. I. Woodland, Employers' Liability Association Corporation, Limited.

#### Campbellford.

The annual meeting of the Campbellford Board of Trade was held on Monday evening, January 29. The board has practically succeeded in its movement, started a year ago, for incorporation of the village as a town. The election of officers resulted as follows: President, E. C. West; vice-president, J. A. Stewart; treasurer, W. B. Archer; secretary, H. F. Skey. Council—C. L. Owen, A. A. Mulholland, F. J. Golden, J. A. Reesor, A. B. Coleville, Dr. J. Macoun, J. C. Fawlds, R. Lawry, D. J. Lynch, Dr. F. H. Scherk and J. B. Ferris.

#### Wolfville, N.S.

The annual meeting of the Board of Trade was held on Tuesday evening, January 23, and was well attended.

The following officers were elected for the ensuing year: President, J. D. Chambers; vice-president, R. W. Starr; secretary-treasurer, W. M. Black. Council—Dr. DeWitt, I. B. Oakes, S. P. Benjamin, T. L. Harvey, F. J. Porter, W. T. Ford, J. E. Hales and W. Regan. Auditors—J. E. Hales and A. F. Little.

#### Chatham, N.B.

The annual meeting of the Chatham Board of Trade was held Saturday, January 27. Governor Snowball, president, in the chair.

The following are the officers for 1906: W. B. Snowball, president; D. P. MacLachlan, vice-president; W. L. T. Weldon, secretary; V. A. Danville, treasurer; J. F. Benson, auditor. The council and board of arbitrators were re-elected except that J. F. Benson was substituted for another member.

#### Smith's Falls, Ont.

The annual meeting of the Smith's Falls Board of Trade was held on Feb-

# walls and ceilings

"Metallic" Embossed Ceilings are remarkable for their high art quality, light weight and rigidity. Being cold pressed from high-grade steel, they are much firmer than other kinds.

No metal ceilings made are applied so easily over old plaster as ours. They never sag, warp or buckle, and their accuracy is such that the joints and edges are practically invisible. Used in connection with our Wall Plates they fireproof any room absolutely and add elegance to its appearance.

#### OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

### THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

#### We also manufacture:

"Eastlake" Metallic Shingles  
"Metallic" Wall Plates  
"Metallic" Cornices, Skylights and Ventilators  
"Metallic" Sheet Metal Fronts  
"Metallic" Siding, (Stone, Brick, etc.)  
"Impervia" Fireproof Windows  
"Empire" Metallic Shingles  
"Metallic" Crestings and Finials  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eave-trough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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ruary 1, the retiring president, Mr. C. B. Frost, presiding. The following officers were elected for 1906: President, Dr. J. S. McCullum; vice-president, M. Ryan; secretary-treasurer, A. Gray Farrell. Council—O. Carss, M. K. Evertts, R. Hawkins, John McEwen, W. E. Mills, R. A. Bennett, S. W. Gilroy, and G. F. McKimm.

#### Charlottetown.

The annual meeting of the Southern Board of Trade was held in McKinnon's Hall, Montague. The usual reports were presented and the following officers were elected for the ensuing year: President, W. L. Poole, Montague; vice-president, T. W. McDonald, Georgetown; secretary, George S. Inman, Montague. Council—A. P. Prowse, G. A. Poole, F. G. Boyer, W. W. Jenkins, A. C. McDonald, Nathaniel McLaren, Horatio Nelson, D. C. Morson. Board of arbitrators—G. A. Thompson, D. G. Cameron, M. C. McGowan, John J. McDonald, P. D. Bowlan, D. L. McGregor, J. W. Carruthers, D. L. McKinnon, Maynard McDonald, George Poole, A. J. McDonald, Capt. Hugh McPhee.

#### Fort Erie.

The annual meeting of the Fort Erie Board of Trade was held on Friday evening, January 26, a large and enthusiastic meeting being held. Officers were elected for the ensuing year as follows: President, Mr. Dougall; vice-president, Wm. Dukes; secretary, S. Stilling; assistant secretary, W. E. Hunt; treasurer, W. B. Seaton. Bright speeches were made by Messrs. Montgomery, Matthews and Seaton. The new planing mill industry was spoken of as a certainty, and the patent plaster factory is considered likely to come.

#### N. W. TRAVELERS' ASSOCIATION.

A regular meeting of the executive of the Northwest Travelers' Association was held recently, President Dyson in the chair; other members present being Messrs. McIntyre, Morgan, Lock, Nesbitt, McRobie, Montgomery, and Fred J. C. Cox, secretary. The accounts for the month were presented, passed and ordered to be paid. The secretary reported several applications for membership from parties not eligible, and his action in not granting certificates of membership was approved by the board. Several letters were read offering property to the association, and after considerable discussion the secretary was instructed to advise the real estate exchange that this association were open to buy a piece of property with not less than fifty feet frontage, must be either corner lot or adjoining a lane, and be within a district bounded on the west by Princess, on the east by Rorie, on the north by William and James street, and on the south by Portage avenue.

A letter was read from one of the members making suggestions for the improvement of hotels. As this matter was taken up by the legislature of Manitoba last session, no further action was taken.

Mr. John Horne, last year's president, wrote expressing his sorrow at not being able to be present owing to the fact that he has been appointed manager for his firm at Calgary, where his headquarters will in future be.



## He Bought A Bowser

The other day A HARDWARE DEALER, who also retails kerosene, paint oils, varnish and gasoline, said to our sales manager: — "I want a tank that is clean, one that I can place in the basement with the pump on the store floor, one that don't require funnels and measures, one that will give absolutely accurate measurement of any desired quantity, without overflowing; an equipment that will be safe under all conditions. I want one that will guarantee my being able to use every gallon of oil I buy, so that I needn't figure on the big percentage of loss I now do.

"I haven't much room, I haven't much time, I'm short of help and I want a tank that will accommodate itself to these limitations. If I could get something that would do all these things, I'd buy in a minute.—I suppose it's useless to expect it tho'."

HE BOUGHT A BOWSER, because we showed him that a Bowser Self-Measuring Oil Tank would do all this. Isn't that what you want? Then SEND FOR CATALOG "V", and tell us what oils you sell.

### S. F. Bowser & Co., Inc.

Factory and Office: 530 FRONT ST. WEST.  
TORONTO, ONT.



CELLAR OUTFIT

IT PUMPS AND MEASURES AN ACCURATE GALLON, HALF-GALLON, OR QUART AS DESIRED DIRECTLY INTO THE CUSTOMER'S CAN WITHOUT THE USE OF MEASURES OR FUNNELS.

## FOUNDRY AND METAL INDUSTRIES

The Farewell Foundry Company, Berlin, will soon have their foundry running. Their output will chiefly be iron pipe and fittings.

A new smelting furnace has been invented by Mr. Blanchard, of Spokane. It is a double blast furnace, and the chief claims for it are rapidity in smelting and a saving of fuel. Raw coal is used instead of coke.

The Canada Foundry Company, of Toronto, have made arrangements for the erection of a derrick at Fredericton, N.B., to remove the steel spans from the cars which will arrive in February. These spans are for the superstructure of the Fredericton highway bridge.

A. F. McDonald, of Halifax, on behalf of those interested in iron mining, asked the Tariff Commission at its recent meeting there, to allow a bounty on ore of one dollar a ton to the miner, as distinguished from the maker. Mr. McDonald says that Newfoundland ore is almost altogether used, while large Nova Scotia deposits remain untouched.

When the Canada Iron & Foundry Company took over the old St. Thomas Car Wheel Works, it was thought by some that they should not have twenty years' tax exemption on account of it not being a new industry. The company's claim, however, is that they have increased the value of the plant, and in good faith are entitled to the usual exemption.

The new smelter at Copper Cliff, erected for the treatment of cobalt ores from the mines in the Sudbury district of Ontario, has been successfully installed. The smelter has a capacity of 10 tons daily and is being operated as a custom smelter for the treatment of all precious metal bearing ores. The cost of erection was approximately \$100,000.

The Western Fuel Company are opening up the coal mines at Departure Bay, B.C., that were abandoned thirty years ago on account of having supposedly been worked out. Recent investigations, however, have revealed the fact that this district is rich in coal deposits. At present extensive operations are being carried on there again, and the latest improved facilities for coal mining are being employed.

The National Malleable Castings Company, of Cleveland, has brought suit against the Smith's Falls Malleable Castings Company for \$50,000, for breach of contract. The plaintiffs claim that by agreement they were to be supplied with twenty couplings a day for a year, and that in April last orders were not filled. The defendants claim non-existence of any agreement, and if any contract had been made by their late president it was not sanctioned by the board of directors.

The Bowmanville Foundry Company have made rapid strides since their establishment a little over four years ago. This firm manufactures appliances and castings for other trades. Many of the nickel plated attachments used in



### SILENT SALESMAN

Given gratis with an order for eight half-dozen  
Pen Knives as illustrated above.

May be ordered through all leading wholesale  
hardware firms.



piano and stove work are made by this company, and their wares go all over Canada. Copper and brass plating for the other manufacturing trades is also carried on extensively by these people, who have the name of doing excellent work. The plant is run by a sixty horse-power Wheelock engine, the exhaust steam heating their buildings. They furnish their own light from a 200-light dynamo, and are, altogether, a well equipped plant. From forty to fifty mechanics are on their pay roll, whose wages amount to over \$25,000 a year. On account of increasing business they intend to increase their plant in the Spring.

The concrete foundations for the Atikokan Ore Company's blast furnaces, to be erected at Port Arthur, have been completed, and contracts for the steel structural work and machinery have been let, the work being divided into fourteen contracts. The Canada Foundry Company, Toronto, have secured \$200,000 worth of the work; the Canada Bridge Company, \$100,000, and the Caledonia Iron Works, Montreal, \$20,000. The remainder of the contracts went to United States firms, and were for machinery not made in Canada. If the contractors finish their work on time the company will start the furnaces going next August. The mine at Atikokan is being equipped with the best machinery obtainable, and the shipping of ore will begin as soon as navigation is open. A railway six miles long from the Canadian Northern main line to the mine will be constructed at once. The authorized capital stock of this company is \$2,000,000.

## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR  
PARTICULARS AND PRICES

General Offices  
43 EXCHANGE PLACE  
NEW YORK

## INGOT METALS

**Tin**—"Straits" and "L & F"

**Lead**—Best English

**Copper**—Lake and Casting

**Spelter**—"V M" and Ordinary

**Antimony**—Cookson's

From Stock or for Import to wholesale buyers only.

**A. C. LESLIE & CO.**  
MONTREAL.

## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.**  
MONTREAL, QUE

or to

**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

## NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

## CANADA SMELTING CO.

Limited

STANDARD Babbitt Metal, Phosphor Tin  
Needle Metal, Type Metal, Etc

Cor. Brennan and Ann Sts., MONTREAL

## EASY TO WELD

### B. C. BRAND DRILL STEEL

is easy to weld and will stand considerable abuse without injury to its cutting or wearing qualities.

It is manufactured by

**B. K. MORTON & CO.**  
SHEFFIELD, ENG.

Agents, Victoria, B.C., E. C. PRIOR & CO.  
Agents, Toronto, Can., BAINES & PECKOVER,

Canadian Representative:

D. W. CLARK, P.O. Box 521, Toronto, Can.

Write to any of the above for particulars.

## Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, - 644 Craig Street**  
MONTREAL.

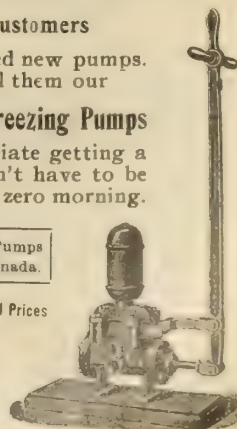
Ask your customers  
if they don't need new pumps.  
If they do sell them our  
Standard Anti-Freezing Pumps  
They'll appreciate getting a  
pump that doesn't have to be  
thawed out every zero morning.

—McDougall Pumps  
—Made in Canada.

Write for Catalogue and Prices

The  
R. McDougall Co.  
Limited.

Galt, Ont.





## THE CLERK'S COLUMN

### ARE YOU SOUND?

You may be smart, sharp, shrewd, cunning, long-headed, you may be a good scholar, very clever—even brilliant—but are you sound? That is the question everybody who has any dealings with you will ask. Are you substantial, solid? Have you a level head?

Everywhere we see men who are very brilliant out of work, plenty of sharp men who wonder why they do not get responsible positions. But people are afraid of these one-sided, poorly-balanced men. Nobody feels safe in their hands. People want to feel that a man in a responsible position can keep a clear brain and level head no matter what comes, that he cannot be shaken from his centre no matter how much influence is brought to bear upon him. They want to be sure that he is self-centred, that he is sound to the very core. Most people overestimate the value of education, of brilliance, sharpness, shrewdness, which they think can be substituted for a level head and sound judgment.

The great prizes of life do not fall to the most brilliant, to the cleverest, to the shrewdest, to the most long-headed or to the best educated, but to the most level-headed men, to the men of soundest judgment. When a man is wanted for a responsible position, his shrewdness is not considered so important as his sound judgment. Reliability is what is wanted. Can a man stand without being tripped; and, if he is thrown, can he land upon his feet? Can he be depended upon, relied upon under all circumstances to do the right thing, the sensible thing? Has the man a level head? Has he good horse sense? Is he liable to fly off on a tangent or to "go off half-cocked?" Is he "faddy?" Has he "wheels in his head?" Does he lose his temper easily, or can he control himself? If he can keep a level head under all circumstances, if he cannot be thrown off his balance, and is honest, he is the man wanted.—Success.

### BUSINESS CHANGES.

#### Ontario.

John Geiger, tinware, St. Jacobs, advertising business for sale.

Bruin Bros. & Myers, hardware merchants, Lion's Head, lost by fire.

Zilliax & Sarves, hardware merchants, Listowel, are advertising their business for sale.

#### Manitoba and West.

England & Co., plumbers, Winnipeg, have dissolved.

F. H. Tallman & Co., hardware merchants, Red Deer, have dissolved.

Holden & Neale, agricultural implements, Birtle, assigned to C. H. Newton.

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence

or attack can be had

than the Iver Johnson

Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

## IVER JOHNSON REVOLVERS



need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.80

Write for our bright little booklet, "Shots" and complete catalogue, free.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.



## PAGE LAWN FENCE

For Lawns, Gardens, Cemeteries, Parks, Etc.



Galvanized and coated with white enamel paint.

Any height up to 8 feet and any length from 10 feet up. No waste.

THE PAGE WIRE FENCE CO., Limited

WALKERVILLE MONTREAL TORONTO  
WINNIPEG ST. JOHN 405

M. McLean, agricultural implements, Morden, has been succeeded by John H. Glass.

G. A. Cunningham, agricultural implements, Carman, has been succeeded by J. H. Woods.

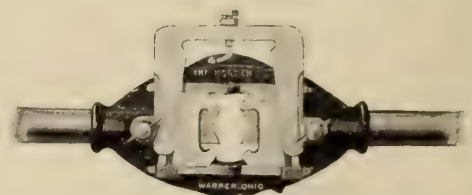
### CATALOGUES WANTED.

McMurtry & Bernhardt, who have just opened a hardware store at Preston, Ont., request that jobbers and manufacturers supply them with copies of their catalogues.

True bills were brought in against the tack manufacturers by the grand jury at the Toronto assizes on Thursday morning. The list included James Hardy, Thomas Jenkins, H. M. Blaiklock, W. Bruckhoff, William McMaster, E. J. Fry, F. H. Whittton, and W. H. Woodall.

### THE NEW

"SOLID-ADJUSTABLE"  
HAND STOCK AND DIES



New prices that will warrant your inquiries.

The BORDEN COMPANY  
WARREN, OHIO. U.S.A.



February 10, 1906

HARDWARE AND METAL

# H. S. HOWLAND. SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

Only  
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Wholesale  
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Lumbermen's Supplies.



Pike Poles. 12 and 14-ft. handles.

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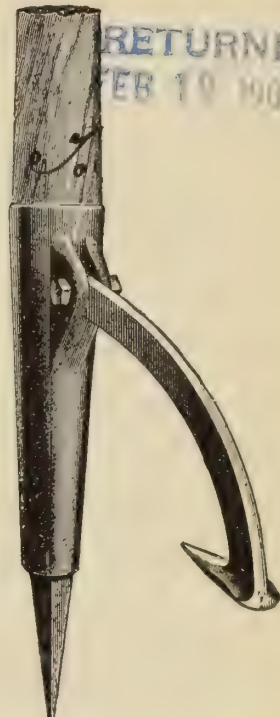


Coil Chain. Proof and B.B.B. Qualities.

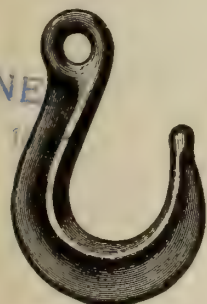
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FEB 19 1906



Cant Hooks. 4, 4½-ft. handles.



Peavies. 5, 5½-ft. handles.



Slide Hooks.

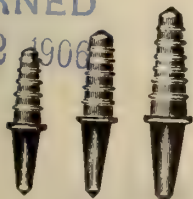


Logging Chains. Sizes, 5/16 and 3/8. 14 ft. long.

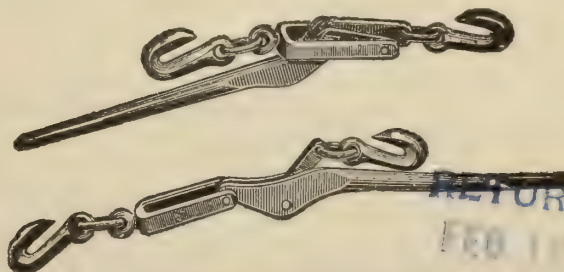


Grab Hooks.

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FEB 12 1906



Boot Calks.



"Goodyear" Patent Load Binder.

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Repair Links.

FOR FULLER INFORMATION SEE OUR CATALOGUE.

## H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST.

Our Prices Are Right

Factory: Dufferin Street, Toronto.

We Ship Promptly.



# PAINT, OIL AND BRUSH TRADES

## WHY PAINT PEELS.

The chief cause of peeling on new work is found in the lumber. Now-a-days the work of the woodsman goes on Winter and Summer. Trees are felled when the sap is in the trunk. The log is quickly sent to the mill, the boards and timbers are loaded on cars, and while yet the wood is "green," it becomes a part of a building. The process of seasoning continues for months after a modern house is built. The moisture in the lumber is drawn out by the heat of the sun, and the paint peels. We should add that this natural moisture (sap) is more disastrous to paints than absorbed moisture, and yet no one would think of painting a water-soaked board.

You have doubtless noticed that the peeling on old houses is usually confined to the boards up near the eaves and around the window casing. The same paint has been used on the whole building, but it peels only in the places named. Due, again, to moisture. The rain beats in around the casings, and in Winter the eaves gutters fill up with frozen snow and ice. The water that comes from a thaw soaks through and back of the upper clapboards. The sun draws this moisture out and the paint "lets go."

Another cause of peeling is pitch in the boards, over which paint will not hold. The heat fries the pitch out of the wood, and the paint goes with it. Weatherboards should be carefully inspected before being used, and if excessively pitchy, should be rejected. It would be more economical to pay an advanced price for good clear boards, if you desire to have a well-painted, nice-looking house, than to use the pitchy lumber.

Paint should never be applied over pitchy places without first giving the spot a coat of grain alcohol orange shellac. This does not mean knots alone, but all places where pitch shows. Sometimes a board that has no pitch is piled under a board full of pitch, and if allowed to remain in that position for a length of time the board that contains no pitch within will have a sufficient quantity on its outer surface to cause the paint to "spot," if not peel.

And still another cause of peeling, and one that is very frequently encountered, is ochre primers. Ochre has the one virtue of being cheap. No paint, however good, will wear well over ochre, or on a surface that has ever been primed with ochre, because the nature of the surface is such that paint will not adhere to it. Ochre fills the pores of the wood and dries so hard and glass-like that there is nothing for the succeeding coats to take hold of. Always advise against the use of ochre. Good results will not follow where ochre is used for priming.

Some paints are more prone to peel than others. Paints made exclusively or largely of certain pigments lack porosity—that is, absolutely no moisture can

come through the paint film, and the least dampness under the paint will cause peeling. It must be understood that it is the heat of the sun that draws the moisture outward. The minute pores in the porous paint will exclude moisture as does the pores of the skin, but they will not absorb moisture because there is no heat and air back of the paint.

## ELECTRICAL DRYING OF VARNISH

A German patent has been granted on a process of drying varnish by electricity. Radiant energy, generated by electricity, with simultaneous emission of light is utilized for drying lacquer varnish by this invention. According to the special character of the varnish, and the nature of the drying process, which may be one of oxidation (increase in weight) or vaporization of solvents (loss in weight) or a combination of the two, rays of special wave length are employed. The electric current forms an extremely convenient means of producing and utilizing the whole gamut of ether waves, from the ultra red, through the visible portion of the spectrum, and up to the ultra violet chemical rays. Hith-

erto, the drying of lacquer varnishes, those containing copal and amber, or analogous ingredients, in particular, has been a question of time. High temperatures cannot be used, owing to the risk of making the varnish blister. Whereas, under ordinary conditions, a triple coat of varnish takes three to ten days to get thoroughly dry, the same result can be obtained with the same varnishes in about fifteen hours by the new process. The prime cost of the plant is low and the consumption of electrical energy small.

## MAKE PREPARATIONS EARLY.

What are you doing to prepare for the opening of the painting season? What plans have you made to increase your paint sales this year?

The old homely saying, "The early bird catches the worm," has more truth than poetry in it. A merchant these days must be alert to get into the field ahead of his competitors; he must carefully plan his business campaign along well thought out lines; he must "plan his work and work his plan" if he expects success.

## Mangalite Dryer

*"Have handled almost every kind and brand of Dryers, but never satisfied my decorating customers so well as with Mangalite,"*

It is exceedingly strong, mixes well with all kinds of paints and linseed oils, and gives universal satisfaction.

*Another of our lines that will please your customers.*



MANUFACTURED ONLY BY

## The Imperial Varnish & Color Company

**TORONTO, Ontario, Canada**

Limited



## DO YOU HAVE

many enquiries for something that will satisfactorily fill sand holes and other imperfections in the surface of castings, etc?  
Mr. Dealer, you can meet all enquiries with a sure answer if you have on your shelves our

**SUPERIOR IRON FILLER**

This Filler possesses all the ordinary virtues and many more decidedly its own.

Superior Iron Filler is in two shades and in paste form.

To send for a trial order is the best way to get "Proof." We also make Superior Wood Filler—in paste form.

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

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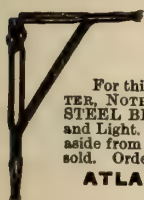
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for news of the British Oil, Paint, Soap, Varnish Chemical and Drysaltery Trades.

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**Will Hold Up a Shelf!**

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

**ATLAS MFG. CO.,**  
New Haven, Conn., U.S.A.

**PRIEST'S CLIPPERS**  
Largest Variety,  
Toilet, Hand, Electric Power  
**ARE THE BEST.**  
Highest Quality Grooming and  
Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.  
Wiebusch & Hilger, Limited special New York  
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**FRANK PEARCE & CO.**

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Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.



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**DERBY SNAP**

With Plated Rust Proof and Guarded Spring

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For Sale by all Jobbers at Manufacturers' Prices



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**ARMSTRONG  
BROS. TOOL CO.**

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

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**McCaskill, Dougall & Co.**

**Manufacturers**



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

**Sharratt & Newth's Glaziers' Diamonds**

are unequalled for cutting and wearing qualities.

To be obtained from the  
principal Hardware  
Dealers and Glass  
Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

**OILS**

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION"  
BRAND**

OILS GUARANTEED GENUINE.

Canadian Agents—  
J. A. BERNARD,  
21 St. Peter Street, Quebec  
HOMER TAYLOR,  
Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
LONDON, ENGLAND.

**GLAZIERS' DIAMONDS**

Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL

**Genuine Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

**WHOLESALE ONLY**

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.



# "Anchor AND English Liquid Paints"

Paint economy, like economy in other lines, depends upon getting good value for your money.

## Anchor and English Liquid Paints

we know to be the best value obtainable in paint.

They are perfect paints. There is nothing used in their manufacture but the purest pigments, linseed oil, turpentine, dryers, and the world's best white lead—**BRANDAM'S B. B. GENUINE**



Manufactured by

**HENDERSON & POTTS, Limited**

HALIFAX and ST. JOHN

**HENDERSON & POTTS CO., LIMITED**

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### QUEBEC.

Office of **HARDWARE AND METAL**,  
232 McGill Street,  
Montreal, Feb. 9, 1906.

Market conditions are quite unchanged from last week. Linseed oil, turpentine and white lead still keep very firm, but no price changes have materialized.

Business continues heavy, especially in Paris green, which is selling very freely, even at a price which is necessarily high on account of the scarcity of arsenic and other chemicals.

**Linseed Oil**—Prices are steadily maintained and the tendency is upward. We quote as follows: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c., f.o.b., Montreal, net 30 days.

**Turpentine**—Our prices remain as follows: Single barrel, 95c. per gallon; two barrels or over, 94c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

**Ground White Lead**—We quote: Best brand Government standards, \$6.00 to \$6.25; No. 1, \$5.65 to \$5.80; No. 2, \$5.30 to \$5.55; No. 3, \$5.05 to \$5.30; all f.o.b. Montreal.

**Dry White Lead**—We quote: Barrels, \$5.40; 100 lb. packages, \$5.65; 6 to 10 lb. tins, \$6.65.

**Dry White Zinc**—We quote: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc** (ground in oil)—We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—Ruling prices are as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—We are quoting: Genuine red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Paris Green**—On account of the scarcity of arsenic the Canadian product is maintaining the advanced price made some two weeks ago, but the English article is still quoted at the same price. We quote: C.P. Co's pure Paris green: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; drums, 50 lbs., 18c.; drums, 25 lbs., 18 1-2c.; 1-lb. packets, 100 lbs. in

case, 19c.; 1-lb. packets, 50 lbs. in case, 19 1-2c.; 1-2 lb. packets, 100 lbs. in case, 21c.; 1-lb. tins, 100 lbs. in case, 20c. Berger's English: Barrels, 600 lbs., 15 3-4c.; kegs, 250 lbs., 16c.; drums, 25 lbs., 17c.; drums, 50 lbs. and 100 lbs., 16 1-2c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packages, 20 1-2c. per lb. Terms, 2 per cent. off, 30 days.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Our prices are from \$1.20 to \$1.40 per gallon.

**Castor Oil**—Dealers are looking for advanced prices to be declared very shortly on this season's product. In the meantime we are quoting: Firsts, in cases 8 1-2c., in barrels 8c., seconds, in cases 8c., in barrels 7 1-2c.

**Refined Petroleum**—Our prices remain as follows: American water white, 16 1-2c. and 17 1-2c.; Canadian prime white, 14 1-2c. and 15 1-2c.; 18 1-2c. and 19 1-2c. ex warehouse.

**Window Glass**—Bookings continue to be large. We quote: First break, 50 ft., \$2.10; second break, \$2.20; first break, 100 feet, \$4.00; second break, \$4.20; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5.00; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8.00, and seventh do., \$9.00. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00; and twelfth do., \$28.50.

### ONTARIO.

Office of **HARDWARE AND METAL**,  
10 Front Street East,  
Toronto, Feb. 9, 1906

Orders for Spring delivery are being actively booked, as the open Winter has encouraged a belief that Spring may open early and with stocks depleted by the brisk demand during December and January, early ordering is considered advisable. The increasing firmness in the white lead and linseed oil markets, and the high prices of turpentine, are all factors which tend to make cautious buyers study the trade conditions, and many are buying early as a result of their investigations.

Prices continue as quoted by us a week ago.



When You Put Your Money in Paint, be  
Sure it is the Right Kind.

## "ARK BRAND" PAINT

is the right kind. It gives the right results—  
profit to you, satisfaction to your customers.

That's just the kind of paint the people want  
and will have, isn't it?

The demand for "Ark Brand" Paint is greater  
this year than ever before. Fall in line and  
get your share.

Order the Best Paint—"Ark Brand"—and we  
will help you sell it.

The **Francis-Frost Co., Limited**

TORONTO, ONT.



Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

## TO THE VARNISH BUYER

the most serious considerations are quality, reliability and  
uniformity, and these qualifications are of special importance to  
the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as  
ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and  
most reliable goods to use.

**BERRY BROTHERS, Limited**

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.



# THE CANADA PAINT COMPANY, Limited

## MAKERS OF PAINT



RETURNED

FEB 24 1906

*To Montreal  
cut Book 46  
page 80  
W.H.*

**White Lead**—Ex Toronto, pure white, \$6.15 to \$6.20; No. 1, \$5.82 1-2; No. 2, \$5.45; No. 3, \$5.20; No. 4, 5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, 5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.00; No. 1, in casks of 500 lbs., \$5.50; ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs, 8 1-2c.

**Shingle Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Canadian Government Standard: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; 50-lb. and 100-lb. drums, 18c.; 25-lb. drums, 18 1-2c.; 1-lb. packets, 19c.; 1-lb. tins, 20c.; 1-2 lb. packages, 21c. Berger's English: 600 lb. barrels, 15 3-4c.; 250-lb. kegs, 16c.; 50 and 100-lb. drums, 16 1-2c.; 25-lb. drums, 17c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packets, 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 58c. to 60c.; 5 to 9 barrels, 57c. to 59c.; boiled, 1 to 4 barrels, 61c. to 63c.; 5 to 9 barrels, 60c. to 62c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, 96c. to 97c. f.o.b., point of shipment, net thirty days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' round, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Plaster Paris**—New Brunswick, \$2.00 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

# THE CANADA PAINT COMPANY, Limited

## MAKERS OF VARNISH



**FLOOR-POLISHING MACHINE.**

A machine for dressing and polishing hard wood floors has just been invented and placed on the market. It is claimed for the machine that it greatly reduces the cost of this process, which has always been one of the expensive items in laying hard wood flooring. The machine can be operated by one man. The polishing disc is set with great precision, and the operator need only apply the machine to all parts of the floor to produce a level surface, such as could be attained by the old system of handwork only with the greatest difficulty. Near the revolving disc is a suction pipe which removes dust and shavings, and deposits them in a covered receptacle attached to the machine. By substituting special polishing discs the same machine can be used in renovating all kinds of floors, such as marble, concrete, tile, etc. It can also be used for cleaning and scrubbing by the substitution of a scrubbing brush for the polishing disc.

**MODERN BOOKKEEPING.**

The Rolla L. Crain Company, Ottawa, are meeting with considerable success with their Crain continuous ledger. Among their latest customers are the Northern Bank of Winnipeg, for savings and deposit ledgers for their branches, and the Bank of New Brunswick, of St. John, for complete outfits for their various branches in St. John and other points in the Maritime Provinces.

Clean out all the old stock found during stock-taking. Capital tied up in unsalable goods should be made productive even at a present loss.

**HORSE NAILS**

This kind of a winter particularly, the blacksmith should give a good deal of thought to the nail he uses. Pays to buy only the best. The

**HORSE NAILS**

have been on the market for over twenty-five years, and have stood the test. Material and shape always right. Every nail carefully inspected.—Result: Satisfaction to the consumer.

MADE BY

# The Montreal Rolling Mills Co.

## Opening Announcement Card



Yours respectfully,

MARTIN-SENOUR CO., Limited

Manufacturers of  
Paints, Colors, Stains, Enamels, Etc.

## THE MARTIN-SENOUR PAINT 100% PURE

FOR  
EXTERIOR  
WORK



FOR  
INTERIOR  
WORK

Our EXCLUSIVE Agency Proposition will interest you.  
Particulars upon application.

**SENOUR'S FLOOR PAINT** The original reliable standard brand.  
**WEARS LIKE IRON.** Known the world over.

Address our nearest Office for full particulars

## MARTIN-SENOUR CO., Limited

142-144 Inspector Street, MONTREAL

2514-2522 Quarry Street. CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited  
WINNIPEG

MARITIME PAINT & VARNISH CO., Limited  
HALIFAX, N.S.



## WALL PAPER

**S**ELLING for Spring is complete and the mildness of the season has been such as to induce several merchants to ask for deliveries at once. It's an ill wind that blows nobody good. The Spring-like weather during a greater part of December and January, while it retarded the sales of heavy goods in clothing and woolen goods, has been propitious for the wall paper trade.

Manufacturers of wall paper in Canada are unanimous in their satisfaction over the business just completed. Retailers bought even better than was anticipated. The wave of prosperity, it is felt, will make itself evident to a great extent in the luxuries of life, housefurnishings. This department is the first to feel the benefit of prosperous times, just as it is the first to suffer in times of adversity.

The present open Winter, with every prospect of an early break-up in the Spring, will stimulate business in house decorations. House building is being carried on uninterruptedly and every one has to be papered. Not for many years has the future looked so bright

### STAUNTONS' ENLARGED PLANT.


**G**ROUND was broken in December for the foundations for a large addition to the already big wall paper manufacturing plant of Stauntons Limited, on Yonge street, Toronto. For the past two or three years a steadily growing business has made increased accommodation necessary. The new building will cover a space of 350 by 60 feet, with frontages on both Yonge and McMurich streets. The new structure will be erected on the property to the south of the present factory, forming an entirely separate building, which will be used exclusively for manufacturing purposes.

The construction will be of the most improved fire-proof type, the walls being of brick, and the floors, roof and supporting columns of reinforced concrete. Fire-proof windows with metal frames and wired glass will be used throughout. Even the racks or runways, on which the paper when printed is hung to dry, will be of metal, so that there will be practically nothing combustible in the whole structure.

When the building is complete the most modern machinery and processes will be installed throughout, and the arrangements will be such as to insure the very greatest economy of time in turning out the product of this large establishment. Nothing that will tend to improve the quality of the goods and to reduce the cost of manufacture will be omitted. Before the plans were prepared the important wall paper mills in the United States and in Europe were personally visited, and points of superiority in them all have been made use of to supplement the advanced ideas of the management.

The present buildings will be used almost entirely as warehouse, offices and salesrooms, and will give the company most needed additional accommodation for the storage of their goods.

The business now being operated in the name of Stauntons Limited has been under the management of the Staunton family for fifty years, the third generation now being in personal charge of its affairs. Probably no other reason contributes so much to the excellence of the goods manufactured by the company as the close personal supervision to details given by the present managers. It is worthy of mention that this enlargement is the fourth extension that has been made within the last ten years. It is expected that all the improvements will be complete and the machinery in operation by July 1.



**STAUNTONS'  
WALL PAPERS  
ARE READY**

WE are fully prepared for the Wall Paper Season. Are YOU? If not, we will send you our samples prepaid if you write for them—samples of Wall Paper which Sells and then Satisfies.

THE TRADE ONLY SUPPLIED.

**STAUNTONS Limited**  
OF TORONTO

## McArthur, Corneille & Co.

MONTREAL

## Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

• MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,  
Prepared Paints, Window  
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE  
**Imperial French Green**  
of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
**English Varnishes**  
of CHAS. TURNER & SON,  
LONDON.

Please mention **HARDWARE AND METAL** when writing.



## OUR TRADE EXPANSION.

Canada's trade record for the first half of the fiscal year is interesting reading. Marked expansion is the outstanding feature of the returns for the six months ending on December 31. The slight depression which was noted in the latter part of 1904 and continued during the first months of last year has entirely disappeared, and Canada's commerce is steadily expanding. This growth is evident in practically all departments of activity, the farm, the mine, the fisheries and the factory, each contributing its quota to the swelling volume of Canada's trade.

The aggregate foreign trade during the half year, according to the returns just published, was \$278,541,345, a gain of nearly thirty millions, as compared with the aggregate for the corresponding period in 1904. This is a very gratifying increase, especially when it is borne in mind that the total for the whole of the previous fiscal year was \$465,242,426. If this rate of increase be maintained the total foreign trade for the present year will be well over the half a billion mark. Especially satisfactory from every point of view is the substantial increase in the domestic exports which amounted to \$133,091,829 or a gain of nearly twenty millions over the first half of 1904-05.

The principal items of increase in the exports were: Animals and their products, \$4,376,945; fisheries, \$2,296,299; agricultural products, \$11,975,953; manufactures, \$1,143,733. The total imports for the six months were, \$133,814,210, or a gain of \$10,770,560. For the month of December the imports were \$21,317,089, as against \$18,440,461 for the same month of 1904. The exports amounted to \$21,300,747, a gain of \$2,170,678. The following is a comparative statement of the imports and exports for the six months:

## Imports, Six Months.

	1904.	1905.
Dutiable .....	\$ 73,599,847	\$ 82,718,764
Free goods ...	49,443,803	51,095,446

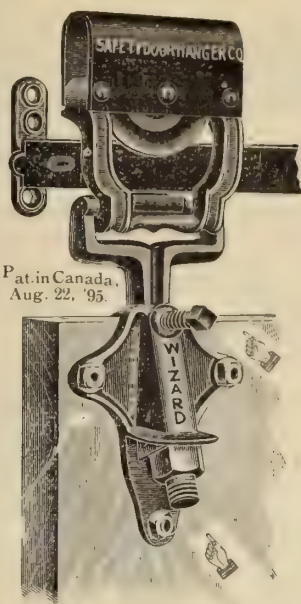
Total .. .. \$123,043,650 \$133,814,210

## Exports, Domestic, Six Months.

	1904.	1905.
The mine .. ..	\$ 17,109,858	\$17,238,528
The fisheries...	6,670,469	8,966,768
The forest ....	20,169,170	20,095,654
Animals and their products ....	40,094,123	44,471,068
Agriculture ....	18,894,954	30,870,907
Manufactures ..	10,268,610	11,412,343
Miscellaneous ..	22,032	36,561

Totals .. .. \$113,329,216 \$133,091,829

Plan your advertising now and start it. It is not too early to begin a preliminary campaign. Look over your books and see what farmers you have not sold anything to for several years. The chances are that they will need something this season. Get circular letters ready for this class of possible customers.



Pat. in Canada.  
Aug. 22, '95.

MR. DEALER,

You will find the Building  
Trade like the . . . .

## WIZARD ADJUSTABLE HINGE HANGER

"Wizard" Hangers are easily put in place; time is often lost in getting a sliding-door to hang properly when an ordinary hanger is used; with the "Wizard" all difficulty is overcome in a moment, and the door placed in any position desired by simply turning the hexagon nut or set-screw.

The "Wizard" is the only Adjustable Hinge Hanger ever offered to the trade.

MADE IN CANADA BY

**Safety Door Hanger Co.**  
HAMILTON, - ONTARIO

## H. & R. SINGLE GUN MODEL 1905

NON-EJECTING

28 GAUGE  
44 CALIBER

SMALL FRAME  
LIGHT WEIGHT

A new gun throughout, on sporting lines; not a small bore gun on a large frame, nor a rifle bored smooth for shot.



Small frame and stock enable us to produce a very attractive and symmetrical light weight, small bore gun.

Sold by the leading jobbers. Catalog on request.

**Harrington & Richardson Arms Co.,**

Worcester, Mass., U.S.A.

ALSO MAKERS OF H. & R. REVOLVERS.

## Standard Lanterns for 1906

Banner Cold Blast Lantern (See New Design)  
Leader Cold Blast Lantern, " "  
Climax Safety Tubular Lantern, " "

SAMPLES OF ABOVE READY FEBRUARY 1ST.

For sale by all prominent jobbers of Hardware and Crockery.

The "Banner" and "Leader" Lanterns are both warranted Wind-proof, and, as usual, surpass all others for quality and construction.

MANUFACTURED BY

**ONTARIO LANTERN AND LAMP CO., LIMITED** Hamilton, Ont.

Are you interested in any of the lines that are advertised?  
A Post Card will bring you price list and full information.  
Don't forget to mention Hardware and Metal.



**Consolidated  
Plate  
Glass  
Company  
of Canada  
Limited**

**WINDOW**

**GLASS**

**PLATE**

**GLASS**

**TORONTO  
MONTREAL  
OTTAWA  
LONDON  
WINNIPEG**

**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment, or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The amount of bounty paid on iron and steel for the past calendar year was \$1,900,206.

R. H. Grimstead, of Minneapolis, proposes building a factory in Winnipeg for the manufacture of steel harrows.

The manufacturers' committee of London, Ont., will ask the city council for \$1,000 for the purpose of advertising the city.

Gatineau Point will grant exemption for 25 years to a company about to build a sash and door factory there. Work will be commenced at once.

It is reported that the Canadian General Electric Company will erect a plant for the manufacture of mining machinery at Rossland, B.C.

The Imperial Steel & Wire Company, Collingwood, are to build a wire fence plant. Their nail mill is working on large orders from wholesale houses.

The shareholders of the Brantford Screw Company will be asked to increase the capital stock in order to put their plant in shape to handle their growing business.

Brantford may have an electrical supplies factory. An outside company have had a representative there with this in view, and the city council have promised to assist the new industry.

E. D. Brand, who has disposed of his interest in the Berlin Electrical Company, is at the head of a new company who will shortly begin the manufacture of dry batteries in Berlin.

The Western Counties Power Company have acquired the plant of the Brantford Electric & Operating Company and will operate in that city. They intend to bring Niagara power to Brantford.

Montreal capitalists are interested in the peat, gas and coal company recently organized at Portland, Maine. T. P. Gelinás, of Montreal, is president, and J. D. Oligny, of the same city, treasurer.

The Maritime stove manufacturers are having trouble in their provincial association on account of one concern in Sackville employing striking employees of another factory, which is contrary to agreement.

Immense quantities of steel rails are being shipped to Fort William and stored there awaiting shipment further west. Some of this is for the Seattle & International Railway line, and some for Cowley and Laggan, B.C.

The Dominion Coal Company have under consideration a scheme to build homes for their 5,000 miners. The plan is to build houses suitable to their ability to purchase, and allow eight years in which to pay for them.

The Canadian Pacific Railway Company have given an order to the Dominion Car Company for 200 steel coal cars to cost upwards of a million and a half. They were not able to make them at their own shops in Maisonneuve owing to pressure of work.

The Allan Steamship Company will ask the Government to establish a system of telephonic and telegraphic communication on the St. Lawrence route to Montreal. They say that during the bush fire season smoke hangs heavily over the river, which, with the fogs they sometimes have, renders river traffic hazardous.

Peterborough is expectant of great development upon the completion of the Trent Canal. Mr. D. Hughes-Charles, president of the Board of Trade, states that Mr. Robert Stuart, of the American Cereal Company, informed him that upon the completion of the canal his company would erect a 5,000-barrel flour mill. A mill of this daily capacity would be the largest in Canada, and would mean a great deal for Peterborough.

The Winnipeg General Power Company started to extend their lines into the city, but were stopped by the city engineer and the chief of police. The company claim that the right to enter Winnipeg is embodied in their charter and will apply to the Government for permission to do so. The city intends to run its own municipal power and has secured water sites for that purpose, and for this reason will shut out the Winnipeg Power Company, which is controlled by Mackenzie & Mann.

A number of Minneapolis capitalists have purchased the Shannon lumber interests in British Columbia, which comprise in all 30,000 acres of timber land and a mill site at Port Henry, for a sum exceeding \$80,000. The purchasers among whom are W. W. Cargill, John Graham and Mr. Matthews, will erect a large mill on the site and will cut timber for the Canadian Northern on a contract already secured. They have also tendered for a large Grand Trunk Pacific contract, and will export ties and timber to Mexico and the Panama Canal.

Canada's trade with Jamaica during 1905 has been very satisfactory. The Canada-Jamaica steamship line of carriers have materially assisted in the development of this business and are about to put on a line of vessels especially constructed for this trade. The Elder-Dempster Company also purpose putting on an up-to-date fleet of steamers to run from Halifax and St. John in the Winter, and Montreal in the Summer, to cater to this carrying trade. This innovation will be very welcome and will create still closer relations between the colonies.

J. S. Larke, Dominion Commercial Agent in Australia, reports that Australian conditions generally are improved, and that 30,000,000 bushels of wheat will be exported. The United States manufacturers are reducing prices to meet the preferential tariff in New Zealand. On nails the reduction is from 12 to 20 cents per hundred pounds, in order to prevent Canadian nails coming on the market. The Australian Parliament has risen without considering Canada's offer



of reciprocity, or doing anything to reduce the handicap that was placed on Canadian trade by the order adding the cost of inland freights to the value of goods, for customs purposes.

Sir Thomas Shaughnessy, in making the announcement that Quebec would be the terminus for new ocean-going boats which the C.P.R. will put on, stated that Canada has scarcely a port suitable to accommodate these vessels. Montreal is being fitted up with the requisites of a large steamship terminus, but the St. Lawrence channel would have to have a depth of not less than 30 feet and a width of not less than 300 feet, with 500 feet at the bend in order to make it safely navigable for the two large ships that will be put on. This deepening and widening scheme has been considered by the Government, but it would take about seven years to complete the work, and in the meantime Quebec will be the terminus. Halifax was suggested, but the long rail haul made it impossible.

A very strong case in favor of Government subventions to assist in establishing a steel shipbuilding industry was presented to the Tariff Commission at Halifax by a strong deputation, which urged the importance of this enterprise not merely in the interests of the Maritime Provinces but from a national standpoint. The growing commerce of Canada demands the establishment of a Canadian merchant marine, and this prospectively great factor in our national development cannot be established without Government assistance, and that assistance must be adequate to insure the successful initiation and prosecution of the industry. The request is for a bounty of six dollars a ton, which with the natural facilities and materials at hand should be sufficient to induce capitalists to take up the project.

#### Companies Incorporated.

The Brantford Roofing Company have been incorporated with a share capital of \$100,000 for the purpose of manufacturing and dealing in roofing paper and materials. The provisional directors of the company are Daniel Henry, C. L. Millhouse, W. D. Shultz, G. S. Matthews, G. C. Shultz, A. H. Elliott and Joseph Cobbledick. Head office to be at Brantford.

The Smith's Falls Foundry & Malleable Company have been incorporated with a share capital of \$100,000, for the purpose of manufacturing stoves, ranges, furnaces, gasoline engines and malleable iron goods. The head office will be at Smith's Falls and the provisional directors are Adam Foster, W. A. Gray, John McEwan, Alexander Stephens, Matthew Ryan, A. G. Farrell and D. F. Wood.

The Pratt & Whitney Company of Canada have been incorporated with a share capital of \$100,000, for the purpose of manufacturing and dealing in machinery and tools. The head office will be in Dundas, and the provisional directors, R. C. McKinney, L. B. Morgan, C. L. Cornell, Henry Bertram and Alex. Bertram.

The Reinforced Concrete Company has been incorporated with a share capital of \$200,000, for the purpose of carrying on a general quarrying and cement business, with head office at Montreal. The provisional directors are D. Loynachan, I. J. Donoghue, J. T. Bethune, A. W. Powell and J. L. Geoffette.

## BEST ELBOWS

— FOR —

### CONDUCTOR PURPOSES

BEAR  
TRADE MARK

*F. Dieckmann*

CANNOT BURST

— from —

ICE PRESSURE

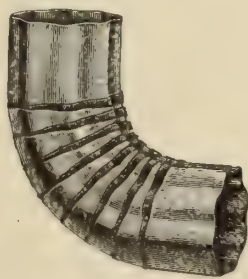
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE  
in Canada. Write for  
catalogue and  
samples to

**FERDINAND DIECKMANN**

1180-82-84 HARRISON AVE.

**CINCINNATI, O., U. S. A.**

## Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

## Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

**Better Write To-day.**

==

**Pease Foundry Co., Limited**  
**TORONTO**

**Pease-Waldon Co., Limited**  
**WINNIPEG**



## DURHAM TO RETAIN NATIONAL CEMENT CO.

The fourth annual meeting of the National Portland Cement Company was held in Toronto on Wednesday and was the largest gathering of shareholders since the company was organized. S. G. McKay, Woodstock, president, opened the meeting with a short address in which he spoke of the strong feeling against the present management and board of directors by many of the shareholders, which feeling, Mr. McKay said, was caused by misrepresentations by the press, and by individuals who were prejudging the motive of those in authority regarding the dismantling and removal of the Durham plant. A. G. Smith in reply stated that the president was out of order in addressing the meeting in this manner and in defending the directorate when no accusation had been made.

The financial report was then taken up and adopted, being considered very satisfactory showing as it did a net profit of \$84,884.84.

After routine business was disposed of, the real issue of the meeting—whether or not the supply of marl had run out—was taken up. The secretary read a report by H. W. Wood, illustrated by a chart of Wilder's Lake referred to in the report. In making this survey, lines were run at intervals of one hundred feet lengthwise and across the lake, and at the intersecting points of these lines borings were made. Samples were taken from these holes and analyzed, the analysis showing from 145 samples 84.68 per cent. carbonate of lime. The report concluded by saying the marl found had a commercial value.

A report from Mr. Farr, late superintendent, was then read. This report claimed that the marl now left in Wilder's Lake was not of a good quality, and that very little was left, and that in about another year the lake would be practically worthless. His report stated that not more than three-quarters of a barrel of cement to the cubic yard could be made from the quality of marl left, now that the cream was gone. Other investigations by Mr. Farr were made in sections of the country adjacent to Durham. In a small lake five and a half miles from the town about twelve acres of marl were found, but so covered by trees and scrub as to be of no commercial value. Bell's Lake was examined by Mr. Farr, and although marl was found here, its value was doubtful, and the distance from the plant would necessitate the building of a line of railway, which would cost more than it would to build a new mill. Townsend's Lake, Small's Lake, and a long list of other properties were also included in this report, but they were all considered to be of no value either as to quality or quantity.

Mr. Ramage, of Durham, took up this report, and intimated that the properties examined were never considered valuable, and that those who made the tests made them where they were sure to find no marl. He contended that there was an unlimited quantity of marl in and about Durham, and that the papers in stating this had told the truth, reports to the contrary notwithstanding.

H. W. Woods, who made the tests in Wilder's Lake, was called upon and startled the meeting considerably by saying that the chart referred to in the report previously read was misleading,

and that it was not a true copy of the one he handed in. Mr. Woods stated that he was engaged to make the tests in Wilder's Lake with a view to determining positively whether or not marl was in the lake, and if so, had it a commercial value? He went carefully over the lake, and in nearly every part except the part extensively worked already, he found from eighteen and a half to twenty-six feet of marl. The marl, said Mr. Wood, was the most uniform deposit he had ever seen, and would produce two and a half barrels to the cubic yard. The material would last, he estimated, at least nine or ten years.

W. H. Hoyle, M.P.P., came forward with an independent report gathered from information given by the Bureau of Mines. This report was almost identical with Mr. Woods' report as to the value of the marl, and the amount of its organic matter.

Several other shareholders spoke briefly, the trend of their remarks being that the management had misrepresented actual conditions, and that there was an ulterior motive in these deceptive statements regarding the depletion of the marl.

Mr. Ratz defended the action of the directorate in purchasing options on properties in the Niagara peninsula. He stated that it was their duty to do this in view of the adverse reports received regarding their own supply. He denied that the directors or any one else were trying to force down the stock, or to do anything detrimental to the best interests of the company. He further stated that he and another director were prepared to personally take the options off the company's hands. This offer was accepted by the meeting, which at once moved for the sale to these gentlemen. Mr. McKechnie was asked by Mr. Whitton how much stock he held and how much he paid for it. The question remained unanswered, and was addressed to Mr. McWilliams, of Owen Sound. Mr. McWilliams answered that he had \$24,000 of the company's stock which he received as payment for promotion work.

Messrs. Cobbledick, McLaren and Cline spoke briefly and explained their reasons for purchasing the Port Colborne option. They pointed out that it was not the intention of anyone to remove the plant so long as there was sufficient material at Durham to run the mill at a profit. They showed the impossibility of any body of men taking such steps without first getting the advice and consent of the shareholders, and claimed to have done everything in "good faith, and to have conducted the affairs of the company to the best of their ability."

The explanations of the different directors and their willingness to carry on the work at Durham seemed to have a pacific effect on most of the shareholders, and at the election of officers which followed, four of the old board were re-elected. The directors for 1906 are: Valentine Ratz; Parkhill; S. G. McKay; Woodstock; G. McKechnie, Durham; A. F. MacLaren, Stratford; W. H. Hoyle, M.P.P., Cannington; R. H. Williams, Owen Sound; and C. W. Dyer, St. Thomas.

Only two of the directors re-elected, however, have been active in the move to change the location of the plant, while another actively opposed the re-

moval. The election resulted, therefore, in a victory for those shareholders who have actively opposed the old management and it is certain that the control of the company during the coming year will be in new hands and that Durham will not lose the cement mill unless a thorough investigation proves the deposits of marl in that district to be such as to force the directors to secure a new location.

### BUILDING NOTES.

Winnipeg building permits for January, 1906, amounted to \$184,675, or about twice as much as for January, 1905.

S. Price & Sons, Toronto, will erect a dairy building costing \$70,000; also extensive stables.

The Grand Trunk Company will build tourist hotels at Brule Lake, Ont., and at Rock Lake, Ont.

A three-storey carriage factory will be erected at Fredericton, N.B. E. A. Morgan is interested.

St. Andrew's Society, of Ottawa, have in view the erection of a hall on the cottage building plan, to cost about \$20,000.

Dresden ratepayers will vote on a by-law to provide \$25,000 to assist A. H. Turner, of Toronto, in building a twine factory there.

Winder Bros., of Berlin, announce their intention of building a three-storey and basement furniture factory, to cost \$25,000.

M. Fisher, Sons & Company, purpose erecting a seven-storey warehouse and office building on the lower part of Victoria square, Montreal.

The Kenora Board of Trade will ask the town council to secure surveys and estimates for an electric railway between Kenora and Keewatin.

A by-law to grant a bonus of \$10,000 to Brunet & Couson, to establish a shoe factory at Maisonneuve, Que., will be submitted to the ratepayers.

The Bachrack Company, of Toronto, have leased 67 feet on Yonge street, running back 103 feet on Queen, upon which they will erect a large store.

H. L. Janzen & Son, florists, of Berlin, will erect a large conservatory, to employ from 30 to 40 hands. The town will grant the usual encouragement.

The McDonald, Dunlop Company, of Calgary, are erecting a three-storey brick warehouse, 130 feet long by 25 feet wide, which will cost \$12,000.

The Midland Construction Company will have two large steel scows constructed, to be used in connection with their new dredge, which is now being built.

The Canadian Pacific Railway Company will build a large storehouse in Montreal, in connection with its freight sheds, for the convenience of the merchants.

It is announced that the Grand Trunk Railway Company will build a large bonded warehouse this year on the property expropriated for the new Union Station in Toronto.

The Crown Bank has let the contract for their new bank building at Burford, Ont. It will be two storeys high, of red pressed brick on stone foundation, and will cost \$5,000.



# IDEAS FOR THE INDUSTRIOUS.

## THE PRICE OF SUCCESS.

The receipts for success are so many and so vivid now-a-days that one might think all young men lucky enough to step on the stage at this particular moment would infallibly reach the goal.

Yet now, as always, out of a score of young men who graduate from high school, each throbbing with high endeavor, perhaps one may be found a score of years later to have climbed much above the lower rounds of the ladder.

And the fact still stands that retail storekeepers who fail wholly far outnumber those who succeed largely, and that the great majority never achieve anything more than a mere livelihood.

Evidently, something more is needed than a simple recipe.

No two men who have reached that mystic goal called "Success" agree in reciting all the steps of the journey, but all agree in the first step, which is concentration.

It is the man who brings to bear on his chosen business every last ounce of mental and physical energy he can summon, who wins.

Take care of your business, if you want your business to take care of you. Live close to it. Think it. Eat it. Sleep it. Know it from stem to stern, from hold to topsail.

We respect the man who deliberately chooses to be content with a small business—who, with his eyes open, is willing to step aside and let the throng of rivals for material success sweep by him. But he who yearns for material success and then fritters away his energies has no claim on our respect or our sympathy.

The retail merchant who mixes society or horse-racing with his storekeeping may get more fun out of life than he who does not, but he will not make the success of his business that he might have made.

Do not have too many irons in the fire. Every outside interest will decrease the energy with which you push your main business. Let your competitor run a farm or a factory "on the side." He'll have just so much the less energy to put into the store.

Concentration is the price of success.

## KEEP PERSONAL FEELINGS DOWN

Don't allow your personal feelings to influence you in the day's work. If you will look at it clearly you will see how easy it is to get ahead of the fellow who allows personal feeling to sway him in business. I know a man who was the head of a department who took a dislike to one of the men under him because the man had an independent air that the head of the department did not think was becoming to a mere working man. The dislike grew in his mind to such an extent that it didn't leave room to see any good in the other fellow at all. When the other fellow made a suggestion or advanced a proposition it was sometimes politely and sometimes brusquely turned down.

One day the man who was always being turned down offered one of his ideas to an opposition firm, and they gave him a good job with a desk to sit at and lots more pay than he had been getting. The idea turned out such a good one that the head of the house the man with the idea had left inquired into the facts of the case. When he had the story all in hand he didn't say anything to the head of the department who had let the idea get away, but when his contract to the firm ran out six months later it was not renewed.

When Franklin McVeigh, the Chicago merchant, was making his institution one of the largest of its kind, he was asked to referee a quarrel between two valuable men in one department. He told them that no man with sense would allow personal feelings to bother the day's work, but inasmuch as they were both old employees, he would try to straighten out the trouble, and gave each of them charge of a different department and put a new man in the charge of the one they had been quarreling in. They both felt they had been wronged and sulked instead of going to work to redeem themselves. One of them finished his career with the house running the employees' elevator and the other man got lost in the shuffle somewhere. Personal habits, like bad habits, have to be left aside unless you have enough money to indulge in them so that you can stand for a loss if they warp your judgment.

## DON'T BE TOO CAUTIOUS.

The best advice a merchant can give to a young man who enters his employ to learn the business or art of selling goods, is, "Don't be afraid of making mistakes." The man who never made a mistake never amounted to anything. This point finds striking illustration in the story told by Success of the late Ellen D. Jordan, the millionaire dry-goodsman of Boston.

One day he inquired of one of his lieutenants:

"What sort of a fellow is Smith?"

"The best sort," replied the lieutenant.

"I am glad to hear that," said Mr. Jordan. "He has had charge of this department for ten years, I believe."

"Yes, sir, and he has a great record. He has never made a mistake."

"Eh? What's that? Discharge him at once."

"Sir?" stammered the surprised subordinate.

"No, on second thought," continued Mr. Jordan, "you needn't discharge him right away. I'll give him another chance. Send him in to me."

When Smith showed up he said to him, in substance: "I don't like men who never make mistakes. What I need here is a progressive man—one with plenty of push and enterprise. Now, a man who is full of zeal for me and primed with ambition for himself is sure to make a mistake now and then."

"The man who never blunders is too cautious, too slow to be worth much. I have had a statement made out showing me the percentage of increase or decrease in the business of each department. Your department is the only one that causes me any uneasiness. I find the reason to be that you are too infernally cautious. You never make any mistake!"

## THINGS TO QUIT.

Gossiping.

Fidgeting.

Grumbling.

Hairsplitting.

Saying fate is against you.

Finding fault with the weather.

Going around with a gloomy face.

Faultfinding, nagging and worrying.

Taking offence where none is intended.

Dwelling on fancied slights and wrongs.

Talking big things and doing small ones.

Scolding and flying into a passion over trifles.

Boasting of what you can do instead of doing it.

Thinking that life is a grind, and not worth living.

Talking continually about yourself and your affairs.

Depreciating yourself and making light of your abilities.

Saying unkind things about acquaintances and friends.

Exaggerating, and making mountains out of molehills.

Lamenting the past, holding onto disagreeable experiences.

Pitying yourself and bemoaning your lack of opportunities.

Comparing yourself with others to your own disadvantage.

Waiting around for chances to turn up. Go and turn them up.

Writing letters when the blood is hot, which you may regret later.

Thinking that all the good chances and opportunities are gone by.

Thinking of yourself to the exclusion of everything and every one else.

Carping and criticizing. See the best rather than the worst in others.

Dreaming that you would be happier in some other place or circumstances.

Belittling those whom you envy because you feel that they are superior to yourself.

Dilating on your pains and aches and misfortunes to everyone who will listen to you.

Gazing idly into the future and dreaming about it instead of making the most of the present.

Longing for the good things that others have instead of going to work and earning them for yourself.

Looking for opportunities hundreds or thousands of miles away instead of right where you are.—Success.



## NEW SKATES.

It has been many years since any material change has taken place in the style of skates, but last year a unique design of hockey skate was placed on the market by the Canada Cycle & Motor Company, of Toronto Junction. For years this company has been handling the highest grades of steel in the manufacture of bicycles and automobiles. This has given them an experience of high-grade accurate steel manufacture in lighter lines, and has also guided them in the selection of material most suitable for skate manufacture. These skates, known as "Automobile" and "Cycle" skates, have proved a complete success throughout this country. In fact, the demand after their introduction was so far in excess of their most sanguine expectations that their large factory, working night and day, could not keep up with the orders. The principal features of the "Automobile" skate, next in importance to correct design, are its lightness and strength. The material used in the construction has never before been applied in the manufacture of skates. The tops are aluminum, and the runners nickel-steel. Both of these are the toughest metals, and exactly suited for skates.

## THE SUNNY WINNIPEGGER.

Frank G. Carpenter in Minneapolis Tribune: I like these Winnipeggers. They are so pushing, strenuous, enthusiastic and happy. They claim their city has the best climate on earth, and they would not exchange the biting winds of the prairie for the kissing zephyrs of New York, Boston or Washington. They prepare for the season. Just now every Winnipegger who can afford it has on a grey overcoat made of coon skins. The fur is long, and it stands out like the bristles of a hot hog. This doubles the size of the wearer. It makes him look at least a foot broader, and, as it is long, at least six inches taller. He adds to his height by a fur cap, which can be pulled down over his ears. This makes him still bigger. Indeed, the town just now is peopled with furry giants, who are breathing out smoke, for the frost congeals the air from their nostrils, so that it rises like the vapor of an incipient volcano. The women here also dress in furs. Their cheeks are blushing under Jack Frost's amorous kisses, and the ozone of the atmosphere paints their eyes bright. They look too sweet to be the wives and daughters of the giants beside them, but we doubt not the fact when they open their mouths and begin to talk about Great Winnipeg.

Montreal is to have a fine new bonded and free warehouse, to be erected by the Terminal Warehouse & Cartage Co. Patent trucks and fast moving elevators will be provided for the handling of the goods, and for outgoing merchandise the three lower floors will be provided with adjustable chutes, which will avoid all unnecessary trucking. Being situated on Grey Nuns street, the building will be in the heart of the warehouse district, and very close to the railways, harbor and canal.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (at \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

## YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

## FOR SALE.

FOR SALE—Hardware and stoves \$4,500; one opposition; manufacturing town. Box 505 HARDWARE AND METAL, Toronto.

HARDWARE business for sale in a New Ontario town; no opposition; mining in vicinity; stock and building, \$1,500 to \$2,000; reasons for selling: cannot devote time to business. Apply Box 332, New Liskeard. [4]

HARDWARE business in good town, surrounded by best farming country in Canada. Stock \$5,000; turn-over \$25,000 per annum. Good profits. Reason for selling, dissolution of partnership. Address Box 139, HARDWARE AND METAL. [4]

## FOR SALE

GROWING hardware and furniture business in go-a-head Western Manitoba town; investment of slightly over three thousand, less than three years ago, will show at the end of third year surplus about twelve thousand; owner retiring; this will soon go. Apply quick to Box 236, HARDWARE AND METAL. [6]

## SITUATIONS VACANT.

WANTED—Tinsmith, good all-round man for country will go; yearly job; must be temperate; one with knowledge of plumbing preferred; state wages and experience. Apply Box 503, HARDWARE AND METAL, Toronto. [6]

WANTED—A young man to travel for general hardware; must be well recommended and of good address and habits. Apply to Purvis Bros. Sudbury. [5]

WANTED—Tinsmith at once, experienced in roofing and furnace work; must be temperate; steady job to the right man; single preferred. State wages and experience to S. B. Merrill, Enterprise, Ont. [6]

WANTED—By a manufacturer of high grade standard goods, traveling salesman acquainted with the wholesale hardware trade of Canada; salary and expenses. Box L, HARDWARE AND METAL. [6]

## SITUATION WANTED.

ABLE and energetic young man, open for responsible position as manager, sales manager or traveler; best of references and connection; 14 years' experience in hardware and sundry lines. Apply Box 504, HARDWARE AND METAL. [6]

A YOUNG MAN with 5 years experience at the hardware business would like a position as clerk, or on the road; strictly temperate; A references. Box 506 HARDWARE AND METAL, Toronto.

## LAFARGE (non-staining) CEMENT

for setting, pointing and backing Limestone, Granite or Marble where freedom from discoloration is desired. Send for descriptive catalogue.

Drain Pipes, Sewer Bricks,  
Fire Bricks, Building Bricks,  
Portland Cement,  
Road Paving Bricks and Blocks.

## F. HYDE &amp; CO.

KING, QUEEN and WELLINGTON STS.  
MONTREAL

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application.

Prompt shipments

THE IMPERIAL CEMENT CO., Limited

Makers of the Celebrated Brand

"IMPERIAL" PORTLAND CEMENT

OWEN SOUND, ONT.

USE

"HERCULES" BRAND  
PORTLAND CEMENT

Manufactured by

THE GREY & BRUCE PORTLAND CEMENT CO.  
OWEN SOUND

J. McLAUCHLAN, President.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office:

Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for  
Septic Tanks.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

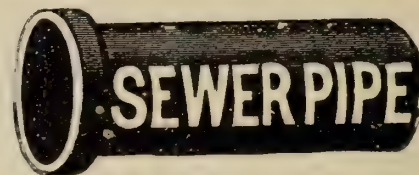
CHARLES D. PHILLIPS,

Cables—  
"Machinery," Newport.

Emlyn Engineering Works  
NEWPORT, MON., ENGLAND

... FULL STOCK ...

Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT.

TORONTO, ONT

ST. JOHNS, QUE.



# "DOMINION BRAND"

ROOFING MATERIALS ARE  
THE BEST FOR YOU



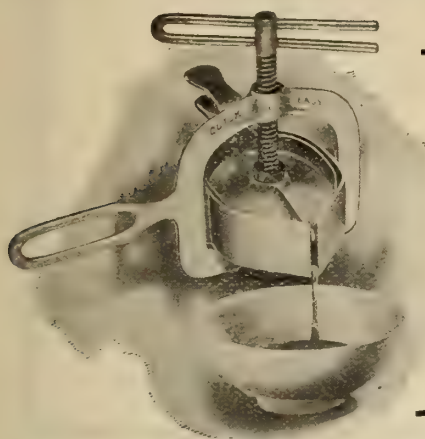
BECAUSE they are the most durable and in every way the most satisfactory.

BECAUSE their quality remains long after the price is forgotten.

BECAUSE they are the easiest to sell. You know what that means.

Write if you can't call

**LOCKERBY & McCOMB, 65 Shannon St., Montreal**



## Walker's Quick and Easy Meat and Fruit Juice Press

Made to clamp to the table or hold in the hand. They are made in three sizes and three styles of each size; capacity, one-half pound of meat at a press full.

As all the juice is out as soon as screwed down, several pounds can be pressed in short space of time. The real capacity is equal to others of larger and more expensive prices.

**ERIE SPECIALTY CO., ERIE, PA., U.S.A.**

## Prime Facts for Those in Pursuit of Profits

**Gurney Cylinder Locks** are made in Canada. You are perhaps selling locks made in the U. S. You have perhaps been told that the U.S. kind are better than

## GURNEY CYLINDER LOCKS

and so will yield quicker profits than the "made-in-Canada" kind. Don't you believe such statements. Here is the truth:

**Gurney Cylinder Locks** are lower-priced than most American locks. When you load up with American locks you have to put in a certain amount of "overtime" selling that "duty," which, as far as your customers are concerned, means nothing for something—no value for their money. **Gurney Cylinder Locks** have the quality as well as the price, which together stand for continuous business. If you ignore these facts you turn your back on your own business. **Catalogue No. 7** and **Supplements** are what you need.

**THE GURNEY, TILDEN CO., LIMITED**  
**HAMILTON**

BRANCHES:

WINNIPEG—Tilden, Gurney & Co., Limited  
VANCOUVER—The Gurney, Tilden Co., Limited

AGENCY:

Montreal, P. Q.,—Charles Nicoll,  
85 St. Peter St.





*The Standard Ideal Sanitary Co. Limited.*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Shop Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

**Now ready** for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

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*Port Hope, Ont.*

*Sales Office :*

*50 Colborne St., Toronto.*



**J. M. T.  
Injectors  
and Valves**

Leaders  
in their line  
because they're  
built for durability  
and give best results.



YOU will be considering your requirements for the  
coming season

Whether  
they be

## Engineers' Supplies or Plumbing Goods

We make these lines in full variety, the kind that bring your  
customers back to ask for more—"the same as last" because  
"they last."

We solicit your orders early.

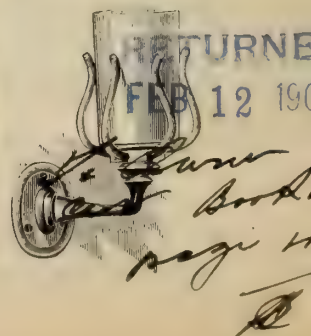
The James Morrison Brass Mfg. Co., Limited, Toronto



No. 6368

**Lavatory  
Fittings**

Showers  
Towel Bars  
Soap Dishes  
Tumbler Holders  
Etc.  
Send for Catalogue.





# PLUMBING AND STEAMFITTING

## A NEW VAPOR VACUUM SYSTEM OF HEATING.\*

The system described in the following paper and illustrated in the accompanying cuts was designed to work under the same principles as those governing mechanical circulations, where a vacuum pump is usually used upon the main return.

It was believed that if correct mechanical devices were employed a gravity return system could be made to work in a similar manner to a vacuum exhaust system and with all the advantages of the latter. Chief among these might be mentioned the doing away with the automatic air valve, that most irritating and annoying of all contrivances, which is supposed to be a necessary evil in connection with each radiator; the practicability of graduating the inlet valve to secure a partial heating of the radiator; also the advantages of running the entire system upon a vacuum or at as high a pressure as might be desired.

Referring to the cut, it will readily be seen that the system is piped exactly the same, and with the same size pipes as any ordinary two-pipe dry-return gravity system. All moderate sized systems are piped in the manner shown, and where larger systems are installed the only change is to provide additional points of air removal and run a wet return system if desired.

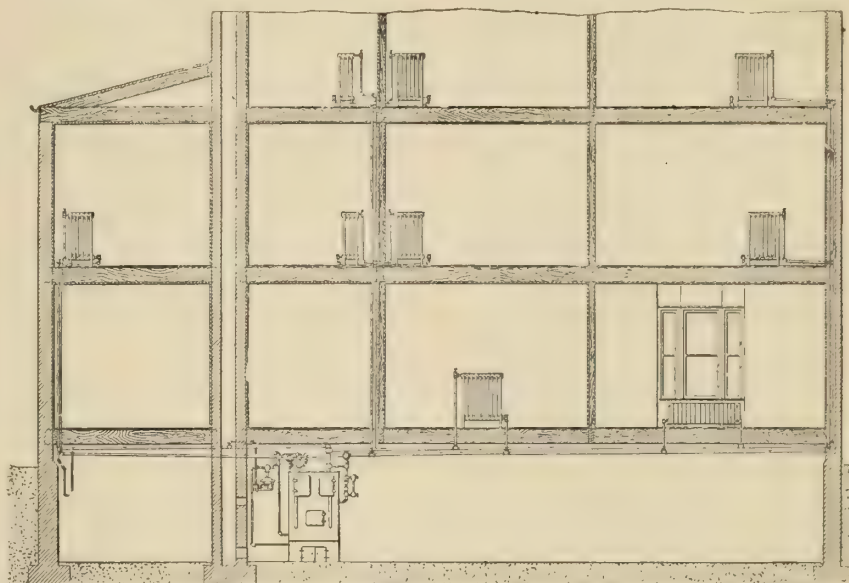
The hot water type of radiator is usually employed and the steam inlet is made at the top. No air valve is placed upon the radiator, as the air and water are both carried through the automatic drainage valve and down to the cellar. The water is then allowed to run to the boiler by gravity and the air removed by an automatic relief valve, located at the boiler in ordinary installations or at the foot of the riser or group of risers in large systems. The drips are sealed from the return in the usual manner, either by a loop seal or check valve.

The construction of the automatic

form of automatic impulsive valve, in which the seat is made of considerably smaller area than the pipe connections. It is also at such an angle as to prevent wedging or sticking, and it will pass the ordinary dirt of the system without trouble. A cone projects from the disk of the valve into the opening of the seat and a counterweight is applied in such a manner that they both act to render the opening of the valve very gradual for increasing differences in pressure. On the

in the same manner as an air valve it is adjusted in the same manner; the weight is pushed out upon the lever until the valve is opened and blows steam freely; when the return pipe is free of air and thoroughly heated the weight is pushed back until the flow ceases entirely.

A lower pressure than that in the steam main is then continually maintained in the return main, the difference depending upon how much difference in pressure is required to pass the amount of steam that is condensed in the return pipes through the automatic valves upon the radiators.



Sectional view, showing the ordinary two pipe dry return system of piping used in the new Vapor Vacuum Heating

disk of the valve there is placed an impact surface which is designed to materially increase the opening when water is passing.

The removal of air from the return pipe is accomplished by means of the automatic relief valve, which is acted upon by the varying pressures created in the return pipe by reason of the presence of air or steam.

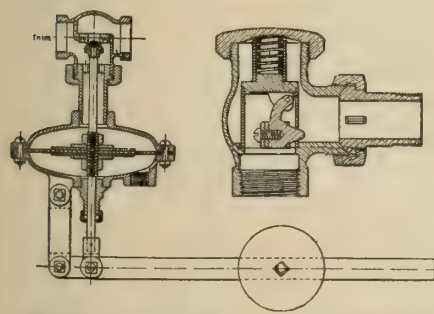
With the boiler filled to the proper water line and a fire started the action of the apparatus is as follows: Steam is generated and enters the main, and the friction of its flow causes a pressure in the boiler which communicates itself to the under side of the diaphragm of the relief valve and closes the air outlet. This outlet remains closed until the pressure passes into the radiators, opens the automatic discharge valves and compresses the air in the return pipes. The relief valve then opens and passes the air as fast as the combined delivery of the discharge valves. The flow continues until the air passes out of the radiators and return pipes, and the pressure in the returns is sufficiently reduced by the condensation of the steam to allow the relief valve to close.

As the automatic relief valve operates

If a radiator that has been shut off is turned on, the air passes into the return through the automatic valve at the same rate, or under the same difference in pressure, as the steam through the other automatic valves. The pressure in the return then rises and opens the relief valve for the expulsion of the air.

By reducing the weight upon the relief valve a little more than is necessary to close it and just leaving it heavy enough to open when the system is cooled down, it is very easy to keep the return pipes partially filled with air at all times. This air flows along with the steam and collects at the relief valve ready to be discharged whenever some is introduced from a radiator.

Any radiator may be partially heated by graduating the opening of the inlet valve upon it. Steam then enters and passes across the top of the radiator and water collects in the bottom until the air in the radiator is compressed, both by being reduced to smaller volume and by heating, to equal the pressure in the return; the water then passes out and the radiator is not further heated until the volume of steam admitted is sufficient to cause the drainage valve to pass air as well as water.



A New Vapor Vacuum System of Heating—Automatic relief and drainage valves.

valves is shown in the small cuts, in which it will be seen that the discharge valves for the radiators are a special

\* Paper read by James A. Donnelly, at the twelfth annual meeting of the Society of Heating and Ventilating Engineers, New York, Jan. 16, 17, 18, 1906.



The weight upon the automatic drainage valve is made of minimum amount, or just sufficient to close it, and it is thus opened by a very light pressure or head of water.

The system is run as a vacuum system by first raising enough pressure to expel all the air, and then allowing the fire to cool until the desired amount of vacuum is obtained; the entry of air from the discharge of the relief valve being prevented by a check valve or other similar means.

### PIPE WORK IN OUTSIDE WINDOW GAS LIGHTING.

In a paper on "Outside Lighting," read by Arthur Murray of the Detroit City Gas Company, Detroit, before a recent meeting of the Michigan Gas Association, two methods for preventing troubles from freezing in gas lighting fixtures outside of show windows were illustrated. In both cases the cures involved the use of double pipes, one concentric about the other, the inner carrying the gas and the outer conducting the products of combustion from the gas flame or warm air from some other source to protect the gas from the cold outdoor temperatures. The paper is in substance as follows:

A successful outdoor gas arc has made possibilities for considerable outdoor and window lighting which has heretofore been left almost entirely with the electric people. In the past more gas companies who installed outside lamps in front of a place of business placed the lamp in the entry way, no provision being made to protect the gas from freezing. In some cases a connection was made from a drop inside the building and a  $\frac{3}{4}$ -inch pipe run to the outside where the lamp was hung. Sometimes a drip was placed on the  $\frac{3}{4}$  run, but in most cases even this was not done, and in severe winter weather the lamp would be out of commission, to the disgust of both the customer and the gas company. With the above installation you lighted only the entry-way and not the windows, and the consumer was obliged to light his windows with either gas or electricity, the same as before.

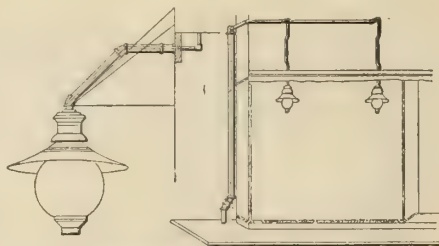
Within the last year a great many gas companies have been experimenting and have demonstrated beyond the possibility of a doubt that the average window, if it is not too deep, can be better lighted for less money with outside gas arcs than by any other means. By this I mean that the initial cost of the gas equipment will not be any greater than the initial cost of the electric wiring, sockets, etc., and the cost of operating the lamps on the same number of burning hours will show a saving of from 40 per cent. to 60 per cent. On a window 20 feet wide three outside gas arcs will throw more of a better light in the window than 50 16 candle power electric incandescents, besides throwing a brilliant light on the front of the store, lighting the sidewalk to the curb and making a light attraction that is noticeable up and down the street for a considerable distance.

Considered from the advertiser's standpoint, both for the consumer and the gas company, a row of outside gas arcs which illuminate the windows and the entire front brilliantly is the cheapest good advertising that the author

knows of. It distinguishes one store from the other fellow's, because the one man not only has more light in his window than the other fellow, but has the additional light on the outside, and for less money.

An outside gas arc, if properly maintained and adjusted, will burn from dusk until 10.30 p.m., which is an average of four hours per night for the entire year (365 days), on a consumption of 2,000 feet of gas per month. In this city we have what we call a "turn on and off" service, which we give the outside arc customer without charge, and at a slight expense to us we have the assurance that the lamps are "working while you sleep," and that the average consumption per lamp per year will be 24,000 feet of gas.

Where only one or two outside lamps are to be installed in front of store or business place and  $\frac{3}{4}$ -inch drop is found inside window with good supply,  $\frac{1}{2}$ -inch pipe is attached to this, carried out through window and extended down to lamp with two 45 degree ells. For this installation four 3-16 inch holes are drilled in top of lamp and 2 x  $1\frac{1}{4}$  inch reducing coupling is placed so as to come on outside of opening in top of lamp. From this reducer  $1\frac{1}{4}$  inch pipe, termed casing, is extended back within 1 inch of window sash, where a reducing



Pipe Work for Outside Window Gas Lighting.

tee is used with  $\frac{1}{2}$ -inch branch pointed upward, from which a return bend (or plain ell and street ell) is used to conduct heat from inside, and thus exclude water from rain storms, etc. The end of this reducing tee fits closely around  $1\frac{1}{2}$ -inch run.

For three or more lamps a riser is run on outside of building, in the least conspicuous place, a larger pipe or casing placed over riser which opens into basement or cellar, thus conducting warm air from basement up to top of riser. A tee is placed "bull headed" on top of casing to exclude water from rain, etc. Where riser is cased in this manner it is necessary to case run or drops. Drop is taken from side branch of tee and where possible all drip water carried back to riser, where a large drip is placed in cellar. As it is sometimes impossible to carry all drip back to riser, an additional drip or extra riser is placed between store front or the next best location and carried back into basement. This is also cased in the same as riser, with a stop cock placed in bottom to let out drip water.

Frank E. Jones, an 18-year-old lad, recently installed an electric lighting system of about 500 lights in the Cornwall cotton mill at St. John, N.B. About four miles of wire was used on the job.

### ANOTHER PLUMBING SENSATION.

The Toronto civic investigation, which was originally instituted to look into certain charges of boodling in connection with the location of an abattoir, and afterwards enlarged to investigate the purchase of carpets for the new city hall, has now been switched onto an investigation of the methods used in securing and carrying out the plumbing and heating work in the Toronto City Hall, built about seven years ago.

The Bennett & Wright Company, who had the plumbing contract, have been under the limelight for nearly a month, but it was not until a few days ago that a real sensation developed. The absence of bookkeepers from the city, the loss of account books, and the burning of cheques, etc., caused much comment, but when "Tom" Worthington, the well-known traveler, and former head of the firm of Worthington, Garrett & Armstrong, was put in the witness box and swore that his firm was paid \$1,000 to induce them to abstain from tendering on the job, a real sensation was sprung. The payment was made by Wm. Mansell, of Purdy & Mansell, for Bennett & Wright, and Judge Winchester has intimated that unless Messrs. S. H. Clark, of the Bennett & Wright Company, and Wm. Mansell, both of whom are in the Western States, promptly return to the city, steps will be taken to bring them back.

The incident shows that the bonus system was not an outgrowth of the Master Plumbers' Association, but that the evil existed long before the organization of the association. A serious phase of the case is that several of those mixed up in the present charges are on suspended sentence for having given bonuses in the recent investigations, and a conviction now may result in penalties more severe than money fines.

Another interesting point which has developed is the connection of Architect Lennox with the case. It has been shown that he was loaned several thousand dollars years ago, but has never repaid the principal or been charged interest. As the architects of Toronto are understood to have been largely instrumental in pressing the investigation against the Master Plumbers' Association, it is illuminating to see that members of that profession accept favors as willingly as the much maligned plumber.

If the investigation proceeds much farther, Toronto lawyers can look for another harvest, and dozens will be looking for "retaining" fees. Law is a costly game, as well proven in the recent "combine" investigations.

### EERLIN'S NEW SEWAGE SYSTEM.

Berlin has opened its new sewage works, the cost of which was \$75,000. The system is very complete and is claimed to be the pioneer in solving the problem of sewage disposal, which is of great benefit to all inland towns. The sewage is first treated in septic tanks, then pumped at the rate of 2,000 gallons a minute on to sand filtration at an elevation of 75 feet, and the affluent from the sandbeds is as clear and pure as spring water.



## PLUMBING MARKETS

### QUEBEC.

Office of HARDWARE AND METAL,  
232 McGill Street,

Montreal, Feb. 9, 1906.

Business is still very good for the season. The supply houses are all being kept fairly busy shipping orders, and prospects for this year are of the brightest. Already the rush for building permits is on, and, from the number of large contracts placed this week, it is certain that the plumbing trades will be kept very busy, when the Spring opens.

All plumbing goods are held very firm, though no advances have been declared. Solder remains at the same price as last week, in spite of reports of revised prices in the west.

**Range Boilers**—Prices are steady, the advance made in copper boilers still holding good. We quote: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28.00. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Trade is first-class, and quotations are held firm at the advanced figures recently given out. We still quote: 15 per cent. f.o.b. Montreal, Toronto, St. John, N.B., and Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Jobbers are now experiencing but little difficulty in securing deliveries. The situation is becoming much more satisfactory. Our quotations are: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—Although the market is very firm, the advance which has been expected for some time has not yet taken place. We still quote prices and discounts as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—The movement is not particularly large, but is as good as can be expected at this season. We quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra

heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—Prices remain steady on the Montreal market. Dealers are not advancing their prices, although such has been done by the Ontario jobbers. We give prices: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder), 18c.

**Enamelware**—Goods are selling freely, as many big plumbing jobs are just being finished. We give prices as follows: Baths, rolled rim, 5 feet 2 1-2 inch rim, American, \$22.25; Canadian first quality, \$18.65; special, \$16.65; 3 inch rim, American, \$29.25; Canadian first quality, \$20.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,

Toronto, Feb. 9, 1906

A featureless market exists, trade being as inactive as usual at this season. The cold weather has put a quietus on the building activity, although inside work is proceeding on many structures, which have been well advanced owing to the extended building season.

Prices continue as before, the only change being a new arrangement under which charges for crating on baths and sinks are now to be included in the net price rather than being added to the list quotation as before.

**Lead Pipe**—Prices are holding firm at the recent advance. We quote: Lead, 7c.; lead waste pipe, 8c.; discount, 15 per cent.

**Soil Pipe and Fittings**—The usual demand is reported. Prices are firm. We quote as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Buying is active, with the same prices ruling. We quote as follows: Black, 1-4 inch, \$2.09; 3-8, \$2.09; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch, \$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

**Iron Pipe Fittings**—Demand continues satisfactory, with prices unchanged. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per

cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—A good seasonable trade is being done. Prices continue steady. We quote as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—Demand is normal at steady prices. We now quote: Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enamelware**—Demand continues active with quotations very firm. We quote the following prices: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

### PLUMBING NEWS.

A natural gas well is being sunk at Vineland, near St. Catharines.

Calgary plumbers are asking for a plumbing inspector who can devote all his time to this work.

Port Hope is in darkness owing to differences between the town council and electric lighting company.

Arbuthnot & Dixon have opened a plumbing shop at the corner of Harbord street and Brunswick avenue, Toronto.

The Dominion Heating & Radiator Company is being organized in Montreal and their factory will probably be located at Peterboro.

The contract for heating and ventilating the new hospital at Niagara Falls has been secured by the James Smart Company, Brockville.

Trouble between rival natural gas companies is keeping the town of Thor-



old without natural gas, though the pipes have all been laid.

### AN OLD TRAP THAT STILL SELLS.

Mr. Henry G. Allen, general sales manager of Oneida Community, Niagara Falls, called on the manager of Hardware and Metal to compliment him on the excellent work the paper was doing for their company. The Community has been advertising almost constantly since the paper started. Some months ago they advertised the Newhouse steel trap, an article they had been selling for 50 years, and notwithstanding the fact that the use of traps is not as extensive as it was some years ago, and although this particular trap has been on the market for 50 years, yet the advertising which they have done this year has increased the demand for these traps to such an extent that their sales for the season are the largest on record.

They do not get the orders direct, but through the jobbing trade. Mr. Allen tells an amusing story of a well-known jobbing firm he had seen a few days before, remarking "I do not know how it is, but we have had several inquiries recently for the Newhouse steel trap."

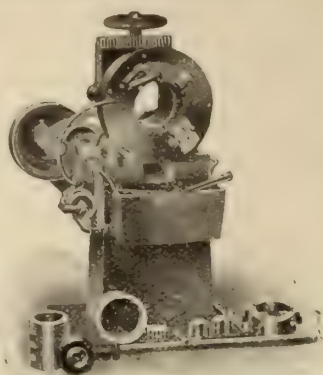
Mr. Allen at once said: "We have been advertising them recently in Hardware and Metal."

Mr. Allen points out that there is apparently an increase in the number of what may be called "animals of civilization," the muskrat, mink, otter, and skunk, and practically every farmer can use a trap. Traps frequently get lost during the Summer and when the farmer wants another he will give the preference to the one recommended by the retail hardware man from whom he buys.

Mr. Allen tells an interesting story of the development of their advertising. At the head of the Community are the shrewdest and most conservative lot of bright business men in America. Like many others, they had no faith in advertising until they began to get indirect results from reputable trade papers. The reason was that when they went into the manufacture of plated silverware they decided to take the trade papers first and make the business men familiar with their goods and then to supplement it with a general advertising campaign to the consumer. They thus educated the retail trade and secured their sympathy and co-operation, and later they began a regular campaign to the consumer to assist the retailer.

Of course they had a particularly good article in Community silverware, in that they gave specially fine designs and made a plate heavier than triple, and guaranteed it to last a lifetime.

The trade has grown so satisfactorily that Mr. Allen says the amount of money they will spend on trade newspaper and magazine advertising this year, confident of profitable results, would surprise the directors of a few years ago.



## MERRELL COMBINED HAND AND POWER MACHINES

Nos. 5 $\frac{1}{2}$ , 6 $\frac{1}{2}$ .

Better than any other combination machines on the market. More rapid in threading and cutting off. Have a greater range of work. Make quicker changes from size to size of pipe.

No. 5 $\frac{1}{2}$  cuts and threads pipe 1 to 4 inches inclusive. No. 6 $\frac{1}{2}$  cuts and threads pipe 1 to 6 inches inclusive.

We also make Nos. 9 $\frac{1}{2}$  and 11 $\frac{1}{2}$ .

Our Catalogue ought to interest YOU.

**THE CANADIAN FAIRBANKS CO.**

Sole Agents for Canada Limited  
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

## NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and efficiently, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY  
W. NEWMAN & SONS, Birmingham.

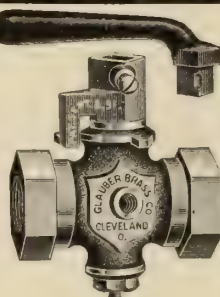
GUARANTEED

5 5 5

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GUARANTEED



At the Same Price

Isn't it Best to use the Kind that are

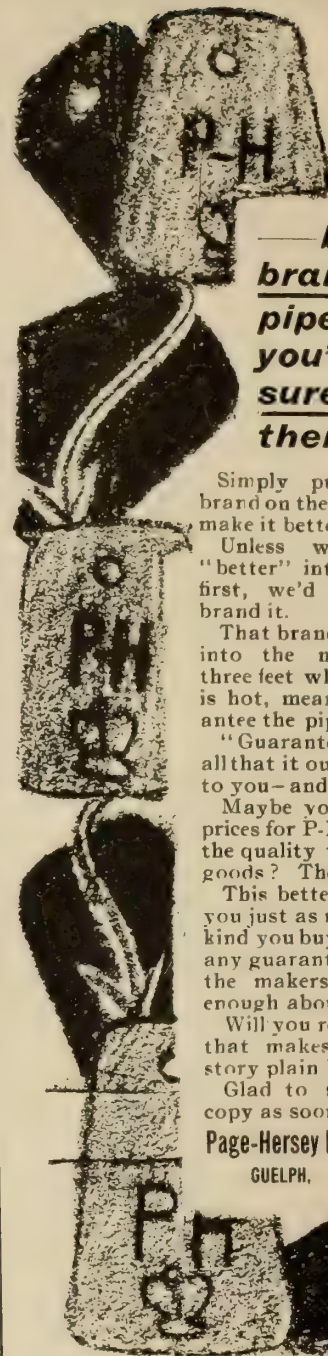
**GUARANTEED**

FOR

**5 YEARS 5 YEARS 5**

BY

**CLAUBER, CLEVELAND, OHIO, U.S.A.**



— buy  
**branded**  
pipe;  
you're  
**sure**  
then —

Simply putting the brand on the pipe doesn't make it better pipe—

Unless we put the "better" into the pipe first, we'd not DARE brand it.

That brand, put right into the metal every three feet while the pipe is hot, means we guarantee the pipe's quality.

"Guarantee" means all that it ought to mean to you—and that's a lot.

Maybe you think our prices for P-H pipe show the quality we put in the goods? They don't—

This better pipe costs you just as much as the kind you buy WITHOUT any guarantee—and that the makers aren't sure enough about to brand.

Will you read the book that makes the whole story plain?

Glad to send you a copy as soon as you ask.

Page-Hersey Iron & Tube Co.

GUELPH, - ONTARIO

THIS  
**TRADE MARK**

will be found on all

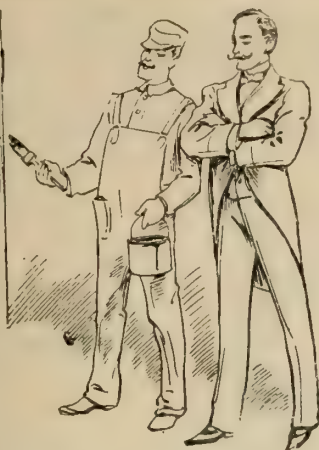
**GENUINE ARMSTRONG**



**STOCKS and DIES**

**THE ARMSTRONG MFG. CO.**  
BRIDGEPORT, CONN.





## Ramsay's Talking Paints

It's easy to talk paints but quite a different matter to get paints that talk.

By Paints that talk we mean paints that tell a customer they are the right paints, better than you can do it yourself.

Ramsay's Paints do their own talking.

Ramsay's Paints tell a man just what a good paint is, and tell him in a way that makes him feel good.

Ramsay's Paints talk customers to your store—pleased and satisfied customers. If you want that kind of customers, get the right paint.

Ramsay's Paints talk a quality, and talk a price.

Ramsay's Paint talks are guaranteed.

## A. RAMSAY & SON COMPANY

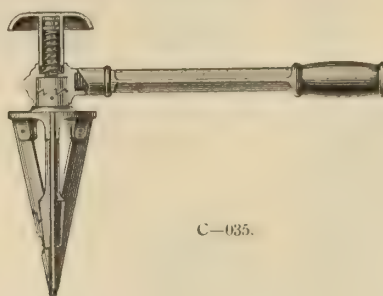
Est. 1842

MONTREAL

PAINT MAKERS

## MUELLER PIPE REAMERS

RATCHET HANDLE PATTERN



C-035.

Unless a pipe reamer is held firmly against the surface to be reamed it will cut shallow, and therefore slow.

The Mueller Pipe Reamer is held tight in the pipe end by the weight of the body on the breast handle. It takes a deep cut and does fast work.

Mueller Pipe Reamers ream all sizes of pipe from 1/4 to 3 inch, and are made in plain handle and ratchet handle patterns. The reamer illustrated is the ratchet handle pattern.

Each reamer is given an actual working test, bears the Mueller trade mark and is *unconditionally guaranteed*.

## H. MUELLER MFG. CO.

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

# DONT WORRY



USE

# UNITED

## TRIED and TESTED PLUMBERS' BRASS GOODS

and your worries will  
cease

Used by leading Plumbers  
**Everywhere**

**UNITED BRASS MF'G CO.**  
CLEVELAND, OHIO, U.S.A.

# USE UNITED





## IMPROVED Daisy Hot Water Boilers



Simplest in  
Construction.

Economical,  
Efficient.

Sales exceed  
all others.

Every Boiler  
Guaranteed.

We also carry large stocks of  
Iron Pipe, Cast and Malleable  
Fittings, Brass Goods, etc.,  
insuring prompt shipments.

Send us your rush orders  
and note results.

### R. J. CLUFF & CO.

50 and 52 Lombard Street, Toronto.

ONTARIO AGENTS FOR  
WARDEN KING & SON, MONTREAL

## Stick to Nature and you can't go far wrong

On this principle  
For this reason  
This is why

# The NATURO Closet

was built  
sells easily  
will make money  
for you.



Endorsed  
by  
Doctors

Favored  
by  
Architects

We are not offering you something uncertain,  
something in the nature of an experiment.  
The adoption by you of the **NATURO** Closet  
will help you to attain success more quickly  
than anything we know of. Others have  
availed themselves of our business building  
proposition, why not you?

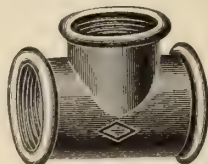
## The NATURO Company

G. H. MUCKENHIRN  
PRESIDENT

Salem, N. J.



TRADE MARK  
REGISTERED



## DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The **Oshawa Steam and Gas Fittings Co.**  
Limited

Stocked by all Leading Wholesale Houses.

— SPECIALTIES —

Hot Air Furnaces. Sash Weights and Washers.

Fine Grey Iron Castings.

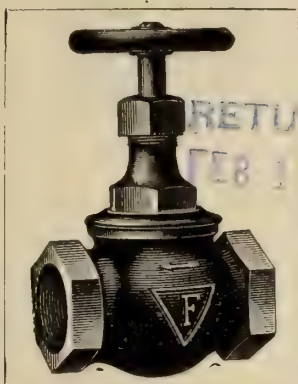


## OSHAWA, - CANADA

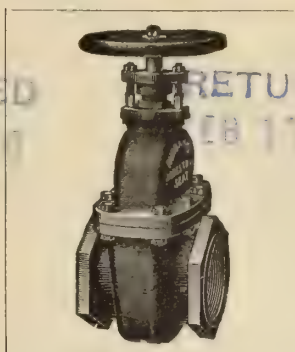


# FAIRBANKS RENEWABLE DISC VALVES

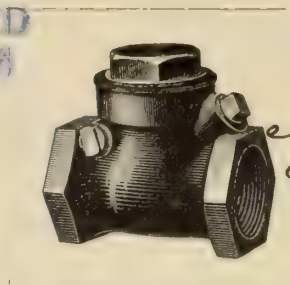
*The Best That Money and Skill Can Produce*



GLOBE



GATE



CHECK

Leading Hardware and Supply Dealers Sell Them

THE **CANADIAN FAIRBANKS CO., LTD.**

MONTREAL

TORONTO

WINNIPEG

VANCOUVER



TRADE  
**DENBERTHY**  
MARK

EMPLOYER—

## ALWAYS REMEMBER,

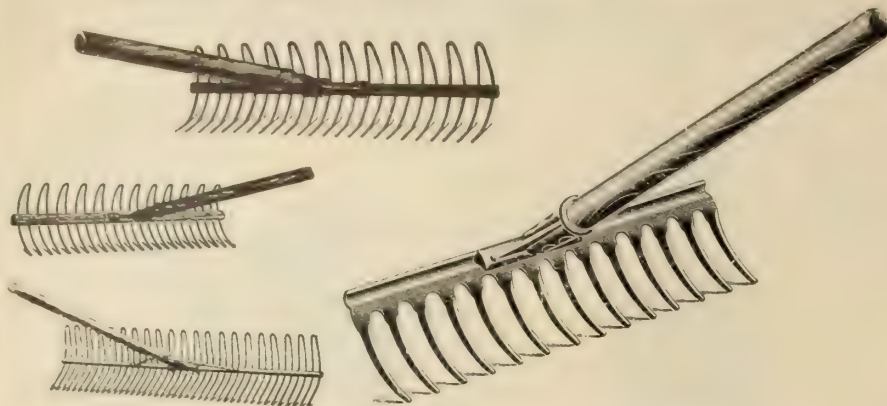
John, that we use nothing but the best here, and when you equip our boiler and engine specify **Penberthy Brasses**. They are **THE BEST BY TEST**. Be sure of this Trade Mark. Get to know it. Let it be your motto and you will never go wrong.

Beware of the just-as-good kind (there is no such kind) and when you order those oilers, grease cups and injectors—Be sure they are **PENBERTHY MAKE**.

**PENBERTHY INJECTOR CO., Ltd.**  
**WINDSOR, ONT.**



Our **LAWN RAKES** are the **Best on Earth**. Your stock is not complete without them. Also Garden and Weed Hoes, Corn Planters, etc.



We are the largest manufacturers of **Posthole Diggers** on earth.  
If interested please write for our Catalogue.

**F. E. KOHLER & CO., Canton, Ohio, U.S.A.**

## SEAVEY MITRE BOXES

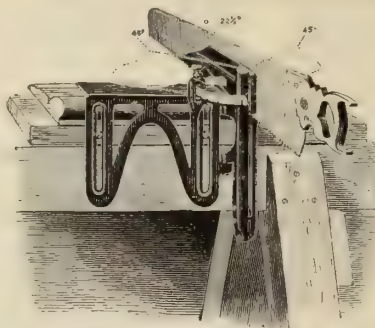
No. 159

Any Cross Cut or Hand Saw can be used.  
Any width or depth of moulding can be cut with Seavey Boxes.

Ask your dealer or jobber for SEAVEY MITRE BOXES, or write us.

**SMITH & HEMENWAY CO.,**  
296 Broadway, Dept. 159, NEW YORK

ALLEN C. JENKING & CO., Room 215 Coristine Bldg., MONTREAL



ARE YOU IN NEED OF

# SPRINGS?

*We make them any shape*

*Send samples for prices*

The **WALLACE BARNES CO., BRISTOL, Conn.**

The most light for the least money

## C. G. E. INCANDESCENT LAMPS

LONG LIFE

EFFICIENCY

RELIABILITY

Write for prices and quantity discounts.

**CANADIAN GENERAL ELECTRIC CO., LIMITED**

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland.



**Mantels,  
Grates,  
Tile, etc.**

A Nice Mantel  
is a fine piece  
of Furniture.

**Batty Stove and Hardware Co.**  
182 Adelaide Street West

## A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**  
HESPELER - - - ONTARIO



**Kerr's "Copper-Alloy" Disc  
GLOBE VALVES**

are superior to any other disc valves  
on the market for high steam.  
This is a very superior valve, at a  
moderate price.

**The KERR ENGINE CO.,**  
Manufacturers Limited  
WALKERVILLE - ONTARIO



# Brass and Copper Pipe

Our Stock comprises

BRASS:  $\frac{1}{8}$ -in. to 3-in. in Iron Pipe sizes

COPPER:  $\frac{1}{8}$ -in. to 2-in. " " "

All orders shipped promptly.

Correspondence solicited

**WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.**

**... WHOLESALE ...**



ATTRACTION

**BATH  
ROOM  
FIXTURES**

Are made by ...

The **CARRIAGE  
MOUNTINGS  
CO., Limited**  
**TORONTO**

Write for Catalog "B."

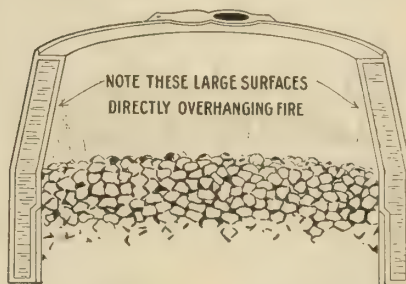
## GET THE PROFIT—and GET REPUTATION, TOO

Make up your mind right now that you will get **every** good house-heating contract that's let in your town this spring. You can come pretty near doing it if you go at it in dead earnest and go at it **right**. But—

Go at it **right**.

Connect with the right concern for the boiler and radiator end of it—and do business **this** year on the quality basis. Handle a heating system that pays you solid profit—and handle the kind there's solid reputation in for you.

If we can't show you that



## THE OXFORD SYSTEM

pays you better in money and in reputation, don't bother with us a minute.

If we can't show you that The Oxford ("B" Series) Boiler has most selling points, most talking points, most **certainty**—both for you and for your customer—don't bother with us.

But find out first—

Go at it **right**—

Send us your business card and hear what we can offer you this spring. Send the card **now**.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges, and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

**The Gurney Foundry Co., Limited**  
TORONTO WINNIPEG VANCOUVER

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.







# CLAUSS BRAND HOUSEHOLD SHEARS

## FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

## The Clauss Shear Co., - Toronto, Ont.

### SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

### SINKS.

Cast iron, 16 x 24..... 0 85  
" 18 x 30..... 1 00  
" 18 x 36..... 1 40

### SOLDERING IRONS.

1-lb. .... per lb. 0 37  
2-lb. or over ..... 0 34

### SOLDER.

Bar, half-and-half, guaranteed 0 22 0 23  
Wiping..... 0 18 0 20

### PAINTS AND OILS.

#### COLORS IN OIL.

1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French ..... 0 08  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

#### GROUND WHITE LEAD.

Per 100 lbs.  
Pure..... 6 05 6 31  
No. 1 ..... 5 60 5 75  
No. 2 ..... 5 30  
No. 3 ..... 4 75  
No. 4 ..... 4 10  
Munro's Select Flake White..... 5 65  
Elephant and Decorators Pure..... 5 75  
Tiger brand, pure..... 5 75  
Decorators' Special, exterior use..... 5 30  
Monarch ..... 5 75  
Decorator's Pure ..... 5 75  
Essex Genuine ..... 5 75  
Sterling Pure ..... 5 75  
Island City Pure ..... 5 75  
Ramsey's Pure Lead ..... 5 75  
Ramsey's Exterior ..... 5 50  
" Crown and Anchor, pure..... 5 50

#### RED LEAD.

Genuine, 560 lb. casks, per cwt ..... \$5 75  
Genuine, 100 lb. kegs, ..... 6 00  
No. 1, 560 lb. casks, per cwt ..... 5 50  
No. 1, 100 lb. kegs, per cwt ..... 5 75

#### DRY WHITE ZINC.

Extra Red Seal ..... 0 07 0 08  
French V. M. .... 0 06 0 07  
Lehigh..... 0 05 0 06

#### GROUND WHITE ZINC.

Pure..... 0 08 0 09  
No. 1..... 0 64 0 07  
No. 2..... 0 54 0 06

#### DRY WHITE LEAD.

Pure, casks ..... 5 25  
Pure, kegs ..... 6 25

#### PREPARED PAINTS.

In  $\frac{1}{2}$ ,  $\frac{1}{4}$  and 1-gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60 0 90  
The Sherwin-Williams paints ..... 1 40  
" " " " ..... 1 35  
" " " " ..... 1 30  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Pearce's pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 30  
Francis-Frost Co.'s "Ark" B'd ..... 1 25  
" British Navy deck ..... 1 50  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsey's paints, Pure, per gal. .... 1 20  
" " " " ..... 1 00  
" Outside, bbls 0 55 0 65  
Island City House Paint ..... 1 25  
" Floor ..... 1 25  
Martin-Senou Co.'s 100 p.c. pure, gal. .... 1 35  
" " " " ..... 1 40  
" " " " ..... 1 45

Sterling House Paint..... 1 25  
" Floor " ..... 1 25  
National ..... 1 05  
Jamieson's "Crown Anchor" ..... 1 20  
Senour's Floor Paints..... gal. .... 1 20

#### Canadian English

PARIS GREEN. Per lb.  
690-lb. barrels..... 0 17 0 15  
24-lb. kegs ..... 0 17 0 16  
50 and 10-lb. drums ..... 0 18 0 17  
25 lb drums ..... 0 18 0 17  
1 lb. paper boxes ..... 0 19 0 17  
 $\frac{1}{2}$  lb. tins ..... 0 20 0 18  
 $\frac{1}{4}$  lb. paper boxes ..... 0 21 0 19  
 $\frac{1}{4}$  lb. tins ..... 0 20 0 19  
Terms 2 per cent. off 30 days or 90 days.

#### PUTTY.

Bulk in bbls..... 1 50  
Bulk in less quantities ..... 1 80  
Bladders in bbls..... 1 80  
Bladders in kegs, boxes or loose..... 1 95  
25-lb. tins..... 1 80  
124 lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

#### VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
" rubbing ..... 2 85 3 20  
Gold size, japan ..... 1 50 1 60  
No. 1 brown japan ..... 0 85 0 90  
Elastic oak ..... 1 50  
Furniture, extra ..... 1 10 1 25  
" No. 1 ..... 0 90 1 00  
Hard oil finish ..... 1 35 1 50  
Light oil finish ..... 1 60 1 70  
Damar ..... 1 75 2 00  
Shellac, white ..... 2 40 2 50  
" orange ..... 2 30 2 40  
Turpentine, brown japan ..... 1 10 1 20  
" black japan ..... 1 10 1 20  
" No. 1 ..... 0 85 0 90  
Elastilite varnish, 1 gal. can, each..... 2 00  
Granite floor finish, per gal. .... 2 75  
Maple Leaf coach enamels; size 1, \$1.20  
size 2, 70c.; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted  
case, from 1 gal. \$2.50.  
Canada Paint Co.'s sun varnish ..... 2 00  
Copalene, per gal. can ..... 2 00  
" Kyanize " Interior Finish..... 2 40  
" Flint Lac, " coal h. .... 1 80

#### GLUE.

Common ..... 0 08 0 08  
French medal ..... 0 10 0 14  
White, extra ..... 0 16 0 18  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Ground ..... 0 12 0 16

### HARDWARE.

#### AMMUNITION.

Cartridges.  
B. B. Caps Dominion, 50 and 5 and 25 per cent.  
American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American  
10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.: American \$1.75

#### Wads.

per lb.  
Best thick brown or grey felt wads, in  $\frac{1}{2}$ -lb. bags ..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29  
Best thick white card wads, in boxes of 500 each, 10 gauge ..... 0 35

Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge ..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each—Per M.  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 " ..... 0 90  
5 and 6 " ..... 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 65  
5 and 6 " ..... 1 90

#### ADZES.

Discount 22 $\frac{1}{2}$  per cent.

#### ANVILS.

Wright's, 80-lb. and over ..... 0 10  
Hay Budden, 80-lb. and over ..... 0 09  
Brook's, 80-lb. and over ..... 0 11

#### APPLE PARERS.

Woodyatt Hudson, per doz., net ..... 4 50

#### AUGERS.

Gilmour's, discount 60 per cent. off list.

#### AXES.

Chopping Axes  
Single bit, per doz. .... 7 00 10 00  
Double bit, " ..... 10 00 18 00  
Bench Axes, 40 per cent.  
Broad Axes, 25 per cent.  
Hunters' Axes..... 5 50 6 00  
Boys' Axes ..... 6 25 7 00  
Splitting Axes ..... 7 00 12 00  
Handed Axes ..... 10 00  
Red Ridge, boys', handled..... 5 75  
" hunters ..... 5 25  
Underhill American Bench Axes, 40 p.c.

#### AXLE GREASE.

Ordinary, per gross ..... 6 00 7 00  
Best quality ..... 10 00 12 00

#### BELLS.

##### Hand.

Brass, 60 per cent.  
Nickel, 55 per cent.

##### Cow.

American make, discount 63 $\frac{1}{2}$  per cent.  
Canadian, discount 45 and 50 per cent.

##### Door.

Gongs, Sargent's ..... 5 50 8 00  
" Peterboro', discount 50 and 10 per cent. off new list.

##### Farm.

American, each ..... 1 35 3 00

##### House.

American, per lb. .... 0 35 0 40

#### BELTING.

Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent.

#### BITTS.

Auger.  
Rockford, discount 50 and 10 per cent.  
Jennings Gen., net list.

#### Car.

Gilmour's, 47 $\frac{1}{2}$  per cent.  
Clark's, 40 per cent.

#### Expansive.

Gimlet.  
Clark's, per doz ..... 0 65 0 90  
Diamond, Shell, per doz ..... 1 00 1 50  
Nail and Spike, per gross ..... 2 25 5 20

#### BLIND AND BED STAPLES.

All sizes, per lb. .... 0 07 0 12

#### BOLTS AND NUTS

Carriage Bolts, common (\$1 list Per cent.  
" " " " 60 and 10  
" " " " 55 and 5  
" " " " 60  
" " " " 60  
Machine Bolts, all sizes,  $\frac{1}{2}$  and less ..... 55

Machine Bolts, 7-16 and up.... 55 and  
Plough Bolts ..... 55 and  
Blank Bolts ..... 55 and  
Bolt Ends ..... 55 and  
Sleigh shoe Bolts ..... 70  
Coach screws, cone point ..... 70 and  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Stove Rods per lb.,  $\frac{1}{4}$  to 6c.

#### BOOT CALKS.

Small and medium, ball ..... per M 4 25  
Small heel ..... 4 50

#### BRIGHT WIRE GOODS.

Discount 62 $\frac{1}{2}$  per cent.

#### BUTCHERS' CLEAVERS.

German ..... per doz. 6 00 9 00  
American ..... 12 00 18 00

#### BUILDING PAPER, ETC.

Farrad Felt, per 100 lb. .... 2 00  
Ready roofing, 2-ply, not under 45 lb. per roll ..... 0 15  
Ready roofing, 3-ply, not under 65 lb. per roll ..... 1 20  
Carpet Felt ..... per ton 0 00  
Heavy Straw Sheathing ..... per ton 30 00  
Dry Surprise ..... per roll 400 sq. ft. 0 42  
Dry Sheathing ..... per roll 400 sq. ft. 0 40  
Tar ..... 400 " 0 50  
Dry Fibre ..... 400 " 0 55  
Tarred Fibre ..... 400 " 0 63  
O. K. & I. X. L. .... 400 " 0 70  
Resin-sized ..... 400 " 0 45  
Oiled Sheathing ..... 600 " 1 00  
Oiled ..... 400 " 0 70  
Roof Coating, in barrels ..... per gal. 0 17  
Roof " small packages ..... 0 25  
Refined Tar ..... per barrel 5 00  
Coal Tar ..... per gal. 4 00  
Coal Tar, less than barrels ..... per gal. 0 15  
Roofing Pitch ..... per 100 lb. 0 80  
Slater's felt ..... per roll 0 60  
Heavy Straw Sheathing f. o. b. St. John and Halifax ..... 37 50

#### BULL RINGS.

Copper, \$1.30 for 2 $\frac{1}{2}$ -inch, and \$1.70

#### BUTTS:

Wrought Brass, net revised list.

#### Cast Iron.

Loose Pin, discount 60 per cent

#### Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.  
Loose Pin, discount 70 to 70 and 5 per cent.

#### CARPET STRETCHERS.

American ..... per doz. 1 00 1 50  
Bullard's ..... 6 50

#### CASTORS.

Bed, new list, discount 55 to 57 $\frac{1}{2}$  per cent.  
Plate, discount 52 $\frac{1}{2}$  to 57 $\frac{1}{2}$  per cent.

#### CATTLE LEADERS.

Nos. 32 and 33 ..... per gross 7 50 8 50

#### CHALK.

Carpenters' Colored, per gross 0 45 0 75  
White lump ..... per cwt. 0 60 0 65  
Red ..... 0 05 0 06  
Crayon ..... per gross 0 14 0 18

#### CHISELS.

Socket, Framing and Firmer.  
Broad's, discount 70 per cent.  
Warnock's, discount 70 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent.

#### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.



# A Profitable Investment

is made when you lay in a stock of Paterson's Building Papers and Wire Edged Ready Roofing. These goods have the Quality and Reputation that make them popular with your customers.

## The Paterson Mfg. Co., Limited Toronto and Montreal.

CONDUCTOR PIPE.			101 to 105.....	24 00	HOES.			Padlocks.		
Plain or Corrugated.			110 to 110.....	27 50	Garden, Mortar, etc., discount 60 per cent.			English and Am..... per doz. 0 50		
2-inch.....per 100 feet	3 00		For less than 100 feet of one size, pane		Planter..... per doz. 4 00			Eagle, discount 20 to 25 per cent.		
3 "....." " "	4 00		list less 33 1/2 Terms 90 days net 2 1/2 30 days.		<b>HOLLOW WARE</b>			<b>MACHINE SCREWS.</b>		
4 "....." " "	5 25		<b>GAUGES.</b>		Tinned cast, 35 per cent.			Iron and Brass.		
5 "....." " "	6 75		Marking, Mortise, Etc.		<b>HOOKS.</b>			Flat head, discount 25 per cent.		
6 "....." " "	9 00		Stanley's discount 50 to 55 per cent.		Cast Iron.			Round head, discount 20 per cent.		
<b>COPPER AND NICKEL WARE.</b>			<b>Wire Gauges.</b>		Bird cage..... per doz. 0 50			<b>MALLETS.</b>		
Copper boilers, kettles, teapots, etc., 45 per cent.			Winn's, Nos. 26 to 33.....each 1 65		Clothes line, No. 61..... " 0 00			Tinsmiths'..... per doz. 1 25		
Copper pots, 35 per cent.			GILLET'S POWDERED LYE.		Harness..... " 0 60			Carpenters', hickory, " 1 25		
<b>CRADLES, GRAIN.</b>			1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.		Hat and coat..... per gro. 1 10			Lignum Vitae..... " 3 85		
<b>CROSSCUT SAW HANDLES.</b>			<b>HEAD HALTERS.</b>		Chandelier..... per doz. 0 50			Caulking, each..... 0 60		
S. & D., No. 3.....per pair	0 15		Jute Rope, 1/2-inch..... per gross..... 9 00		<b>Wrought Iron.</b>			<b>MATTOCKS.</b>		
S. & D., " 5....." " "	0 22 1/2		Leather, 1-inch..... per doz. .... 4 00		Wrought hooks and staples Canadian discount 60 per cent.			Canadian..... per doz. 5 50		
S. & D., " 6....." " "	0 15		Leather, 1 1/2....." " "..... 5 20		<b>Wire.</b>			<b>MEAT CUTTERS.</b>		
Boynton pattern....." " "	0 20		Web....." " "..... 2 45		Hat and coat, discount 62 1/2 per cent.			German, 15 per cent.		
<b>DOOR SPRINGS.</b>			<b>HAMMERS.</b>		Belt..... per 1,000..... 0 60			merican discount, 33 1/2 per cent.		
Torrey's Rod..... per doz. .... 1 75			Nail.		Screw, bright, discount 62 1/2 per cent.			Gem..... each..... 1 15		
Coil, 9 to 11 in....." " "..... 0 85	1 65		Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.		<b>HORSE NAILS.</b>			<b>MILK CAN TRIMMINGS.</b>		
English....." " "..... 2 06	4 00		<b>Tack.</b>		'C' brand, 40, 10 and 7 1/2 per cent. off list { Oval			Discount 25 per cent.		
<b>DRAW KNIVES.</b>			Magnetic..... per doz. 1 10		M.R.M. Co. brand, 55 per cent. { head			<b>NAILS.</b>		
Coach and Wagon, discount 70 per cent. new list.			Canadian..... per lb. 0 07		'Monarch', 50 and 7 1/2 per cent.			Cut. Wire.		
Carpenters' discount 70 per cent.			<b>Sledge.</b>		'Peerless' 50 per cent. dia.			2d..... 3 70		
<b>DRILLS.</b>			English and Canadian, per lb. 0 22		<b>HORSESHOES.</b>			3d..... 2 85		
Hand and Breast.			<b>Ball Peen.</b>		M.R.M. Co. brand, base..... 3 65			2 80		
Miller's Falls, per doz., net list.			<b>HANDLES.</b>		Add 15c. Toronto, Hamilton, Guelph.			4 and 5d..... 2 60		
<b>DRILL BITS.</b>			Axe, 2nd growth, per doz. net 3 00		Discount 50 per cent.			6 and 7d..... 2 50		
Morse, discount 37 1/2 to 40 per cent.			Store door..... per doz. 1 00		<b>JAPANNED WARE.</b>			8 and 9d..... 2 35		
Standard, discount 50 and 55 to 55 per cent.			<b>Fork.</b>		F.O.B. Montreal			10 and 12d..... 2 30		
<b>FAUCETS.</b>			C. & B., discount 40 per cent., revised list.		M.R.M. Co. brand, base..... 3 65			16 and 20d..... 2 25		
Common, cork-lined, discount 35 per cent.			C. & B., discount 40 per cent., revised list.		Add 15c. Toronto, Hamilton, Guelph.			30, 40, 50 and 60d (base)..... 2 20		
<b>EAVETROUGHS.</b>			American..... per gross 3 15		Discount 50 per cent.			F.O.B. Montreal. Toronto 10c. higher.		
10-inch.....per 100 ft. 1 00			Saw.		PICKS.			Steel cut nails 10c. extra.		
5 and 6-inch, common..... per doz. 1 32			Plane.		Star..... per doz. 3 00			Miscellaneous wire nails, discount 75 per cent.		
7-inch....." " "..... 1 48			Hammer and Hatchet.		KEYS.			Coopers' nails, discount 30 per cent.		
<b>ENAMELLED WARE.</b>			Canadian, discount 40 per cent.		Lock, Canadian dia. 40 to 40 and 10 per cent.			<b>NAIL PULLERS.</b>		
White, Princess, Turquoise, Blue and White discount 50 per cent.			<b>HANGERS.</b>		Cabinet trunk and padlock			German and American..... 85		
Diamond, Famous, Premier, discount 50 and 10 per cent.			doz. pairs.		American..... per gross..... 0 60			No. 1..... 85		
Granite or Pearl, Imperial, Crescent, discount 50, 10 and 10 per cent.			Steel barn door..... 8 00		<b>KNOBS.</b>			No 1573..... 75		
Premier steel ware, 40 per cent.			Stearns, 4-inch..... 4 50		Door, japanned and N.P., per doz. .... 1 50			<b>NAIL SETS.</b>		
"Star" decorated steel and decorated white, 25 per cent.			" 5-inch..... 6 00		Bronze, Berlin..... per doz. 2 75			Square, round and octagon, per gross..... 3 38		
<b>ESCUTCHEONS.</b>			Zenith..... 9 00		Bronze, Genuine..... 6 00			Diamond..... 1 00		
Discount 50 and 10 per cent., new list			Acme, 4-inch..... 5 00		Shutter, porcelain, F. & L. screw..... 1 30			<b>POULTRY NETTING.</b>		
<b>ESCUTCHEON PINS.</b>			Atlas, No. 0..... 5 00		White door knobs..... per doz. .... 2 00			2-in. Mesh, 19 w.g., dia. 50 per cent.		
Iron, discount 40 per cent.			" 1..... 5 50		<b>HAY KNIVES.</b>			2-in. Mesh 16 w.g. 60 per cent.		
<b>FACTORY MILK CANS.</b>			" 2..... 6 00		Net prices.			Smaller than 2 in. dia. 55 per cent.		
Discount off revised list, 40 per cent.			Perfect, No. 1..... 8 00		LAMP WICKS.			<b>OAKUM.</b>		
<b>FILES AND RASPS.</b>			" 1 1/2..... 8 25		Discount, 60 per cent.			U. S. Navy..... per 100 lb. .... 6 75		
Great Western..... 70 and 10 per cent.			New Milo..... 11 00		<b>LADDERS, EXTENSION.</b>			Plumbers..... 3 00		
Arcade..... 70 " 10 "			Steel, covered..... 6 50		Wagoner Extension Ladders, dia. 40 per cent.			<b>OILERS.</b>		
Kearney & Foot..... 70 " 10 "			" track, 1 x 3-16 in (100 ft)..... 3 75		Cold Blast..... per doz. 4 25			McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00		
Diston..... 70 " 10 "			" 1 1/2 x 3-16 in (100 ft)..... 4 75		No. 3, "Wright's"..... 8 50			Davidson oilers, discount 40 per cent.		
American..... 70 " 10 "			<b>HARVEST TOOLS.</b>		Ordinary, with O burner..... 4 00			Zinc and tin, discount 50, 50 and 10 per cent.		
J. Barton Smith..... 70 " 10 "			S. & D. lawn rakes, Dunn's, 40 off.		Dashboard, cold blast..... 9 00			Copper..... per doz. 1 25		
McCallan..... 70 " 10 "			" sidewalk and stable scrapers, 40 off.		No. 0..... 5 75			Brass..... 1 50		
Fagle..... 70 " 10 "			" Maple Leaf and Premiums saw sets, 40 off.		Japanning, 50c. per doz. extra.			Malleable, discount 25 per cent		
Nicholson, 60 and 10 to 60, 10 and 5..... 80			" sawsawges, 40 off.		<b>LAWN MOWERS FOR 1906.</b>			<b>GALVANIZED PAILS.</b>		
Royal..... 80			<b>HATCHETS.</b>		Woodyatt 12 to 20-in. cut..... \$ 3 95 to \$ 5 00			Dufferin pattern pails, discount 45 per cent		
Globe..... 70 to 75			Canadian, discount 40 to 42 1/2 per cent.		Star, 12 to 16-in. cut..... 2 75 to 3 05			Flaring pattern, discount 45 per cent.		
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.			Shingle, Red Ridge 1, per doz. .... 4 40		Daisy, all sizes..... 2 50			Galvanized washtubs, discount 45 per cent.		
Jowitt's, English list, 25 to 27 1/2 per cent.			" 2..... 4 85		Woodyatt, ball bring, 12 to 20-in 5 60 to 7 45			<b>PIECED WARE.</b>		
Nicholson File Co.'s "Simplicity" file handle, per gross 85c. to \$1.50			Barrel, Underhill..... 5 00		Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.			Discount 40 per cent off list, June, 1899.		
<b>GLASS.</b>			<b>HAT ENAMEL.</b>		Maxwell Ball Bearing—			10-qt. flaring sap buckets, discount 40 per cent.		
Window. Box Price.			Henderson & Potts' "Anchor Brand"		1 1/2 in. wheel, size 21, 23, 25, \$10 00			6-10 and 14-qt. flaring pails dia. 40 per cent.		
<b>DOUBLE DIAMOND.</b>			<b>HINGES.</b>		10 1/2 in. ball bearing 12 to 20. 5 50			Creamer cans, discount 40 per cent.		
Star Per			Blind, Parker's, discount 60 per cent.		9 in. 3 or 4 knives..... 2 75			<b>PICKS.</b>		
100 ft. Per			Heavy T and strap, 4-in., per lb. .... 0 06 1/2		10 1/2 in. high wheel..... 3 75			6 00		
Under 26..... \$4 25			" 5-in..... 0 06 1/2		8 in. open wheel, 3 and 4 knives, all sizes, \$2 50 and \$2 60			9 00		
26 to 40..... 4 65			" 6-in..... 0 06		<b>LEMON SQUEEZERS.</b>			<b>PICTURE NAILS.</b>		
41 to 50..... 5 10			" 8-in..... 0 05 1/2		Porcelain lined..... per doz. 2 20			1 35		
51 to 60..... 5 35			Light T and strap, discount 65 and 5 per cent.		Galvanized..... 1 87			1 50		
61 to 70..... 5 75			Screw hook and hinge—		King, wood..... 2 75			<b>PICTURE WIRE.</b>		
71 to 80..... 6 25			6 to 10 in..... per 100 lb. .... 4 50		King, glass..... 4 00			Tin and gilt, discount 75 per cent.		
81 to 90..... 7 00			12 in up....." " "..... 3 25		All glass..... 0 50			<b>PINE TAR.</b>		
91 to 95..... 7 50			Spring, No. 20, per gro. pairs..... 10 80		<b>LOCKS.</b>			1/2 pint in tins..... per gross..... 7 80		
96 to 100..... 15 00			Spring, Woodyatt pattern, per gro. No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.		Canadian, 0 to 50 and 10 per cent.			"....." "..... 9 60		
101 to 110..... 17 50			<b>HAT ENAMEL.</b>		Russell & Erwin, steel rim..... per doz.			<b>PLANES.</b>		
111 to 120..... 20 50			Henderson & Potts' "Anchor Brand"		Cabinet.			Wood bench, Canadian discount 40 per cent.		
121 to 130..... 20 50			<b>HINGES.</b>		Eagle, discount 30 per cent.			American discount 50 per cent.		
131 to 140..... 20 50			Blind, Parker's, discount 60 per cent.					Wood, fancy Canadian or American 37 1/2 to 40 per cent		
141 to 150..... 20 50			Heavy T and strap, 4-in., per lb. .... 0 06 1/2							
151 to 160..... 20 50			" 5-in..... 0 06 1/2							
161 to 170..... 20 50			" 6-in..... 0 06							
171 to 180..... 20 50			" 8-in..... 0 05 1/2							
181 to 190..... 20 50			Light T and strap, discount 65 and 5 per cent.							
191 to 200..... 20 50			Screw hook and hinge—							
201 to 210..... 20 50			6 to 10 in..... per 100 lb. .... 4 50							
211 to 220..... 20 50			12 in up....." " "..... 3 25							
221 to 230..... 20 50			Spring, No. 20, per gro. pairs..... 10 80							
231 to 240..... 20 50			Spring, Woodyatt pattern, per gro. No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.							
241 to 250..... 20 50			<b>HAT ENAMEL.</b>							
251 to 260..... 20 50			Henderson & Potts' "Anchor Brand"							
261 to 270..... 20 50			<b>HINGES.</b>							
271 to 280..... 20 50			Blind, Parker's, discount 60 per cent.							
281 to 290..... 20 50			Heavy T and strap, 4-in., per lb. .... 0 06 1/2							
291 to 300..... 20 50			" 5-in..... 0 06 1/2							
301 to 310..... 20 50			" 6-in..... 0 06							
311 to 320..... 20 50			" 8-in..... 0 05 1/2							
321 to 330..... 20 50			Light T and strap, discount 65 and 5 per cent.							
331 to 340..... 20 50			Screw hook and hinge—							
341 to 350..... 20 50			6 to 10 in..... per 100 lb. .... 4 50							
351 to 360..... 20 50			12 in up....." " "..... 3 25							
361 to 370..... 20 50			Spring, No. 20, per gro. pairs..... 10 80							
371 to 380..... 20 50			Spring, Woodyatt pattern, per gro. No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.							
381 to 390..... 20 50			<b>HAT ENAMEL.</b>							
391 to 400..... 20 50			Henderson & Potts' "Anchor Brand"							
401 to 410..... 20 50			<b>HINGES.</b>							
411 to 420..... 20 50			Blind, Parker's, discount 60 per cent.							
421 to 430..... 20 50			Heavy T and strap, 4-in., per lb. .... 0 06 1/2							
431 to 440..... 20 50			" 5-in..... 0 06 1/2							
441 to 450..... 20 50			" 6-in..... 0 06							
451 to 460..... 20 50			" 8-in..... 0 05 1/2							
461 to 470..... 20 50			Light T and strap, discount 65 and 5 per cent.							
471 to 480..... 20 50			Screw hook and hinge—							
481 to 490..... 20 50			6 to 10 in..... per 100 lb. .... 4 50							
491 to 500..... 20 50			12 in up....." " "..... 3 25							
501 to 510..... 20 50			Spring, No. 20, per gro. pairs..... 10 80							
511 to 520..... 20 50			Spring, Woodyatt pattern, per gro. No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.							
521 to 530..... 20 50			<b>HAT ENAMEL.</b>							
531 to 540..... 20 50			Henderson & Potts' "Anchor Brand"							
541 to 550..... 20 50			<b>HINGES.</b>							
551 to 560..... 20 50			Blind, Parker's, discount 60 per cent.							
561 to 570..... 20 50			Heavy T and strap, 4-in., per lb. .... 0 06 1/2							
571 to 580..... 20 50			" 5-in..... 0 06 1/2							
581 to 590..... 20 50			" 6-in..... 0 06							
591 to 600..... 20 50			" 8-in..... 0 05 1/2							
601 to 610..... 20 50			Light T and strap, discount 65 and 5 per cent.							
611 to 620..... 20 50			Screw hook and hinge—							
621 to 630..... 20 50			6 to 10 in..... per 100 lb. .... 4 50							
631 to 640..... 20 50			12 in up....." " "..... 3 25							
641 to 650..... 20 50			Spring, No. 20, per gro. pairs..... 10 80							
651 to 660..... 20 50			Spring, Woodyatt pattern, per gro. No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.							
661 to 670..... 20 50			<b>HAT ENAMEL.</b>							
671 to 680..... 20 50			Henderson & Potts' "Anchor Brand"							
681 to 690..... 20 50			<b>HINGES.</b>							
691 to 700..... 20 50			Blind, Parker's, discount 60 per cent.							
701 to 710..... 20 50			Heavy T and strap, 4-in., per lb. .... 0 06 1/2							
711 to 720..... 20 50			" 5-in..... 0 06 1/2							
721 to 730..... 20 50			" 6-in..... 0 06							
731 to 740..... 20 50			" 8-in..... 0 05 1/2							
741 to 750..... 20 50			Light T and strap, discount 65 and 5 per cent.							
751 to 760..... 20 50			Screw hook and hinge—							
761 to 770..... 20 50			6 to 10 in..... per 100 lb. .... 4 50							
771 to 780..... 20 50			12 in up....." " "..... 3 25							
781 to 790..... 20 50			Spring, No. 20, per gro. pairs..... 10 80							
791 to 800..... 20 50			Spring, Woodyatt pattern, per gro. No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 50, \$27.50.							
801 to 810..... 20 50			<b>HAT ENAMEL.</b>							
811 to 820..... 20 50			Henderson & Potts' "Anchor Brand"							
821 to 830..... 20 50			<b>HINGES.</b>							
831 to 840..... 20 50			Blind, Parker's, discount 60 per cent.							
841 to 850..... 20 50			Heavy T and strap, 4-in., per lb. .... 0 06 1/2							
851 to 860..... 20 50			" 5-in..... 0 06 1/2							
861 to 870..... 20 50			" 6-in..... 0 06							
871 to 880..... 20 50			" 8-in..... 0 05 1/2							
881 to 890..... 20 50			Light T and strap, discount 65 and 5 per cent.							
891 to 900..... 20 50			Screw hook and hinge—							
901 to 910..... 20 50			6 to 10 in..... per 100 lb. .... 4 50							
911 to 920..... 20 50			12 in up....." " "..... 3 25							
921 to 930..... 20 50			Spring, No. 20, per gro. pairs..... 10 80							
931 to 940..... 20 50										



We make Electric Fixtures, Sockets, and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

<b>PLANE IRONS.</b>		<b>SAP SPOUTS.</b>		<b>SQUARES.</b>		<b>TWINES.</b>	
English .....	per doz. 2 00 5 00	Bronzed iron with hooks ....	per 1,000 7 50	Iron, No. 492 .....	per doz. 1 90 2 25	Bag, Russian .....	per lb. .... 0 27
<b>PLIERS AND NIPPERS.</b>		" Eureka " tinned steel, hooks "	8 00	" No. 493 .....	" 2 40 2 55	Wrapping, cotton, 3-ply .....	0 25
Button's genuine, per doz. pairs, discount		<b>SAWS.</b>		" No. 494 .....	" 3 25 3 40	" 4-ply .....	0 19
Button's imitation .....	per doz. 5 00 9 00	Hand, Disston's, discount 12½ per cent		Steel, discount 60 and 5 to 65 per cent.		Mattress .....	per lb. 0 33 0 45
man .....	0 60 0 60	S. & D., discount 40 per cent.		Try and Bevel, discount 50 to 52½ per cent.		Staging .....	" 0 77 0 35
<b>PRESSED SPIKES.</b>		Crosscut, Disston's, .....	per foot 0 35 0 55	<b>STAMPED WARE.</b>		<b>VICES.</b>	
Discount 20 per cent.		S. & D., complete .....	each 0 75 2 75	Plain, discount 75 and 12½ per cent. off re-		Wright's .....	0 13½
<b>PULLEYS.</b>		" frame only .....	each 0 50 1 25	Retinned, discount 75 per cent. off revised list		Brook's .....	0 12½
Hothouse .....	per doz. 0 55 1 00	S. & D. solid tooth circular shingle, concave		<b>STAPLES.</b>		Pipe Vice, Hinge, No. 1 .....	3 50
Axle .....	" 0 22 0 33	and band, discount 50 per cent.		Galvanized .....	2 75	Saw Vice .....	No. 2 .....
Screw .....	" 0 22 1 00	" mill and ice, drag, discount 30 per cent		Plain .....	2 50	Blacksmith's (discount) 60 per cent.	5 50
Awning .....	" 0 35 2 50	" cross-cut, discount 35 per cent.		Coopers, discount 45 per cent.		parallel (discount) 45 per cent.	
<b>PUMPS.</b>		" common saws, butcher, disc't 40 per cent		Poultry netting staples, discount 40 per cent.		<b>WIRE.</b>	
Canadian cistern ..	1 40 2 00 16	" compass, pruning and back, discount		<b>STOCKS AND DIES.</b>		<b>Smooth Steel Wire.</b>	
Canadian pitcher spout ..	1 80 3	" 45 per cent.		American discount 25 per cent.		No. 0-9 gauge .....	\$2 15
<b>PUNCHES.</b>		" buck, New Century .....	\$6 25	<b>STONE.</b>		10 " .....	6c extra.
Saddlers .....	per doz. 1 00 1 85	" No. 1 Maple Leaf .....	5 25	Washita .....	per lb. 0 28 9 60	11 " .....	12c "
Conductor's .....	" 3 00 15 00	" Happy Medium .....	4 25	Hindustan .....	" 0 06 0 07	12 " .....	20c "
Tinners, solid .....	" 0 72	" Watch Spring .....	4 25	Labrador .....	" 0 09 0 09	13 " .....	30c "
" hollow .....	per inch 1 00	common frame .....	4 60	" Axle .....	" 0 12	14 " .....	40c "
<b>RAKES.</b>		<b>SASH WEIGHTS.</b>		Turkey .....	" 0 50	15 " .....	55c "
Wood .....	per doz. net 1 20 up.	Sectional .....	per 100 lb. 2 00 2 25	Arkansas .....	" 1 50	16 " .....	70c "
<b>RAZORS.</b>		Solid .....	1 50 1 75	Water-of-Ayr .....	" 0 10	<b>WIRE.</b>	
Elliot's .....	per doz. 4 00 18 00	<b>SASH CORD.</b>		Scythe .....	per gross 3 50 5 00	<b>Smooth Steel Wire.</b>	
Boker's .....	" 7 50 11 00	<b>SAW SETS.</b>		Grind, 40 to 200 lb., per ton .....	25 00	<b>Smooth Steel Wire.</b>	
" King Cutter .....	13 50	Lincoln and Whiting .....	per doz. 4 75	under 40 lb., .....	28 00	<b>Smooth Steel Wire.</b>	
Wade & Butcher's .....	3 60 10 00	Hand Sets, Perfect .....	4 00	200 lb. and over .....	31 00	<b>Smooth Steel Wire.</b>	
Wilkinson's .....	" 12 50	X-Cut Sets, .....	7 50	<b>STOVEPIPES.</b>		<b>Smooth Steel Wire.</b>	
Carbo Magnetic .....	" 15 00	<b>SCALES.</b>		5 and 6 inch, per 100 lengths .....	7 00	<b>Smooth Steel Wire.</b>	
Griffin Barber's Favorite .....	" 10 75	Gurney Standard, 40 per cent.		7 inch .....	7 50	<b>Smooth Steel Wire.</b>	
Griffin No. 65 .....	" 13 00	Gurney Champion, 50 per cent.		<b>TACKS, BRADS, ETC.</b>		<b>Smooth Steel Wire.</b>	
Griffin Safety Razors .....	" 13 50	Burrow, Stewart & Milne .....		Carpet tacks, blued .....	80 and 15	<b>Smooth Steel Wire.</b>	
Griffin Strapping Machines .....	" 13 50	Imperial Standard, discount 40 per cent.		" tinned .....	80 and 20	<b>Smooth Steel Wire.</b>	
Lewis Bros. " Klean Cutter " .....	8 50 10 50	Weight Beams, discount 35 per cent.		" (in kegs) .....	40	<b>Smooth Steel Wire.</b>	
Hindoo .....	10 50 14 00	Champion Scales, discount 50 per cent.		Cut tacks, blued, in dozens only .....	60	<b>Smooth Steel Wire.</b>	
Orgsteom's Swedish .....	3 50 10 00	Fairbanks standard, discount 35 per cent.		" weights .....	60	<b>Smooth Steel Wire.</b>	
Henckel's .....	7 50 20 00	" Dominion, discount 55 per cent.		Swedes cut tacks, blued and tinned .....	80 and 10	<b>Smooth Steel Wire.</b>	
Claus, 50 and 10 per cent.		" Richelieu, discount 55 per cent.		In bulk .....	75	<b>Smooth Steel Wire.</b>	
Claus Strops, 50 and 10 per cent.		Warren new Standard, discount 40 per cent.		In dozens .....	75	<b>Smooth Steel Wire.</b>	
<b>REGISTERS.</b>		" Champion, discount 50 per cent.		Swedes, upholsterers', bulk .....	85, 12½ and 12	<b>Smooth Steel Wire.</b>	
Discount 40 per cent.		" Weightbeams, discount 35 per cent.		bulk .....	70	<b>Smooth Steel Wire.</b>	
<b>RIVETS AND BURNS.</b>		<b>SCREW DRIVERS.</b>		Swedes, gimps, blued, tinned and		<b>Smooth Steel Wire.</b>	
New List.		Sargent's .....	per doz. 0 65 1 00	apanned .....	75 and 12½	<b>Smooth Steel Wire.</b>	
Iron Rivets, black and tinned, 60 and 10 and		<b>SCREEN DOORS.</b>		Zinc tacks .....	35	<b>Smooth Steel Wire.</b>	
10 per cent.		Common doors, 2 or 3 panel, walnut		Leather carpet tacks .....	55	<b>Smooth Steel Wire.</b>	
Iron Burns, discount 60 and 10 and 10 p.c.		stained, 4-in. style .....	per doz. 6 50	Copper tacks .....	50	<b>Smooth Steel Wire.</b>	
Copper Rivets, with usual proportion burns, 30		Common doors, 2 or 3 panel, yellow and		Copper nails .....	52½	<b>Smooth Steel Wire.</b>	
per cent.		green stained, 4-in. style .....	per doz. 6 75	Trunk nails, black .....	65 and 5	<b>Smooth Steel Wire.</b>	
Copper Burns only, discount 30 per cent.		Common doors, 2 or 3 panel, in natural		Trunk nails, tinned .....	65 and 10	<b>Smooth Steel Wire.</b>	
Extras on Tinned or Coppered Rivets, ½-lb.		colors, oil finish .....	per doz. 8 75	Clout nails, blued .....	65 and 5	<b>Smooth Steel Wire.</b>	
packages 1c. per lb.; ½-lb. packages 2c. lb.		3-in. style 20c. per dozen less.		Chair nails .....	35	<b>Smooth Steel Wire.</b>	
<b>RIVET SETS.</b>		<b>SCREWS.</b>		Patent brads .....	40	<b>Smooth Steel Wire.</b>	
Canadian, discount 3 to 37½ per cent.		Wood, F. H., bright and steel, discount 87½		Fine finishing .....	40	<b>Smooth Steel Wire.</b>	
<b>ROPE, ETC.</b>		per cent.		Lining tacks, in papers .....	10	<b>Smooth Steel Wire.</b>	
Sisal .....	0 10½	Wood, R. H., bright, dis. 82½ per cent.		" in bulk .....	15	<b>Smooth Steel Wire.</b>	
Pure Manila .....	0 15	" F. H., brass, dis. 80 per cent.		" solid heads, in bulk .....	75	<b>Smooth Steel Wire.</b>	
" British " Manila .....	0 11½	" R. H., " dis. 75 per cent.		Saddle nails, in papers .....	10	<b>Smooth Steel Wire.</b>	
Cotton, 3-16 inch and larger .....	0 21 0 23	" F. H., bronze, dis. 75 per cent.		Tufting buttons, 22 line, in doz-	15	<b>Smooth Steel Wire.</b>	
" 5-32 inch .....	0 25 0 27	" R. H., " dis. 70 per cent.		ens only .....	60	<b>Smooth Steel Wire.</b>	
" 4 inch .....	0 25 0 27	Drive Screws, dis. 87½ per cent.		Zinc glaziers' points .....	5	<b>Smooth Steel Wire.</b>	
Russia Deep Sea .....	0 16	Bench, wood .....	per doz. 3 25 4 00	Double pointed tacks, papers .....	90 and 10	<b>Smooth Steel Wire.</b>	
Jute .....	0 09	" iron .....	4 25 5 00	" bulk .....	40	<b>Smooth Steel Wire.</b>	
Lath Yarn, single .....	0 10	Set, case hardened, dis. 60 per cent.		Clinch and duck rivets .....	45	<b>Smooth Steel Wire.</b>	
" double .....	0 10½	Square Cap, dis. 50 and 5 per cent.		<b>TAPE LINES.</b>		<b>Smooth Steel Wire.</b>	
Sisal bed cord, 48 feet .....	per doz. 0 60	Hexagon Cap, dis. 45 per cent.		English, ass skin .....	per doz. 2 75 5 00	<b>Smooth Steel Wire.</b>	
" 60 feet .....	" 0 75	<b>SCYTHES.</b>		English, Patent Leather .....	5 50 9 75	<b>Smooth Steel Wire.</b>	
" 72 feet .....	" 0 90	Per doz. net .....	6 00 9 00	Chesterman's .....	each 0 90 2 85	<b>Smooth Steel Wire.</b>	
<b>RULES.</b>		<b>SCYTHE SNATHS.</b>		steel .....	each 0 80 8 00	<b>Smooth Steel Wire.</b>	
Boxwood, discount 70 per cent.		Canadian, discount 40 per cent.		<b>TINNERS' SNIPS.</b>		<b>Smooth Steel Wire.</b>	
Ivory, discount 30 to 25 per cent.		<b>SHEARS.</b>		Per doz .....	3 00 15 00	<b>Smooth Steel Wire.</b>	
<b>SAD IRONS.</b>		Claus, nickel, discount 80 per cent.		Olaus, discount 35 per cent.		<b>Smooth Steel Wire.</b>	
Mrs. Potts, No. 55, polished .....	per set 0 75	Claus, Japan, discount 67½ per cent.		<b>THERMOMETERS.</b>		<b>Smooth Steel Wire.</b>	
No. 50, nickel-plated, .....	" 0 80	Claus, tailors, discount 40 per cent.		Tin case and dairy, 75 to 75 and 10 per cent.		<b>Smooth Steel Wire.</b>	
Common, plain .....	4 50	Seymour's, discount 50 and 10 per cent.		Game, Newhouse, discount 30 and 10 per cent.		<b>Smooth Steel Wire.</b>	
plated .....	5 50	<b>SHOVELS AND SPADES.</b>		Game, Hawley & Norton, 50, 10 & 5 per cent.		<b>Smooth Steel Wire.</b>	
<b>SAND AND EMERY PAPER.</b>		Canadian, discount 45 per cent.		Game, Victor, 70 per cent.		<b>Smooth Steel Wire.</b>	
B. & A. sand, discount, 40 and 5 per cent		<b>SNAPS.</b>		Game, Oneida Jump (B. & L.) 40 & 2½ p. c.		<b>Smooth Steel Wire.</b>	
Emery, discount 40 per cent.		Harness, German, discount 25 per cent.		Game, steel, 60 and 5 per cent.		<b>Smooth Steel Wire.</b>	
Garnet (Burton's) 5 to 10 per cent. advance		Lock, Andrews' .....	4 50 11 50	<b>TROWELS.</b>		<b>Smooth Steel Wire.</b>	
on list.		<b>WROUGHT IRON WASHERS.</b>		Liston's, discount 10 per cent.		<b>Smooth Steel Wire.</b>	
		<b>WROUGHT IRON WASHERS.</b>		German .....	per doz. 4 75 5 00	<b>Smooth Steel Wire.</b>	
		<b>WROUGHT IRON WASHERS.</b>		S. & D., discount 35 per cent.		<b>Smooth Steel Wire.</b>	



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is in demand all the time because it fills the bill exactly for wall tinting and decorating on old walls and new. Our up-to-date methods of advertising help to create and increase the demand. **ALABASTINE** once used, always used, because results are right.

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**1/2¢ PER HOUR**

**AUER GASOLENE LAMP**

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

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## Turning Night into Day!

That is what we are doing with

## ACETYLENE

Generated in an Eclipse Generator.

WRITE US.

## THE CONTINENTAL HEAT & LIGHT CO.

**MONTREAL**

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Canada Smelting Works	49			Morton, B. H., & Co.	49
Canadian Carbanks Co.	73			Morrison, James, Brass Mfg. Co.	36
Canadian General Electric Co.	71			Morrow, John, Machine Screw Co.	14
Canadian Heating & Ventilating Co.	35			Mueller, H. Mfg. Co.	71
Canadian Sewer Pipe Co.	64			Munderloh & Co.	79
Carriage Mountings Mfg. Co.	73				
Caverhill, Learmont & Co.	7				
Chas. Shear Co.	77				
Chabrough & Johnston	12				
Chas. R. J. & Co.	72				
Confederation Life Association	21				
Consolidated Plate Glass Co.	10				
Consumers' Storage Co.	13				
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Contract Record Co.	53				
Cover Mfg. Co.	33				
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<b>D</b>					
David, R. Sullivan	14				
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Gibb, Alexander	15				
Gilbertson, W., & Co.	14				
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Grey & Bruce Portland Cement Co.	64				
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Gurney Foundry Co.	31, 75				
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McDonnell, H. Co.	49				
McLean & Sophus	35				
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North Bros. Mfg. Co.	1				
Nova Scotia Steel and Coal Co.	49				
<b>O</b>					
Oakey, John, & Sons	49				
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Ontario Lantern Co.	39				
Ontario Tack Co.	31				
Ontario Wind Engine and Pump Co.	12				
Oshawa Steam & Gas Fitting Co.	64				
Owen Sound Wire Fence Co.	19				
Oxford Copper Co.	49				
<b>P</b>					
Page-Hersey Iron and Tube Co.	70				
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Pearce, Frank, & Co.	53				
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Scott, Greenwood & Co.	53				
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Sherwin-Williams Co.	31				
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Western Wire Nail Co.	12				
Wilcox Mfg. Co.	13				
Wilkinson Plow Co.	17				
Winnipeg Ceiling and Roofing Co.	45				
Winnipeg Paint and Glass Co.	45				
Wright, E. T., & Co.	12				



**Ash Sifter.**

Cutts, C. M., &amp; Co., Toronto Junction.

**Babbitt Metal.**Canada Metal Co., Toronto.  
Canadian Fairbanks Co., Montreal.**Bath Room Fittings.**

Carriage Mounting Co., Toronto.

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Dominion Belting Co., Hamilton, Ont.  
Gutta Percha and Rubber Mfg. Co.  
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Sadler & Haworth, Montreal & Toronto.**Bicycles and Accessories.**Johnson, A. Iver, Arms and Cycle Works  
Fitchburg, Mass.**Box Straps.**

Warminton, J. N., Toronto &amp; Montreal.

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Lewis, Rice, & Son, Toronto.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Penberthy Injector Co., Windsor, Ont.  
Taylor-Forbes Co., Guelph, Ont.  
United Brass Mfg. Co., Cleveland, Ohio.**Bronze Powders.**Thorne, R. E., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.**Brushes.**Ramsay, A., & Son Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.**Carpenters' and Builders' Tools and Supplies.**Covert Mfg. Co., West Troy, N.Y.  
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Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Lockerby & McComb, Montreal.  
Lufkin Rule Co., Saginaw, Mich.  
Metallic Roofing Co., Toronto.  
Newman & Sons, Birmingham.  
North Bros. Mfg. Co., Philadelphia, Pa.  
Phillips, Chas. J., Newport, Eng.  
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Smith & Hemenway Co., New York.  
Stanley Rule & Level Co., New Britain.  
Stanley Works, New Britain, Conn.  
Stephens, G. F., Winnipeg.  
Taylor-Forbes Co., Guelph, Ont.  
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Oneida Community Co., Niagara Falls.**Churns.**

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Hamilton Cotton Co., Hamilton.**Cork Screws.**

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Silberstein, A. L., New York.  
Smith & Hemenway Co., New York.  
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Canadian General Electric Co., Toronto.  
Morrison James, Mfg. Co., Toronto.  
Munderloh & Co., Montreal.**Emery Wheel Dresser Cutters.**

Diamond Saw &amp; Stamping Works, Buffalo

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Harrington & Richardson Arms Co., Worcester, Mass.  
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Diamond Saw &amp; Stamping Works, Buffalo

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North Bros. Mfg. Co., Philadelphia, Pa.**Injectors—Automatic.**Morrison, Jas., Brass Mfg. Co., Toronto.  
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Kerr Engine Co., Walkerville, Ont.  
Morrow Machine Screw Co., Ingersoll, Ont.  
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Jenkins, A. O., & Co., Montreal.  
Rogers, Herbert, & Co., London, Eng.  
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Canada Metal Co., Toronto.  
David, R. Sullivan, Montreal.  
Deseronto Iron Co., Deseronto, Ont.  
Eadie, H. G., Montreal.  
Frothingham & Workman, Montreal.  
Gibb, Alexander, Montreal.  
Gilbertson, W., Portcawdye, Wales.  
Henderson, J. A., Montreal.  
Ironside, Son & Co., London, Eng.Kemp Mfg. Co., Toronto  
Leslie, A. C., & Co., Montreal.  
Lewis, Samuel, & Co., Dudley, Eng.  
Lysaght, John, Bristol, Eng.  
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Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Samuel, Benjamin & Co., Toronto.  
Saunders, Franklin & Co., Montreal.  
Stairs, Son & Morrow, Halifax, N.S.  
Summers, John, & Son, Stalybridge, Eng.  
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Metallic Roofing Co., Toronto.

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Oakley, John, & Sons, London, Eng.**Mop Wringers and Buckets.**

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Montreal Rolling Mills, Montreal.

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Consolidated Plate Glass Co., Toronto.  
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Francis-Frost Co., Toronto.  
Henderson & Potts Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
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Lewis, Rice & Son, Toronto.  
Luxfer Prism Co., Toronto.  
McArthur, Cornelle & Co., Montreal.  
McCaskill, Dougall & Co., Montreal.  
Montreal Rolling Mills, Montreal.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
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Martin-Senour Co., Chicago.  
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Canadian Fairbanks Co., Montreal.  
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Gurney Foundry Co., Toronto.  
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Jenkins Bros., Boston, Mass.  
Lewis Rice & Son, Toronto.  
Merrell Mfg. Co., Toledo, Ohio.  
Montreal Rolling Mills, Montreal.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
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Natura Co., Salem, N.J.  
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Page-Hersey Iron & Tube Co., Guelph.  
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Hanover Portland Cement Co., Hanover, Ont.  
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Imperial Cement Co., Owen Sound.  
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Lewis Bros., Montreal.  
Spear & Jackson, Sheffield, Eng.**Saws—Hack.**

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**Saws—Hack Frames.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Power Hack.**

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**Saws—Kitchen.**

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Starr Mfg. Co., Dartmouth.**Stable Fixtures.**Greening, B., Wire Co., Hamilton, Ont.  
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Morton, B. K., & Co., Sheffield, Eng.  
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Gurney Foundry Co., Toronto.  
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Harris, J. W., Co., Montreal.  
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Stewart, Jas., Mfg. Co., Woodstock, Ont.  
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Frothingham & Workman, Montreal.  
Hobbs Hardware Co., London.  
Howland, H. S., Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
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Dominion Wire Mfg. Co., Montreal.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor-Banwell Co., Walkerville.  
Montreal Rolling Mills Co., Montreal.  
Munro Wire Works, Winnipeg.  
Oneida Community, Niagara Falls.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F. & Co., Montreal.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.**Woodenware.**Taylor-Forbes Co., Guelph, Ont.  
United Fac ories, Toronto.  
Waggoner Ladder Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.  
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# An Attractive Store

Brings trade and helps to swell the bank account. But how many hardware merchants make their stores attractive?

How many are planning to instal some new counters, silent salesmen or a new set of shelving? Merchants must keep up to the times by having the most labor-saving devices, the best display stands and show cases, and the most modern shelving, in addition to studying how to make the best use of every available inch of floor space, and having a store well lighted and attractive to women customers—as well as the mechanics and others who make hardware stores their supply depots.

**Some Men Have Ideas** on this subject, and they are invited to put them on paper and send them to **HARDWARE AND METAL**

## Our Prize Competition

should excite great interest amongst all who are interested in

### **Interior Display and Hardware Store Arrangement**

In answer to many requests for plans showing the architecture of hardware stores, the arrangement of counters, silent salesmen, display tables, office, shelving, etc., and novel methods of interior display, **HARDWARE AND METAL** has decided to offer a prize for competition by hardware merchants, travelers and clerks for articles describing the best known plans for the arrangement of store interiors and display of goods on the walls or floors of hardware stores. In accordance with the above and the conditions named below the following prizes are, therefore, offered:

**First Prize, \$10.00**

and \$2.00 for every article considered worthy of publication.

#### CONDITIONS

1. Articles should contain from 500 to 1,000 words and be written on one side of paper only.
2. Drawings of floor plans, etc., must accompany each article and photographs should also be sent wherever possible.
3. Prizes will be awarded on the basis of 60 per cent. for the reading matter and 40 per cent. for the illustrations. Novel ideas used for displaying any one line of goods will also be considered in making the award.
4. The competition closes March 1, 1906, and the prize winning article will be published in the Special Spring Trade Number of **HARDWARE AND METAL**, on March 24.

**NOTE**—No hardware merchant or clerk should refrain from competing because of supposed inability to send proper drawings of floor plans showing the arrangement of counters, shelving, etc., or any stand or contrivance for displaying goods. Wherever necessary our artist will touch up the drawings and make them suitable for publication.

Address all articles, etc., to

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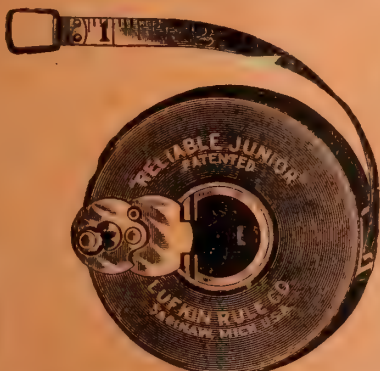
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**SADLER & HAWORTH**

**LEATHER**

**When a Leather Belt**

is not satisfactory it is a costly nuisance. You can't afford to make mistakes. You run no risk when you buy our brands.

Extra Diamond      Standard Agricultural

**BELTING**

**Montreal, Toronto.**



CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain, United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 17, 1906

NO. 7.

POCKET **H. BOKER & Co's** KNIVES  
IMPROVED  
**TREE BRAND**  
TRADE MARK  
RAZORS **CUTLERY** SCISSORS

For Sale by leading Wholesale Hardware Houses.

## BEST STEEL SHEETS

"QUEEN'S HEAD"—softest and flattest made

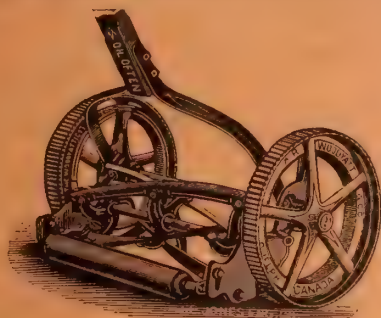
"SOUTHERN CROSS"—Dead flat, quality guaranteed

Also, good merchant quality, open and close annealed.

JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.

## Hardwaremen, Grasp the Opportunity!



"THE WOODYATT"

The probabilities are for an early Spring. If you have not ordered your

## LAWN MOWERS

do so now. Prices were never so low as at present.

The Woodyatt, Empress, Star, Daisy, are some of the Lawn Mowers you should sell. Ninety-five per cent. of the jobbers carry our machines. They know that the mowers bearing the name "Taylor-Forbes" are reliable in every respect. They know that we use only the best grade of steel for our cylinders, that all the castings are machine-made, and that every part of our mowers is interchangeable and easily duplicated from stock.

Write for LAWN MOWER CATALOGUE and see your jobber at once about ordering our Mowers.

# Taylor-Forbes Company, Limited

The Largest Manufacturers of Hardware in Canada.

TORONTO:  
1088 King St. West

Head Office and Works:  
Guelph, Ont.

MONTREAL:  
9 De Bresoles Street

See Classified List of Advertisements on Page 71.



# FORGES



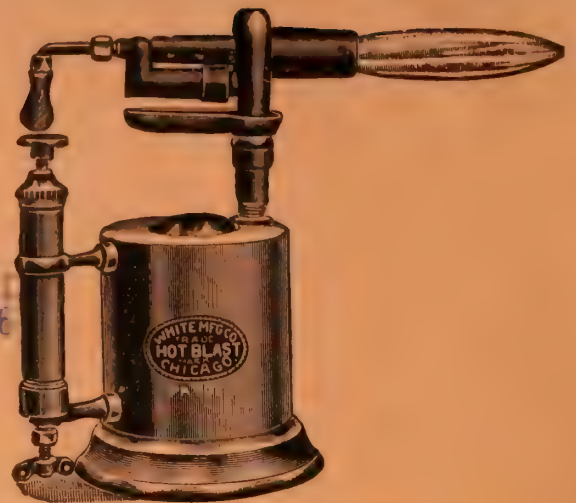
RETURNED  
FEB 17 1906

**Combination Torch**

**F  
O  
R  
G  
E  
S**

RETURNED  
FEB 17 1906

*Cum  
Cut Book 46  
page 77  
W.L.B.*



**Hot Blast Brazer**



RETURNED  
FEB 17 1906

**Chicago Forge**  
Adapted for outdoor work



RETURNED  
FEB 17 1906

**Chicago Forge**  
Hearth 36x25 inch, fan 12 1/4 inch, weight 165 lbs.

WRITE FOR PRICES.

# RICE LEWIS & SON

LIMITED

# TORONTO.



## WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness.

### AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.

Montreal, June 1st, 1903,  
St. Peter School.

Messrs. THE J. W. HARRIS CO., Limited.

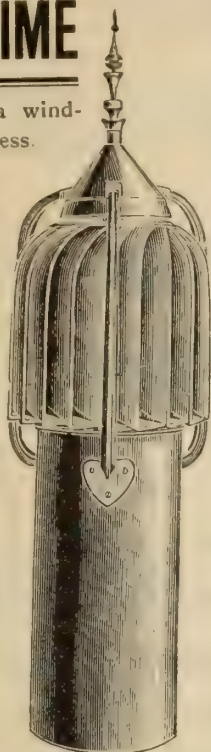
Dear Sirs,

In answer to yours of 3rd inst, in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

—MANUFACTURED BY—

THE **J. W. HARRIS CO., LIMITED**  
CONTRACTORS, - MONTREAL



GET OUR PRICES ON

## REVOLVERS

Harrington & Richardson. Iver Johnson

Sizes 22—32—38 Calibre

### Hammerless

Never out of style. Always up to date.  
The best is what you want.

**THOS. BIRKETT & SON CO.,**  
LIMITED  
OTTAWA, ONT.



"AMERICAN"

(2 in 1)

**TWIN FREEZERS**

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer. Something entirely new. Never done before.

ASK YOUR JOBBER FOR THEM.  
SEND FOR NEW FREEZER BOOK.

**NORTH BROS. MFG. CO.**  
PHILADELPHIA, PA.

"LIGHTNING"



"GEM"

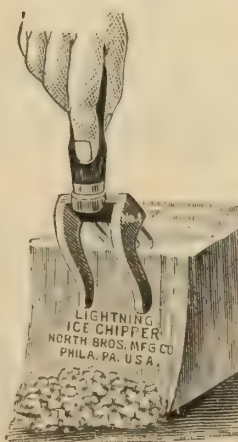


"BLIZZARD"



**THE BEST ICE CREAM FREEZERS** in practical use, because convenient and compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

**THE ONLY FREEZERS MADE** having Cedar Pails with Electric Welded Wire Hoops. Cans of Heavy Tin with Drawn Steel Bottoms, Automatic Tin Scrapers.



"LIGHTNING"

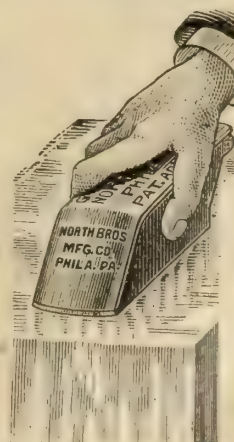
ICE CHIPPERS



"CROWN"

"GEM"

ICE SHAVE





We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	"
Tiger,	550	"	"	"
Standard,	500	"	"	"
Golden Crown,	500	"	"	"

## Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

### BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

# Ingot and Sheet Metals

Drop us a card and we will mail you our  
monthly stock list.

Warehouse : 54-56-58 Front St. West and 1 Piper St.

**M. & L. Samuel, Benjamin & Co.**  
**TORONTO**



# WE HAVE THEM ALL

Doesn't matter at all what it is, so long as it's in the "Lawn Goods" Line—we have it.

**Garden Shears  
Grass Shears  
Tree Pruners  
Pruning Shears  
Lawn Mowers  
Grass Catchers  
Garden Sets  
Hose Reels  
Lawn Sprinklers  
Hose  
Hose Pipe  
Nozzles, etc.**

We have the biggest sales of lawn requisites of any Hardware House in Canada. Why?—Because large assortment, good goods and reasonable prices, make a combination that pleases the dealer.

We can please you too, if you'll ask our prices on any of these goods.

Lawn Standard and Lenox Hose are particularly good value.

Refer to Catalogue No. 31 for complete line.

## LEWIS BROS.

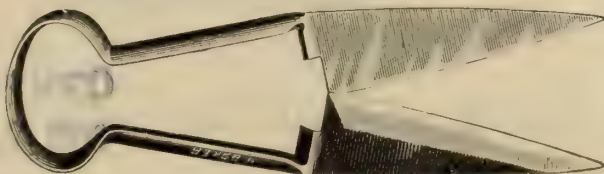
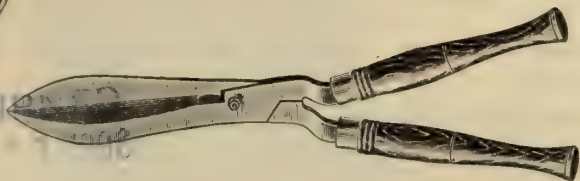
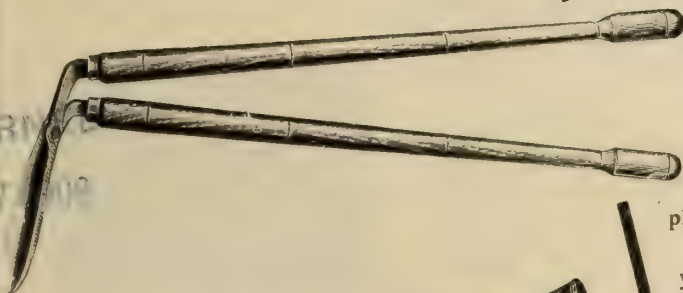
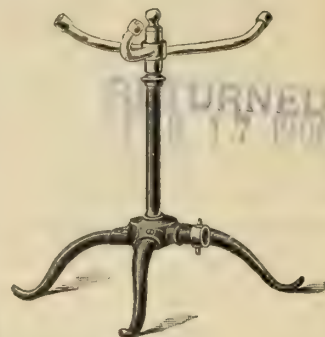
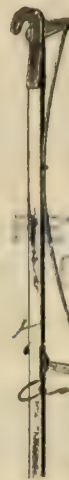
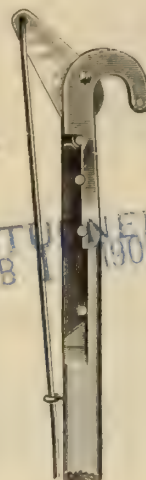
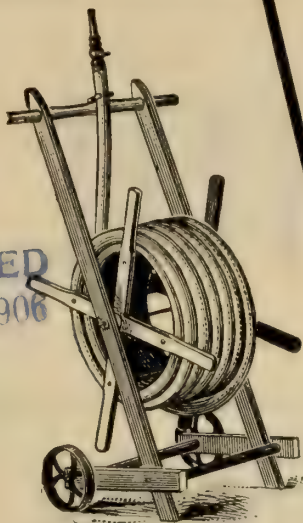
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**MONTREAL**

Winnipeg

Ottawa  
Toronto

Vancouver  
Calgary





**IRON**

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

**STEEL**

# American Steel & Wire Co.

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

**Chicago**  
The Rookery.

**BARBED WIRE GALVANIZED PLAIN WIRE**  
**PLAIN TWIST CABLE FENCING**

Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.

Telegraphs—"Rounds Montreal."  
Code—A.B.C., 4th Ed.  
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

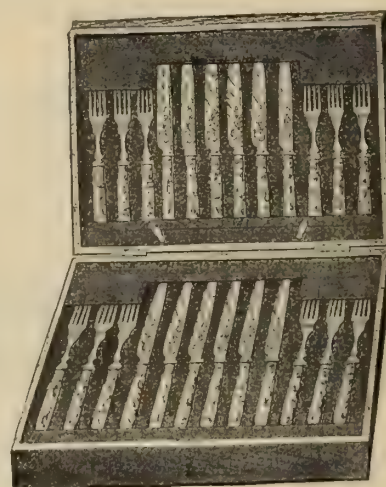
## ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.

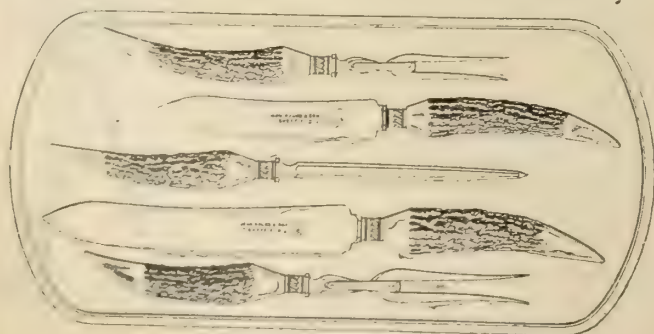
The name "ROUND" is an unquestioned guarantee of QUALITY.

Write us for quotations.

You will find our prices right.



28910. 12 PAIRS DESSERT KNIVES AND FORKS  
Pearl Handles. Quartered Oak Case.



28414. CARVING SET

CATALOGUE  
SENT  
ON  
REQUEST

## JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

### MONTREAL

CORISTINE BUILDING

FACTORIES:  
SHEFFIELD, ENG.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

-

**GALT, Ontario**





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**

**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**

also **The DesJardin Patent Log Sleighs**

Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

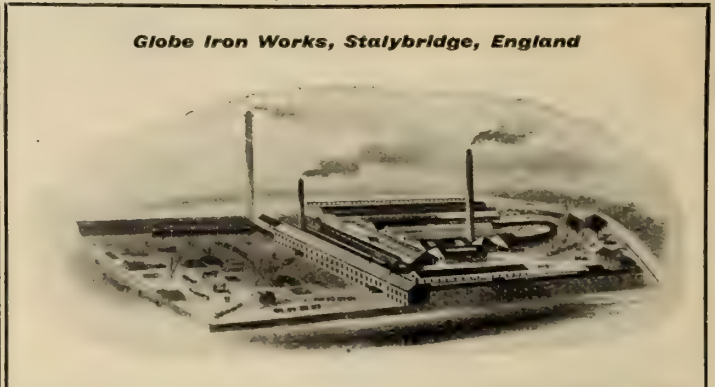
Long Distance  
Phono No. 87

# John Summers & Sons, Limited

*Hawarden Bridge Works,  
Shotton, Flintshire, England*



*Globe Iron Works, Stalybridge, England*



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



**LARGEST  
MAKERS  
OF**

# GALVANIZED SHEETS

**— IN ENGLAND**

*One year's production from these works  
would put a girdle of Galvanized Sheets  
right around the earth.*

**Agent: F. Hankin, Montreal**



**NOT TOO EARLY  
TO ORDER**

# LAWN MOWERS

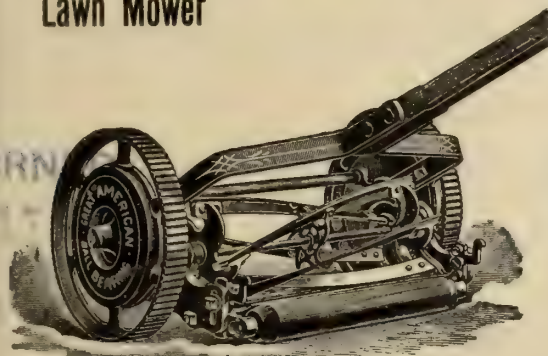
We keep the best makes only.

Can ship any time.

All Mowers sent out ready for use, and are properly adjusted.

Each Mower is attractively painted and finished.


**Great American Ball Bearing ||  
Lawn Mower**

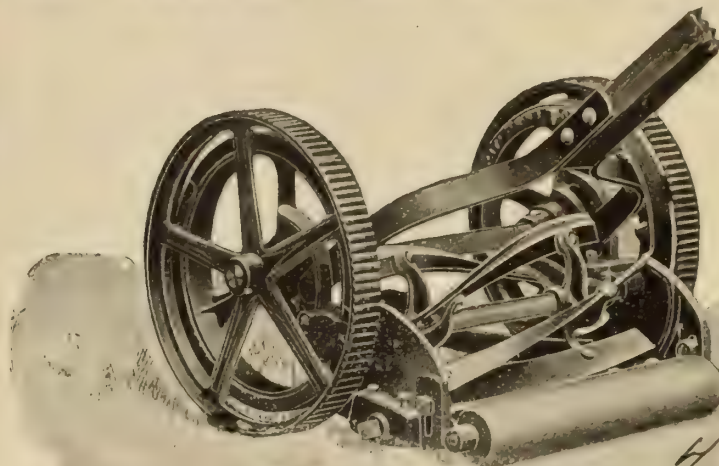


EASY RUNNING      HIGHLY FINISHED  
MADE FOR HEAVY WORK

SIZES 15, 17, 19 and 21 INCH CUT

**For all  
Lawn Requisites  
of the right kind  
at right prices  
order through**

**THE WOODYATT** HIGH WHEEL  **BEST SELLING MOWER MADE**



SIZES 12, 14, 16, 18, 20 INCH

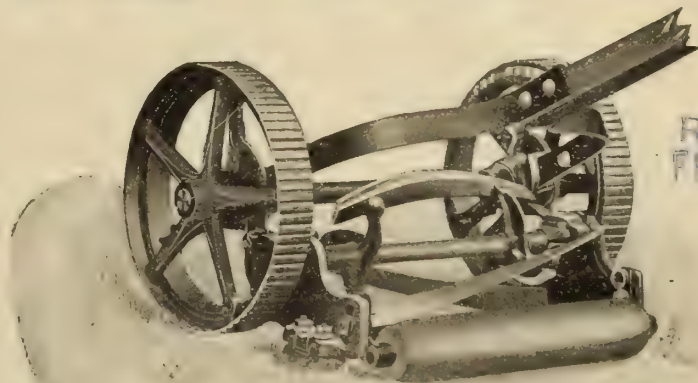
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*H. O. Montreal  
Cut Book 46  
page 74*

## HORSE LAWN MOWERS

OF THE  
MOST APPROVED TYPE

**THE STAR** 9 inch Wheels, Cast Steel, Oil Tempered Knives



SIZES 12, 14, 16 INCH CUT

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FEB 17 1906

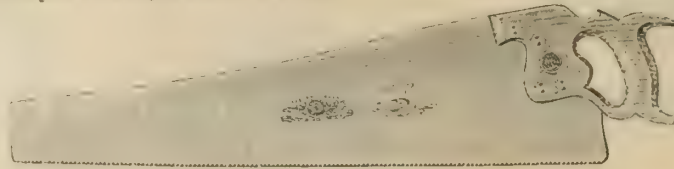
# Caverhill Searmont & Co

**MONTREAL AND WINNIPEG**



# QUALITY IS THE BEST POLICY

and our name is a synonym for QUALITY in



## HANDSAWS

Our first endeavor is to make the best saws ; our second to make them as low-priced as possible. Note the "as possible ;" it means that we allow no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant we are equipped to compete with Canadian and American sawmakers—to **your** advantage. Write us to-day and we will send you an illustrated price list.

**SPEAR & JACKSON** ÆTNA WORKS Sheffield, England

Telegraphic address: "Spear, Sheffield"



Style "F"

## The Very Newest

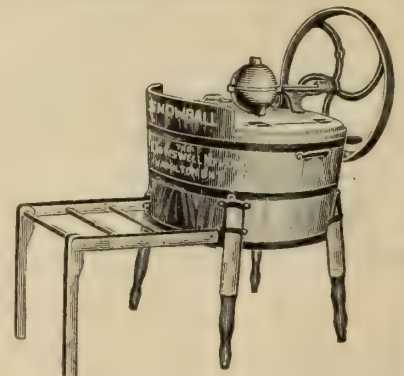
Combination, Bow Lever and Side Pedal drive ; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

**W. L. HALDIMAND & SON,**  
MONTREAL,  
Eastern Agents

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - ONTARIO

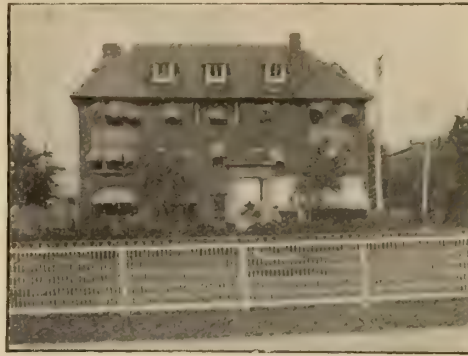


THE NEW  
"SOLID-ADJUSTABLE"  
HAND STOCK AND DIES



New prices that will warrant your inquiries.

**The BORDEN COMPANY**  
WARREN, OHIO. U.S.A.



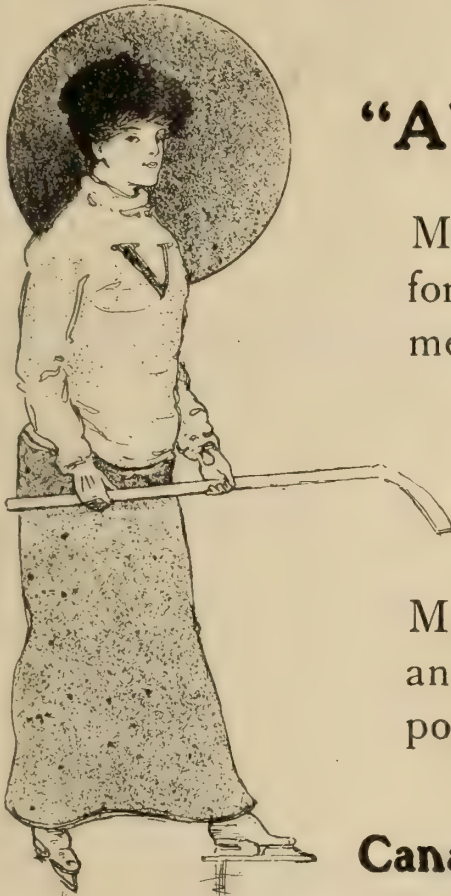
## PAGE LAWN FENCE

For Lawns, Gardens,  
Cemeteries, Parks, Etc.

Galvanized and coated with  
white enamel paint.

Any height up to 8 feet and  
any length from 10 feet up.  
No waste.

**THE PAGE WIRE FENCE CO., Limited**  
Walkerville Montreal Toronto  
Winnipeg St. John 406



## Canada's New Skates

### "AUTOMOBILE" and "CYCLE"

Made in a large variety of styles and adapted  
for every form of skating for ladies or gentle-  
men.



"Cycle"  
Model 5



Model 5 is especially recommended for ladies'  
and gentlemen's pleasure skating. It will give  
popular service and sells at a popular price.

WRITE FOR CATALOGUE AND PRICES

**Canada Cycle & Motor Co., Limited - TORONTO JUNCTION**



We want your enquiries for **METALLIC CORNICES, SKYLIGHTS, FINIALS**, and all special work to detail. Our cornice department is capable of taking care of any work, no matter how difficult, and our facilities are such that we can turn out work at lowest possible cost. Our new Cornice Catalogue will soon be ready. Write us about your requirements.

**METAL SHINGLE & SIDING CO., Limited**   **PRESTON, ONTARIO**





This design a guarantee of quality.

## WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

**CANADA PAPER CO.**

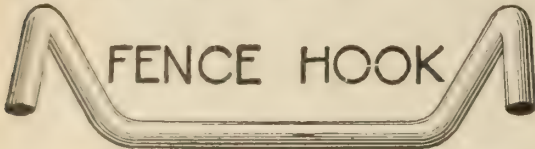
SAMPLES AND PRICES WITH PLEASURE.

TORONTO

LIMITED

MONTREAL

## GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

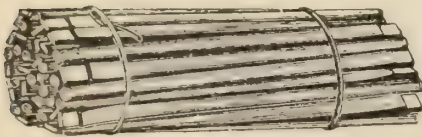
THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT

ESTABLISHED 1867

## J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of Hubs, Spokes, Buggy and Waggon Rims, Sleigh Runners, Shafts and Poles, etc.



We use nothing but the very best Hickory and Oak in our stock, and we are prepared to guarantee all of our goods. We carry an exceedingly large stock on hand and will ship promptly.

Your Order Solicited.

QUEBEC AGENT:—J. A. BERNARD,  
21 St. Peter St., Quebec, P.Q.

## Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!

Sole Manufacturers—

**J. P. CLABROUGH & JOHNSTONE**

WORKS—

Price Street, BIRMINGHAM, ENG.



...ESTABLISHED 1849...

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Offices Throughout the Civilized World.

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Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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HALIFAX, N.S.  
OTTAWA, ONT.  
VANCOUVER, B.C.

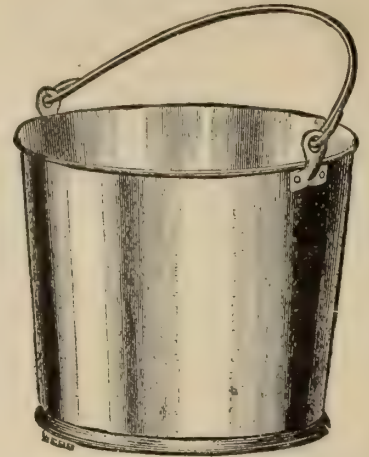
HAMILTON, ONT.  
QUEBEC, QUE.

LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Mgr. Western Canada. Toronto.

## E. T. WRIGHT & CO. HAMILTON, ONT.



DAIRY PAILS      CALF WEANERS  
STRAINER PAILS      MILK CANS  
MILK PANS      AND TRIMMINGS  
SAP BUCKETS      SAP SPOUTS      SYRUP CANS

Send for our Illustrated Catalogue.

## Buy the Best.



## HERCULES

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

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Every Canadian who wishes to trade successfully with the Old Country should read

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(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.  
Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

Cable Address, "Grautoff London," Liebers Code.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

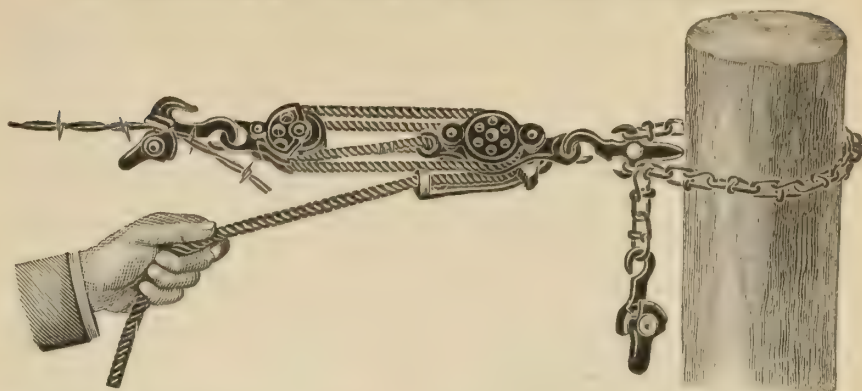


NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER

# THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

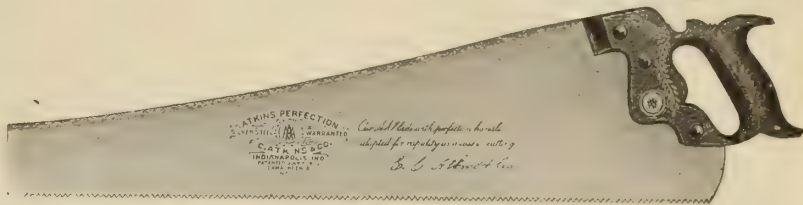
## Our Reputation

Is behind every Hand Saw which bears our Factory Brand.

With this guarantee of quality it is no wonder that dealers find a line of Atkins

Celebrated Silver Steel Hand Saws the fastest selling and most profitable stock that they can carry.

Quality is the Thing. Catalog and Discount furnished on request.



**E. C. ATKINS & CO.,**  
INCORPORATED

Leading Saw and Tool Manufacturers  
Factories and Home Office

**Indianapolis, Ind., U.S.A.**

CANADIAN BRANCH: 56 King St. E., Toronto, Can.

NORTHWESTERN BRANCH: Minneapolis, Minn.

Phone No.  
Parkdale 1809

Post Office and Telegraph Address  
Swansea

**The Dominion Sewer Pipe Co., Limited**  
Swansea, Toronto, Ont.

We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



**VITRIFIED SALT GLAZED  
SEWER PIPES**

in sizes from 4 inches to 24 inches. Price lists and discounts on application

**The Dominion Sewer Pipe Co., Limited**  
Works: Swansea, Toronto, Ont.



**Australasian  
Hardware and Machinery.**

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

**SUBSCRIPTION \$1.25 PER ANNUM,**  
post free to any part of the world.

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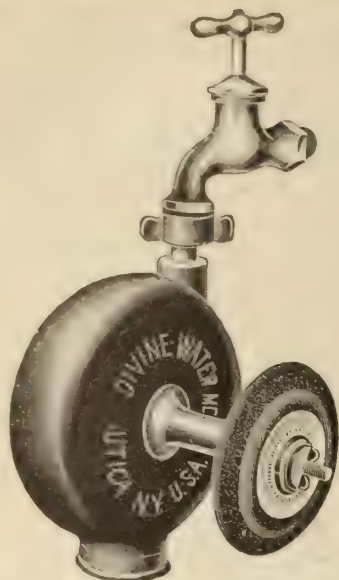
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CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.





Attached to any faucet.  
Most powerful of its size.  
Gives  $\frac{1}{2}$  h.p. on 80 lbs. pressure.  
5,000 revolutions per minute.  
Grind an axe on 20 lbs. pressure.

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Polishes Silverware and Other Metals.  
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Most Useful Article in the World.

PRICE, including faucet connection,  
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## COMET GALVANIZED SHEETS

That means they are soft, smooth, and easily  
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In all qualities and sizes

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Manufacturers of

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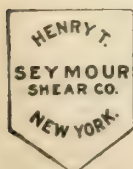
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Latest Cata-  
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**R. E. THORNE & CO.**

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**BRONZE POWDERS, GOLD PAINTS, LACQUERS**  
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**Peerless Woven Wire Fence**

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

**WIND AND WEATHER PROOF**

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sideways. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

**The Banwell Hoxie Wire Fence Company, Ltd.**

Dept. J, Hamilton, Ont.

**Put Your Attention on the "Dillon"**

We ask you to give attention to Dillon Hinge-Stay Fence, because we believe it is an easy seller and the profits from its sales are worth the seeking. We know that farmers who have been somewhat posted on the question of wire fence will do a lot of querying, and we know that is just what "Dillon" sellers can stand.

What better arguments could you give a farmer or a gardener than that Dillon Hinge-Stay Fence has no locks to rust, break or wear loose, that the highest grade of wire is used in "Dillon" construction, that the stays are all hinged and will not bend, that this fence will stand any kind of wear and tear and practically last a life time.

It should be a pleasure to handle an article embodying so many good points, squarely made and priced to suit the customer. Such is the "Dillon." Sell it.

**THE OWEN SOUND WIRE FENCE CO., Limited**  
**OWEN SOUND, ONT.**

Sold by Messrs. Caverhill, Learmont & Co., Montreal.  
Messrs. Christie Bros. Co., Limited, Winnipeg.



# The Fourth Part of a Proposition

**17** (The Third Part of the Proposition was to ask your customers their opinions of the Glass.)

You sought the opinions of your customers on

# MAXIMUM LIGHT GLASS

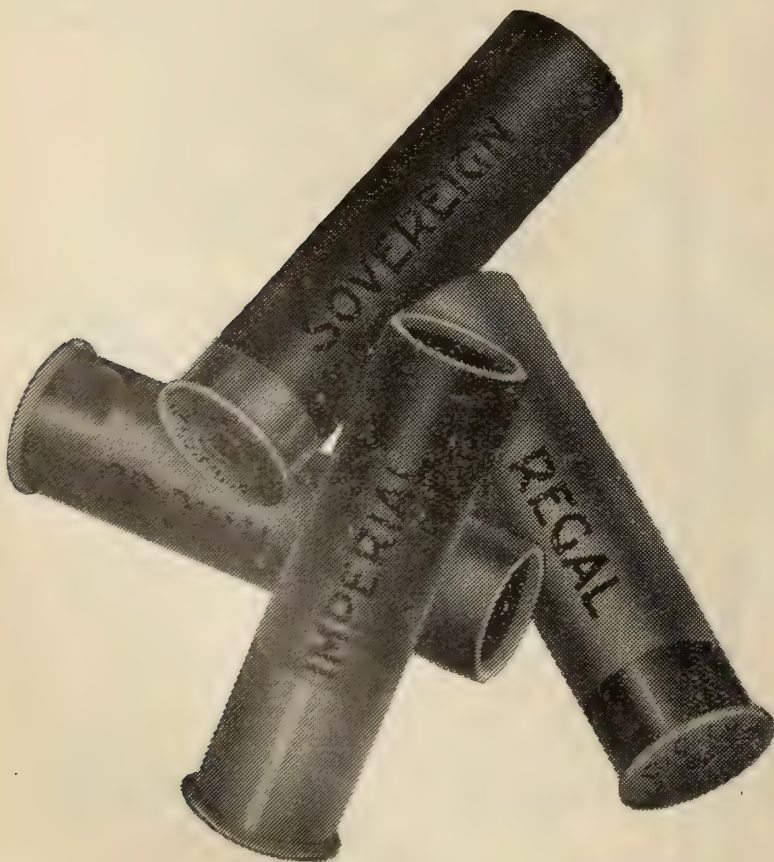
and received them. Those customers of yours thought MAXIMUM LIGHT GLASS was a great invention, didn't they? Now wouldn't the same people be ready to purchase such a glass if their houses, etc., were in need of it? And are there not some buildings and houses in your town in need of MAXIMUM LIGHT GLASS?

What is your policy? Just this! Get in a stock of MAXIMUM LIGHT GLASS, display it in your window, and, if you advertise in the newspapers, make mention of the glass. **Business will come.**

**Take Note of this Statement:** The price of MAXIMUM LIGHT GLASS is the same as the price of ordinary Sheet Prismatic Glass.

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Is Due Among Other Things to

**Nineteen Years Experience**

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**The Use of Best Material Obtainable**

**A Most Rigid System of Inspection**

Our close connection with the largest powder manufacturers in the world, who furnish us with powders most suitable for each kind of cartridge or shot shell.

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**Dominion Cartridge Co.,**  
Limited  
**Montreal, Canada**

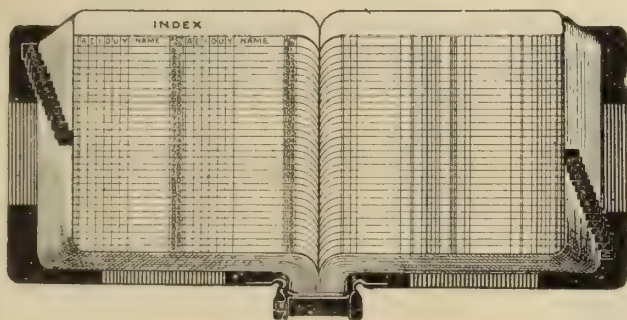
Write for price lists, testimonials, or any other information



## Hardware Merchants Travelling Salesmen and Clerks

are all interested in the competition we have outlined for articles and drawings on  
**"Store Arrangement and Interior Display."**

See the announcement on page 82



### Particular People

We are supplying many of the most particular people in Canada with our

## LOOSE LEAF SYSTEMS

and in very few instances do we find any that are not thoroughly satisfied. One firm writes recently:

"Enclosed you will find a letter of enquiry re your Loose Leaf Systems. We have written this gentleman recommending the system to him, and we might just say that we are more than pleased with it, that it saves us a very great deal of worry and work. We would not go back to the old way for a great deal more than the system cost us."

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 LIMITED.  
 OTTAWA, CANADA.

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 18 Toronto Street.

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WINNIPEG  
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## What Are Horse Nails For?

Why, to keep horseshoes on, of course! Therefore, the horse nails that will hold the shoes on longest should be the kind preferred by you—certainly! Now, frankly, does that consideration influence **you** in selecting a brand of nails for purchase? **If not, why not?** It should be the **only** consideration, because the best are always the cheapest in the long run, and you can hold the farrier customer better by selling him the best nails, than any that are low priced and therefore inferior.

So much by way of argument, and now for the practical application. We want **you** to order our **"C"** brand Horse Nails. **DO IT NOW.** They are hot-forged from the best material known or used in the world for making horse nails, Swedish Charcoal Steel Nail Rods, which material is still further improved upon by our special process of pointing and finishing, **used by no other maker in Canada.** They will stand more hardship and last longer than any other nail produced by **any** cold process, or with the use of other material, made or sold anywhere.

We have been making nothing else but horse nails in Canada for forty years, and that long experience is embodied in every box of **"C"** brand you buy. Will you favor us with your next order? They can be had from any wholesale dealer at our quotation, viz: 40, 10 and 7½% discount, less 2% cash discount 30 days, F.O.B. Cars, Montreal.

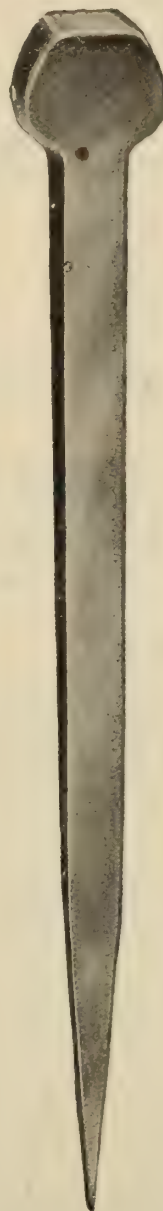
If you cannot obtain **"C"** brand when you order, write us direct—we shall see that you are supplied.

One price. One quality.

**Canada Horse Nail  
Company,**

Established 1865

MONTREAL





# "EUREKA" STEEL SAP SPOUTS



Supplied  
with or  
without  
hooks

Made in two qualities:

BERLIN BRONZE,  
22 Gauge.  
TINNED STEEL,  
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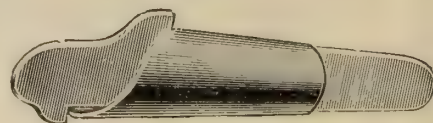
Patented 1896

Cuts Show Full Size  
of Spouts.

A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

## "IMPERIAL"

TAPERED



Made from heavy tinned sheets, especially adapted for . . .

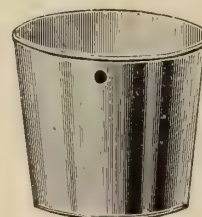
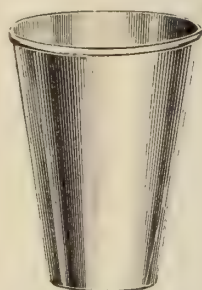
## SAP PAILS

COVERED  
SAP  
BUCKETS

Made in Six Sizes

LONG  
PATTERN.

WESTERN  
PATTERN.



Write for  
Prices

PROMPT  
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GUARANTEED

# THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

## Perforated Sheet Metals

IN

**Brass, Copper, Steel,  
Etc.**

All sizes of perforations and thickness  
of metals for

**Miners' Use  
Grain Cleaning Machinery  
Bee Keepers  
Malt Kiln Floors, Etc.**

### The B. GREENING WIRE CO.

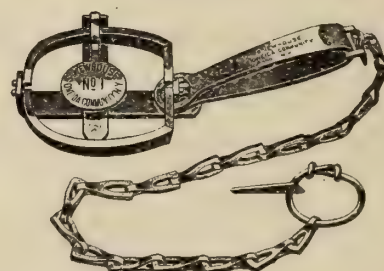
Limited

Hamilton, Ont.

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## FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



### Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

### ONEIDA COMMUNITY, Limited

Write for Catalogue

NIAGARA FALLS, Ont.



# NOW!

is the time to place orders for Screen  
Door Springs.

## Oil Tempered Wire and Springs

ANY KIND

MADE TO  
SAMPLE

"ECLIPSE" "PERFECTION"



ALSO

### BELGIAN WINDOW GLASS

FOR IMPORT

**J. A. HENDERSON**  
MONTREAL

*Furniture Looks as Good  
as New when*

## Brant-Lac

### A Varnish Wood Stain

has been applied. And it is just as efficient for floors, woodwork, etc. Can be had in all colors and quantities.

Do you keep a supply of our

## Architectural Varnishes?

If not, you are missing custom. Our varnishes are the standard.

Be Wise and Get Prices.

## Scarfe & Co.

*Manufacturers of Fine Varnishes, Etc.*

**Brantford, Canada**

**Thomas Black,** 76-82 Lombard St., Winnipeg, Man.

*The Best South Wales Produces*

### IN STEEL COKE TINPLATES

"ELYN"

"LYDBROOK"

"ARTO"

"FRONTIER"

### IN CHARCOAL TINPLATES

"CYMMER"

"ALLAWAYS"

"JUANA"

"SPARTAN"

**FRANKLIN SAUNDERS & CO.**  
Limited

**MONTREAL**

*Wholesale Trade Only Supplied*



### SHOW FRAME

given away free with an order for three  
half-dozens Shears as  
illustrated above. May be procured through  
all leading Wholesale Hardware firms.





## The BEST EQUIPPED FACTORY, The BEST ADVERTISED PRODUCT

We make a few articles, in large quantities, make them better than anyone else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

### Peerless Iceland Freezer

Our advertising—covering every bit of freezer-selling territory in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the housekeeper wants when she goes into your store.

### Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



### Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust-proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can guarantee delivery as promised. Everything about it is modern—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. Ask him

10 WARREN STREET  
NEW YORK

THE DANA MFG. CO., CINCINNATI



Repeat Orders for

## GARNET ENAMELED WARE



are coming in very rapidly. Keep your stock well assorted. Garnet enameled ware has proven to be one of the best selling lines on the market to-day.

### KEMP MANUFACTURING CO., TORONTO

THE KEMP MFG. CO. OF MONTREAL  
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited  
McDermot Ave. East, Winnipeg, Man.



## PROPOSED DUTY ON TINPLATE

The appearance before the Tariff Commission at Ottawa last week of a deputation representing the Canada Tin Plate & Sheet Steel Company, of Morrisburg, and their request for the imposition of a duty of 33 1-3 per cent. on tin plates, galvanized sheets, etc., has brought to a head a question discussed at considerable length in these columns during the past few months.

This paper has taken the position that the establishment of such a duty at this time is uncalled for as it would work a great hardship on all manufacturers who use these metals as raw material in the manufacture of tin and enameled ware, tin cans for canned vegetables and fruits, mixed paints, baking powders, etc., and of metallic ceilings, roofings, and sidings. The general public, as the consumer, would also be hit by the increased prices, while the only beneficiary would be the stock-selling promoters of the Morrisburg enterprise.

### A Questionable Scheme.

This paper has also questioned the wisdom of establishing the proposed tin plate mills at Morrisburg, a point remote from the supply of raw material and fuel and not conveniently located for the shipment of goods. The promotion of the enterprise by men who have not won a good name for themselves as promoters of successful concerns has not encouraged confidence in the ultimate success of the proposition, the whole scheme appearing to be more of the nature of a stock-selling rather than a tin-producing concern.

It is reasonable to suppose that if the time was ripe for the establishment of a tin plate industry in Canada it would be promoted by men connected with the trade—men who knew the country's requirements and the possibilities of success of a manufacturing plant in Canada. Were such men to establish mills without unloading watered stock upon the public some confidence could be placed in the enterprise. But instead of this we see the Morrisburg proposition promoted by J. W. Allison and G. H. Meldrum, two men who aided in loading amongst others the unfortunate Cramp Steel Company's stock upon the market, and N. D. Lewis, referred to as a pioneer of the tin plate industry in the United States but who has no record as a manager in that country and evidently finds it more profitable to spend a couple of years in promotion work in Canada than in the mills in Wales or the United States. Some names of reputable business men appear as backers of the company, but not one of them is known as a consumer or dealer in the goods proposed to be manufactured at the Morrisburg plant.

### Practical Men Required.

Canada has seen several iron and steel industries pass into the liquidator's hands, the initial steps being taken by unpractical men whose knowledge of the industry was largely confined to statistics gathered from blue books. The money invested by the public has paid the promoters handsomely and has

bought a plant, but before it could be successfully operated practical and experienced men had to take hold. On the other hand, where an industry is started in a small way and is gradually developed by men who know the business from the ground up—and there are many such in this country—there is never any question as to the success of the industry. The Morrisburg enterprise belongs to the former class, its prospectus containing an elaborate estimate of profits to be made from the large plant which is being erected out of the money secured from the sale of stock.

Figures have already been given showing that the tin plate industry was not a success in the United States until the population was very large and until a prohibitive duty of nearly 80 per cent. was imposed on the imported goods from Wales. The large internal market, the favorable situation for manufacture and the prohibitive duty made possible the phenomenal success of the industry in the United States.

But Canada does not possess the same advantages and our people are not likely to submit to a duty of 70 or 80 per cent. Canada's scattered and comparatively small population and her demand for such a diversified class of goods makes difficult, if not impossible, the establishment of a similar industry here. And of all locations Morrisburg appears to be one of the most unfavorable. As to the duty question, we have already heard representatives of the metal roofing trades, the canning industry and the tinware manufacturers protest before the Tariff Commission at Toronto. And even though the Ontario and Quebec manufacturers were agreeable to a duty, is it to be supposed that the high freight rates to the Pacific coast could be overcome and the British Columbia canners forced to buy the Canadian made plate? The probability is that the ships which now bring Welsh plate to British Columbia and take back canned salmon would find American plate in use and the canning industry would be dealt a serious blow.

Looked at from any of these standpoints the case in favor of a duty appears to be a weak one. The imposition of the duty asked would help the Morrisburg promoters to sell large blocks of stock, this being apparently the chief desire of Mr. Allison and his associates. Government recognition would be a good lever to use in selling stock and inducing some men of substance and practical experience to join in the undertaking. But the duty asked would practically put several established industries out of business and by thus destroying the home market would not aid the Morrisburg mills even though they did successfully pass the reefs of stock jobbing promotion into the dreamed-of harbor of industrial activity.

Among the trade in Montreal the opinion prevails that the industries to be affected by the proposed high tariff for sheet steel are so numerous, so diverse and so large in the aggregate, that the Government will not accede to the request. This view was ascertained

upon thorough inquiry by a representative of Hardware and Metal.

The consensus of trade opinion also is that the proposed mill could not meet the various requirements of the Canadian market. No one mill, no half dozen mills in Wales, the great producing centre, can supply the various grades, sizes and qualities demanded by the multitude of consuming industries in Canada. The claim of the new mill promoters that the raw material for tin plate and steel sheets, with the exception of labor, can be assembled at Morrisburg as cheaply as in Wales, the Montreal merchants assert cannot be substantiated. Coal, they say, would be more expensive, and steel decidedly more so. Many of the Welsh concerns produce their own steel. At present it would be impossible to procure steel billets in Canada because the entire production is utilized for steel rails. And, anyway, if the steel were available, it could not be laid down in Morrisburg as cheaply as in Wales, where free entry is enjoyed by all the raw material.

Finally, it is the trade view that the imposition of the tariff proposed would necessitate the rearrangement of the tariff in regard to every manufactured article into which tin plate or sheet steel enters as a raw product.

These views prevail in whole, or in part, with the interested manufacturers throughout the country.

### A Death Blow for These.

"It would put us out of business," was the emphatic response of Mr. J. O. Thorn, manager of the Metallic Roofing Company, when the subject was broached to him.

Mr. Thorn might be taken to speak for the metal building interests, and it is far from being confined to roofing even in Mr. Thorn's own business. Metal is entering more and more into building construction as a substitute for wood and plaster.

"This proposed increase in the duty on steel sheets and Canada plate from 5 to 33 1-3 per cent. would be a very, very serious thing for all those interested in this line of business, the manufacture of sheet metal building material," continued Mr. Thorn. "We have been waiting since November for sheets of a certain size that are standard with us, because the American Steel Corporation has only one mill which can produce them. The size of the sheets is only one point. We have to have sheets with a certain finish. The proposed company would have to practically undertake to produce in this one mill everything that is produced in the mills of every other country. For instance, I can't buy in the whole of the United States certain kinds of sheets, and have to bring them from England."

"There is a more serious phase of the question than the size and kind of sheets. If the duty on our raw material is advanced from 5 to 33 1-3 per cent., what increase will we have to



have on our manufactured articles to give us protection equal to what we have now? We would require on the manufactured goods in our line a duty of 58 1-3 per cent. Without it our market would be flooded with goods of American production.

"Our competition now is not from outside. It is within the country—wooden shingles and lath and plaster. If we have to increase our prices we simply couldn't sell our goods.

"So far from agreeing to further protection, we have been before the Tariff Commission ourselves asking for free raw material. I might add that there has never been any understanding, directly or indirectly, between the various concerns in our line as to prices. There has always been the keenest competition."

#### Would Help Foreign Manufacture.

A representative of the Macdonald Mfg. Co., Toronto, an enterprise which consumes a large quantity of tin plates and sheets, said that the proposed change was a most drastic one, affecting, as it did, a large number of items in the tariff. Their industry has been built up by using free raw material, and a duty of 33 1-3 per cent. would put them out of business entirely, in which case a high duty would be of no advantage, so far as they were concerned, to a so-called tin plate industry, because the cost of the articles which they manufacture would be so enhanced that they could be made to better advantage abroad, and imported into this country. Their view was that the promoters of the tin plate enterprise desired to secure a duty solely in order to help them to unload their stock to buyers who could be influenced by Government recognition of their undertaking.

#### Duty Obnoxious and Detrimental.

Mr. G. T. Pepall, of M. & L. Samuel, Benjamin & Co., Toronto, considered the prospects of success of the projected industry at Morrisburg to be very slight, it being unfortunately situated both as a base of supplies and as a base of consumption. The proposed duty would be obnoxious and detrimental to users of tin plate and galvanized sheets as raw material. A small plant at Morrisburg could not supply the demand for so many lines of materials required, some mills being kept running for months on special orders for certain sizes and grades, while other orders were for small lots of a large number of different classes of plates. Not only would a duty have a serious effect upon manufacturers in Ontario and Quebec, but it would be a disastrous blow to the canning industry. British Columbia cannery secure their tin plate from Wales by boat, and the proposed duty would be only that much additional burden to them, as the freight rates would be too high to allow of shipments being made from Morrisburg to the Pacific Coast.

#### Should Have Protection.

Mr. Edward Gurney took a different view, that of the staunch and consistent protectionist, but he is differently situated. His company does not use the kind of plates it is proposed to manufacture at Morrisburg. He said:

"Well, this company has been from

the beginning in favor of protection of every kind of industry starting in this country, even where it is proposed to tax raw materials. This mill is a desirable institution to have started in the country, and should undoubtedly have protection.

"But we think it is necessary the Government should know in advance of granting them a protective tariff just what lines of goods they are prepared to make, and we think that while the Government should take power to advance the tariff, it should not really advance it until the company has demonstrated that it is ready to produce the class of goods for which it asks protection.

"They propose to make open hearth steel and not Bessemer. The Bessemer steels is used very largely in a great many kinds of manufactures in this country, and the open hearth steel would not do to take its place. It seems desirable that there should be discrimination as between these two classes of steels.

"This mill proposes to make comparatively narrow steel, I believe their limit being about 30 inches in width. Steel wider than that should not be taxed until the proposed company is in a position to manufacture it.

"Then a large share of the steel that is used in this country goes into stoves and similar manufactures, and is what is called dead flat steel, which means a steel that will lie flat without any buckles. This they have not succeeded in producing in England, and it is made by only a comparatively few mills in the United States. The present company does not undertake to manufacture this class of goods. This steel should also be free.

"Then, again, until a few years ago the Russians were the only ones who could make a highly surfaced steel. This also is made by a very few mills in the States, and the proposed company here does not claim that it will make this class of goods. Therefore, it should also form an exception to the proposed increase in the tariff.

"A great many goods are made in this country of the classes of steel that will be made by the proposed company, and amongst these might be mentioned the stamped goods made by the McClary Company, of London, and the Kemp Company, of Toronto. These lines include not only japanned wares but enameled wares. It would be a great injustice to these concerns to place an increased tariff on open hearth steels, Canada plate, etc., unless there was a corresponding increase of duty on the class of goods they produce."

#### Hard on Small Men.

Mr. Wheeler, of Wheeler & Bain, who manufacture furnaces and deal in metal building material, when asked for his views, said he had not considered the matter carefully. Theoretically, on the broad ground of protection to new industries, he seemed to think the proposal reasonable.

"I am satisfied, however," he said, "it would militate against small manufacturers using steel plates, etc., as their raw product."

But another phase of the question interested Mr. Wheeler, the effect the advanced tariff would have upon the use of

sheet metal building material. In competition with wood that industry, he said, was just getting a footing in Canada, and if prices were advanced, as they undoubtedly would be by the proposed high tariff, the industry would receive a severe setback, if not altogether wiped out. It had been fostered by the greatly increased prices of all classes of lumber, and to do away with it would tend to further enhance the price of lumber and thereby increase the already excessive cost of building.

#### Higher Cost of Trunks.

Mr. De Gruchy, of the Langmuir Manufacturing Co., manufacturers of trunks and valises, held that under a consistent system of protection the new industry should have tariff encouragement, but he took the ground that that encouragement should not ante-date production. He suggested that a rebate or bounty system might be applied to meet the need of the new industry.

The proposed tariff Mr. De Gruchy agreed would increase the cost to the consumer of lower grade trunks.

#### A Promoter's Dream.

Mr. F. H. Hayhurst, managing director of the Galt Art Metal Co., in answer to an inquiry, very clearly states the attitude of his firm in regard to the proposed tariff advance. They manufacture sheet metal building material, including ceilings, sidings, roofings, cornices, fire-proof doors and windows. He says:

"We are decidedly opposed to the measure. Tin plate and galvanized sheets are the raw material for a very large number of Canadian industries and in many instances the added cost of the raw material would handicap business to a ruinous extent.

"Further than this, the proposal to manufacture this material in Canada is merely a promoters' dream, and if actually undertaken would only result in the sinking of capital in an industry which cannot possibly be successfully carried on, serving the Canadian market with its variety of requirements and comparatively limited tonnage.

"In our own business the increased cost of the raw material would necessarily make such an advance in the selling price of the finished article as to restrict trade to a very serious extent and this would apply to all industries using this material, where the material is largely responsible for the cost rather than the labor on the material."

#### Competitors on the Inside.

Another large producer in the same line said in reply to an inquiry:

"It will simply put every roofing concern out of business. It will make the raw material so dear that the consumer cannot afford to use metal for a roof in competition against other products for the same purpose. These facts have been so thoroughly ventilated before the Tariff Commission that we cannot think any Government, knowing what ours does of the situation, would grant the request."

#### Winnipeg Jobber Opposes Duty.

"Yes, you may say that I am decidedly opposed to the imposition of any duty on tin plates," said Hyman Miller, of the Miller-Morse Hardware Co., Winnipeg, when asked his views by Hardware and Metal.

"The imposition of a duty on tin plates would work a hardship on the



consumers of the west. If a duty were imposed it would give McClary, Kemp, Davidson, and other large manufacturers of tinware a reasonable excuse for advancing the price of their products, and this would certainly be felt by every farmer and consumer in Western Canada. I think I am voicing the feeling of the west when I say we are opposed to any increase in the present tariff as a whole, and I certainly think it inadvisable to place a duty on tin plates.

"There is no doubt if a duty is imposed on tin plates the cost of this commodity, whether supplied by the new Canadian mill or by foreign mills, would be increased to the extent of the duty imposed and this in turn would increase the value of all products of tin plates."

#### Opposition from British Columbia.

British Columbia is vitally interested in the proposal, again renewed, to impose a duty on tin plates, hitherto on the free list, writes G. S. B. Perry, Vancouver representative of Hardware and Metal. Last year the same applicants who are now active, urged the imposition of a 33 1-3 per cent. duty, as they were about to establish a tin plate manufactory at Morrisburg, Ont. The representations from this province were mainly responsible for the defeat of the application, and the same opposition will develop when the matter again comes up before the House. The very large quantities of tin plate used in can-making for the seventy or more canneries in British Columbia, are largely drawn from the Old Country markets and brought by cheap freight across the ocean direct to this port. Were it not for the fact that it is on the free list and that no long rail haul has to be encountered, the cost of tin plate would seriously affect the salmon industry. To put on a high duty such as is asked for would virtually create a monopoly for the concern which proposes to enter the tin plate industry.

"When this subject was on the tapis last year," said a Fraser River canner, "the canners strenuously opposed any duty being placed on tin plate, which forms a most important item in connection with the canning industry. Mr. Macpherson, M.P. for Vancouver, was heartily in accord with the canners, and owing to the representations made by him the object of the applicants for a duty was defeated. It appears, however, from subsequent developments that it was only 'scotched' and not killed, as the message from Ottawa shows."

"It is sincerely to be hoped that the efforts now being made to frustrate such detrimental legislation will again meet with success. At present tin plate is admitted free of duty, but if a factory was erected at Morrisburg and a duty imposed, not only the salmon industry but every canning factory in Canada using tin plate would be most seriously prejudiced. It is to be hoped that the eastern fruit canners will unite with the British Columbia interests in making energetic efforts to defeat the proposition."

#### Tin Can Manufacturer's Views.

W. C. Breckenridge, president and general manager of the Norton Manufacturing Company, Hamilton, one of the largest consumers of tin plates in Canada, is decidedly opposed to the proposed duty and states his position as follows:

"Editor Hardware and Metal: The

proposal to put a duty of 33 1-3 per cent. ad valorem upon tin plate and sheets imported into Canada, lately submitted to the Tariff Commission, appears to us to be open to most serious objection from a number of views.

"First, because of the disturbance such a duty would work in a great variety of industries of which tin plate or packages of tin plate are a raw material. The packers of hermetically sealed food products—fruits, fish, vegetables and meats—the manufacturers of biscuits, baking powders, concentrated lye, paints, ground spices, coffee, starch, syrups and cereals would all be seriously affected by a duty which would inevitably and materially enhance the cost of the package in which their product is put into the consumer's hands. For example, the manufacture of the ordinary corn or pea can requires not two boxes, as the special pleaders for the duty lately alleged, but practically two and three-quarters boxes of 14x20 tin plates for every thousand packages. The making of tomato cans takes three and three-quarter boxes of plates per thousand cans. A duty of a dollar a box on plates would increase the first cost of these packages at least \$2.75 and \$3.75 per thousand respectively, or 3.3 and 4.5 cents per dozen cans. The first cost of the familiar square biscuit tins would be enhanced at least 1 1/4 or 2 cents per tin, of coffee tins, 3/4 cent each, and so on all through the list of cans and boxes, caddies and pails commonly made of tin plate. Furthermore, roofing materials, the stuff for eave troughs and conductors, the galvanized iron used for covering buildings and making tanks, and all manner of sheet steel products would be increased in cost. New and grievously burdensome outlays would be imposed, in short, upon industries established under existing conditions, and well adjusted to them, in favor of a trade in which, as yet, there is not even one going concern."

#### Need of Industry Not Proven.

"Second, because of the lack of sufficient evidence that a tin plate industry is needed in the Dominion. That promoters have obtained favorable concessions from this or that municipality in respect of power does not prove the point, nor does their willingness to make plates at a third more than the price at which they can be brought over seas complete the case. Further, it is by no means clear that a market of but some hundred and fifty thousand tons per annum of tin plates,terne plates, black plates, and galvanized sheets, is any wise so broad that enough competition would develop, under a duty, to bring domestic selling prices down to the basis now established by the enormous producers of Britain and the United States. Hence, without other, as yet invisible, support, the argument, from analogy, that American prices no longer being equal to foreign prices, plus freight, plus duty, falls flat to the ground. In all events, the American analogy is anything but reassuring, for domestic prices in New York are even now, after fourteen years of duty and with an estimated output of 600,000 tons of tin plates alone per annum, nearly fifty cents a box above the cost of foreign plates in bond."

"Third, because Canada, freight rates from producing points considered, is today the cheapest market for tin plates and sheets that can be found the world

over. Both the English and American makers, keen to keep their mills busy, and willing to dispose of surplus over domestic needs at some concession, are in active competition for Canadian trade. They are making now, as they have both made for years, exceptional and persistent efforts, each to keep or better his hold. The consequence is that such material is sold in Canada, these days, at prices extraordinarily low. Such an advantage is one which for the sake both of the domestic and export trade of the Dominion any Government, we apprehend, should be most unwilling to give up."

"Fourth, because the proposal to impose a duty on tin plates is a proposal, on the one hand, to benefit persons who, if they have money to invest in exotic industries, can scarcely be said to need the country's help, and, on the other, to enable high wages to be paid to a few persons not now living in Canada and hardly to be considered as against the millions of Canadian consumers already here. For as the petitioners for the duty have themselves admitted, "the labor will have to be largely obtained from abroad." In other words, the Canadian workman or the Canadian householder is to be obliged to pay more, to the tune of a million dollars a year, for what he buys in tins or uses in the way of black, galvanized or lead coated sheets, simply that three or four hundred imported mechanics now in the United States or Wales may be drawing high wages down in Morrisburg. To the question of the policy of such a fiscal measure we conceive that there can be but one sound reply. And when it is remembered that for every dollar of duty imposed upon foreign goods, or collected in the form of a higher price for domestic wares, the ultimate consumer, for long terms after the imposition of the duty, is likely to pay a dollar and a half, if he escapes contributing two, the injustice and needlessness of taxing tin plates becomes more and more clear."

...

#### TIN PLATE SITUATION ANALYZED.

There are probably used in Canada today every known grade and character of the tin mill product that is being produced either in the mills of England or of the United States. The users of this class of material are as far advanced as are those of any other country in the art of turning out such articles as cans for vegetables, fruits, paints, tomatoes, oysters, lard, lobsters, fish of all kinds, and tins and cans of the numerous descriptions used by various manufacturers for putting up proprietary articles; building material, roofing material, such as shingles, metal ceilings, metal sidings, etc., dairy supplies of all kinds used by farmers, household tinware of all kinds and descriptions, and a thousand and one articles which are in daily use in every home in the Dominion. It is necessary that such users of tin plates should have the best article that can be produced.

In the starting of a tin mill, where exceptional skill and workmanship are required, on account of the intricate process, many difficulties will have to be overcome before even the common grades of coke tin plates can be turned out satisfactorily, and when this may have been accomplished, it is only the beginning. There must follow the production of charcoal plates of a high finish, and in



a quality that will stand the most severe tests in stamping and drawing dies.

### Diversified Requirement.

There must also be produced what is known as "dairy sheets," running in sizes as high as 48 inches in width by 96 inches in length, in the very heavy gauges, and a quality of the very best, suitable for making dairy utensils. Then comes the taggers' tin in both common and charcoal quality, 36 and 38 gauges, which is more difficult to make entirely satisfactory on account of the thinness of the sheets. Lead coated roofing plates are also required, as are also black sheets of special finish. In mills where tin plates are produced to the best advantage, it has been found necessary to specialize; that is, certain mills are set aside for producing certain classes of material.

It is evident that a single plant, with limited capacity at the best, could not hope to enter the field with more than a chance of securing a share of the trade in the common grades of coke tin plates. So far as producing many of the lines of thin black sheets is concerned, which are now used in Canada, requiring special formulas in order to suit the work for which they are required, it is altogether out of the question, because this is an industry which had only recently been developed in Great Britain, and there are not more than two or three mills at the present time whose product can be thoroughly relied upon.

### Population Insufficient.

When the population reaches a point in Canada where the consumption is sufficient to warrant the establishment of such an industry, and a heavy protective tariff is justifiable, it is reasonable to suppose that works will be operated in close proximity to the then developed steel works, and at points which would have advantages in respect to transportation.

The situation then resolves itself into this: In the United States it required a protective tariff nearly equal to 80 per cent. ad valorem, when that country had a population of 62,622,250 and when the consumption, according to foreign valuation, was \$25,900,305.

Can Canada expect to foster an industry with a population of 6,000,000 and a total consumption of \$1,751,507 per annum, upon a lesser rate of duty than that which it took in the United States, under extremely more favorable conditions, to accomplish this end?

It would be absurd to say that the industry could be brought into existence with even as low a tariff as that which was necessary in the United States. It would be still more absurd to say that the industry could be fostered at a lower tariff than that which brought the industry into existence in the United States. This being the case, the whole question is an impracticable one. — Extract from a recently published pamphlet discussing the tin plate situation in Canada.

During the dull times is when a dealer has the most cause to push business.

Collection of bad debts continues to be a topic much discussed in the trade journals. The wise merchant has a very small supply of such things to trouble him.

## BUSINESS MEN'S MEETINGS

Readers are requested to send in short reports of all gatherings of business men for insertion in this department or arrange that the secretaries do so.

### Toronto.

There was a record attendance at the annual meeting of the board of trade, which took place in the rotunda of the Board of Trade Building, on Friday, 9th inst., and keen interest was evinced, not only in the elections, but in the proceedings throughout. All the signs indicated that the association has taken on a new lease of life, and that the ensuing year will be one of activity and of good work accomplished.

The election of the president, vice-presidents, and treasurer, by acclamation, naturally detracted somewhat from the interest of the campaign, but, nevertheless, the struggle for the remaining offices was quite spirited.

The general meeting was called at 3.30, and the retiring president's comprehensive review of the year's work was followed with close attention.

Mr. Peleg Howland, the president-elect, was introduced to the meeting, and was given a warm reception. In the course of his remarks he declared that, with the executive chosen to assist him, he could not see how it was possible for the board of trade not to make progress during the coming year. The board had in the past been subjected to criticism from within and without, some of it, perhaps, deserved. It had, however, a record of usefulness that the city and country might well feel proud of. With the co-operation of the general members, that career of usefulness would go on.

### The Officers Elect.

The officers for the ensuing year are as follows: President, Peleg Howland; first vice-president, R. C. Steele; second vice-president, R. J. Christie; treasurer, J. W. Woods; secretary, F. G. Morley; council of the board, James D. Allan, Hugh N. Baird, C. W. Band, W. F. Cockshutt, M.P., John F. Ellis, W. J. Gage, S. Wellington Hay, J. D. Ivey, Thomas Kinnear, Joseph Oliver, A. T. Reid, A. F. Rodger, James Ryrie, J. P. Watson, C. W. I. Woodland; board of arbitration, A. Cavanagh, W. L. Edmonds, John Firstbrook, Thos. Flynn, J. N. Hay, F. C. Jarvis, W. D. Matthews, Marshall MacGregor, J. C. McKeggie, D. Plewes, W. M. Stark, D. O. Wood; representatives on Industrial Exhibition, S. E. Briggs, Marshall H. Brown, George H. Gooderham, A. Burdette Lee, Noel Marshall; harbor commissioners, J. H. G. Hagarty and J. T. Mathews.

### Retiring President's Address.

In his address, the retiring president, Mr. J. D. Allan, referred to the progress and continued growth of the city, reflected in the assessment commissioner's report, which showed the total amount of assessment for the year 1906 to be \$169,195,316, an increase over 1905 of \$20,376,245. In this connection he pointed out that as 1906 was the first year in which the business tax took the place of the personal tax, it was gratifying to note the relation of the

two systems of assessment, as bearing out the contention of the board of trade that, while doing away with an inequitable and inquisitorial system in the replacing of the personal tax by the business tax no impairment of revenue would occur.

The customs duties collected at this port for 1905 were \$9,524,610, which is evidence in a marked degree of the increasing growth of our city's trade and her ever-growing importance as a distributing centre. This is further emphasized by the returns of the clearing house, which for the year reached the sum of \$1,047,490,701, an increase of 25 per cent. over 1904, and about one-third of the total business transacted in the clearing houses of the eleven cities of Canada in which they are established.

### British Columbia.

Cranbrook, Jan. 31.—The eighth annual convention of the associated boards of Eastern British Columbia convened here to-day. Twenty-three delegates were present, representing nine boards from Greenwood to Fernie. G. O. Buchanan was elected president for a fifth term, and A. B. MacKenzie, Rossland, secretary. The convention at the afternoon session discussed the Dominion Fruit Marks Acts, which will prevent the importation of diseased fruits from Washington and elsewhere and the exportation of bad fruit. A resolution of approval was passed unanimously. Members propose introducing a resolution in connection with a bill before the British Columbia Legislature by Hon. R. F. Green preventing the export of unmanufactured timber from the province. East Kootenay men declare that millions of ties and mining props go into the prairies yearly, and the passage of the law would close down hundreds of lumber camps and cause much distress.

Additional resolutions were passed asking for a duty of 30 per cent. on spelter and zinc sheets, preservation of forests from fire, geological surveys of mineral camps of West Kootenay, the immediate construction of a C.P.R. branch between Gerard and Arrowhead, the appointment of additional fruit inspectors, claims to be re-established at noon and not at midnight, survey of lands for attracting immigrants, setting aside one-eighth of all public lands for public and technical schools. The School Act met with censure; a resolution as to the Great Northern excessive freight rates on the Kaslo and Slocan Railway was withdrawn, the matter being referable to the lieutenant-governor, who has absolute power to fix any rate he thinks fit, the railway being wholly provincial.

### Pacific Coast Freight Rates.

A special meeting of the Vancouver Board of Trade was convened to deal with C.P.R. freight rates affecting coast cities. It was decided to discontinue individual action by the merchants until the Railway Commission could reply to their resolutions on the matter, which are now under consideration by that body. The Vancouver merchants claim to be unjustly discriminated against in the freight rates given them by the C.P.R. as compared with Winnipeg and other western cities.



## CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

## Burman's Clippers.

One of the most effective catalogues to reach our office for some time is that of Burman & Sons, Limited, Birmingham, England, manufacturers of clippers and shearers of all kinds. The catalogue contains 28 pages,  $7\frac{1}{2} \times 9\frac{1}{2}$  inches in size, and is printed in two colors throughout. It is illustrated by first-class cuts of the various styles of clippers, etc., and several views of the company's works. The cover is particularly handsome, an oval opening in the centre giving a glimpse of Burman's power clipper in operation. All interested parties may secure copies of this catalogue by addressing B. & S. H. Thompson & Co., Limited, Montreal, who hold the Canadian agency for Burman & Sons.

## Steel Sleds.

A line which should prove very popular in this country is that manufactured by the Angle Steel Sled Co., of Kalamazoo, Mich., for whom Alex. Gibb, Montreal, recently accepted the Canadian agency. The catalogue issued by this firm is replete with information tending to show the superiority of their lines. A good point is made of the careful manner in which these sleds are decorated, it being stated that all this work is done by hand, by first-class artists, and no prints or transfers are used. This idea is emphasized by the splendid lithographs with which the whole catalogue is illustrated. The sleds are reproduced in their actual colors. There are 24 pages and cover, the size being  $7\frac{1}{2} \times 8\frac{1}{2}$  inches. This catalogue will be sent to dealers who mention Hardware and Metal in writing for it to Alex. Gibb, 13 St. John street, Montreal.

## Jones Registers and Ventilators.

The United States Register Company, Limited, Battle Creek, Mich., have issued a very attractive little booklet, illustrated in a humorous and very pointed manner. It tells some interesting things about catalogue house competition, announces that it does not take that class of trade and then very forcibly points out the strong points of the Jones side wall registers and ventilators. Ask the company for a copy, and mention Hardware and Metal.

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT.

## The Customer Knows

*Sherwin-Williams Paints* are known to consumers wherever good paints are used. There is always a strong and steady demand for them because of their high quality in material and workmanship. They represent the best in paint manufacture and they are so recognized.

For these reasons *Sherwin-Williams Products* draw trade and keep it. They are quick and ready movers from the shelves and the most profitable and satisfactory line for the dealer.

If you are interested in the best in the field—the best *made* paints, the best *advertised* paint, the best *known* paint—write our nearest office for detailed information.



**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 633 Centre Street, Montreal.  
Warehouses: 86 York Street, Toronto;  
1552 147 Bannatyne St., E., Winnipeg

## Price Maintaining.

"Price Maintaining" is the title of a neat booklet from the sales and advertising department of the Dover Manufacturing Co., of Canal Dover, Ohio. The object of this little work is educational, rather than to advertise the asbestos sad irons which this company makes a specialty of, and the perusal of its pages would be time profitably spent. It is divided under two heads: Part I. "The justice of established prices," and Part II, "The legality of established prices." The argument is interesting and logical, concluding with two or three extracts from court decisions. Any dealer would do well to write for this booklet, which may be had by mentioning Hardware and Metal.

## Shelby's Floor Hinge.

Floor hinges are the specialty of a neat catalogue issued by the Shelby Spring Hinge Co., of Shelby, Ohio. The feature of this hinge is that it does away with cutting the floor, the larger part of the hinge being let into the door

instead. Many other hardware specialties are shown in this catalogue, which will be mailed to any subscriber of this paper.

## Bowser Oil Tanks.

S. F. Bowser & Co., 530 Front street west, Toronto, are asking the trade who handle oils of any kind to send for catalogue "V," illustrating their self-measuring oil tanks. Mention this paper and state what kinds of oil are handled.

## Refrigerators.

The Sanderson-Harold Co., of Paris, have issued a new forty-three page catalogue and price list of refrigerators and screen doors. Fifteen different styles of refrigerators are shown, and several plain and fancy screen doors. This company has been in business only three years, but their goods are well known, which is evidenced by the prosperity that has attended them. Any dealer who handles this class of goods, or is interested in them may have a catalogue sent him by mentioning Hardware and Metal.



## NOVELTIES FOR THE HARDWAREMAN

### STEEL RACK FOR DISPLAYING GOODS.

A new all steel rack made by F. E. Wells & Son Company, Greenfield, Mass., is illustrated herewith. Being of all steel it is absolutely fire proof and so is very desirable for use in a stock-room. It can be set in front of windows without shutting out the light, and is always clean, there being no place for lodgment of dirt. The labor on it is all press work, so that the rack can be furnished for about the same price as a wooden rack, which is always a source of anxiety on account of fire. Racks are made to any special size and when necessary for holding small work the shelves are covered with sheet iron. The separate pieces are punched for locking together, so that when the rack is shipped it is knocked down and all



Steel Rack.

pieces marked how to go together. Excepting for a few bolts to join the main frame, a man's two hands, with perhaps a hammer now and then, are all the tools necessary to assemble it. Mention this paper when writing for a catalogue. Decatur, Bull & Co., Montreal, act as Canadian representatives for the pipe tools, etc., manufactured by this company.

### NEW HAND SAW.

E. C. Atkins & Co., Indianapolis, Ind., are introducing to the trade this season their No. 400 hand saw, which they claim to be the finest hand saw ever produced. It is an unusually high-grade saw, which will be appreciated by mechanics who wish to secure an extra fine tool. The saw is more fully described in their new catalogue, which can be secured on request by mentioning this paper.

Now is the time to prepare for a

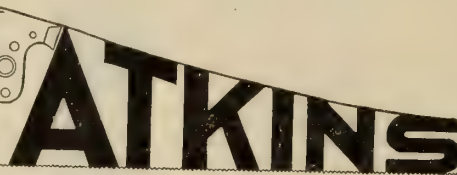
good Spring business in garden seeds. Many hardware dealers find it an excellent side line.

### McCLISH POTATO DIGGER.

We are showing herewith an illustration of the McClish Potato Digger,

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page 89  
W. S. C.



Atkins' New No. 400 Hand Saw.

which was invented by T. McClish, formerly a hardware merchant of St. Foye, Que., and is now manufactured by T. Bedard, hardware merchant and foundryman, of L'Assomption, Que.

By means of this implement, with a team of two or three horses (according to the quality of the soil) from four hundred to eight hundred bushels of potatoes can be dug in a day. The earth is riddled through the grate, and the potatoes drop immediately behind in a narrow row, without being damaged or covered with earth.

The drill can be lowered or raised by levers, according to the depth of the potatoes, and every arrangement is made to facilitate the operation.

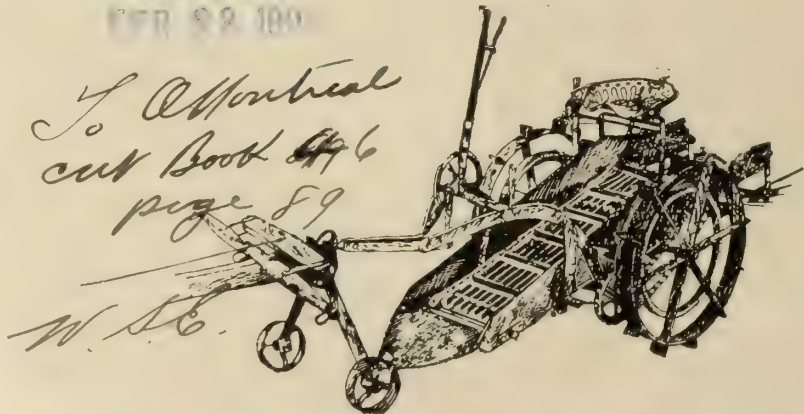
Many hardware dealers in the rural districts are handling this machine, and making good sales.

### CALENDAR ADVERTISING.

The immense sums expended in the production of calendars might be put to

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The McClish Potato Digger.

more effective use in other lines and methods of advertising. If one firm, or 100 in different branches of business, held an exclusive monopoly of the calendar idea, its employment would

doubtless be justified by results. As matters stand, the annual crop of calendars exceeds the demand many times over, and not one in ten is preserved beyond a few days or weeks. The most of us like to see pretty pictures and certainly dislike destroying them; but there is a limit to the available wall space—and good taste frowns upon a too lavish use of calendars for decorative purposes. The calendars that go to the waste basket have failed in their mission of winning publicity for the wares they were intended to advertise.

The distribution of calendars for advertising purposes began thirty years ago in a small way. Previous to that time almanacs had been distributed by

the great patent medicine firms. The almanac fashion was started in America by Benjamin Franklin, whose "Poor Richard's Almanac" was not, however, given away, but sold. Some ingenious medicine man got the idea from "Poor Richard" of the great advertisement a free almanac would be to him; he put the idea into execution; others followed him and then, by degrees, everybody came to giving away calendars instead of almanacs. Thus the father of the present huge calendar business was, in a sense, Benjamin Franklin, with his "Poor Richard's Almanac." Some 40,000,000, altogether, are manufactured and distributed, as advertisements, in America every year. There are a half dozen firms that all the year through make nothing but calendars. Then there are countless printing, lithographing and engraving firms that carry on calendar-making as a side line. Over \$10,000,000 worth of calendars are given away annually, and these range in cost from \$10 a

thousand to \$500 a thousand. Life insurance companies have been the most lavish distributors, and there is one such company that gives out every year 4,000,000 calendars.



## STOVES AND TINWARE

### ENCOURAGING STOVE SALES.

Many stove dealers are exceptionally prosperous and some of their methods will be of use to others who have not had the same prosperity, says a writer in the Metal Worker. Almost without exception, wherever a good business is being done the dealer is active, aggressive and pushing the sale of stoves in all quarters. He keeps his stock in good shape, having all the stoves well blackened, and frequently changes the location of one stove with another so that a person in the habit of often coming in to the store notices the change. The same is true of his window display. One week he will show a range connected up to the boiler, perhaps one of the largest in stock, and the next week, by way of comparison, will show his smallest range or wood stove. In like manner he contrasts the different varieties of heating stoves, from the large parlor heater, intended to heat two rooms, to the small air tight for chambers.

Many dealers keep on a small table in front of the store a supply of the literature sent out by the stove manufacturers, so that customers may help themselves. Others pursue a different policy, some wrapping up different circulars with the goods they send out, still others distributing them through the town or country roads by boys or sending them through the mails. Whenever I hear a dealer complain of the evils of the catalogue house competition I ask him what he does with his literature sent out by the stove concern, and almost invariably I find that this literature, which costs the stove manufacturer many good dollars, is carelessly thrown away or left on some shelf to be forgotten. The retailers are not altogether to blame, as the stove manufacturer has not pointed out the way, and I think manufacturers would increase their profits as well as their sales by giving their different customers pointers and outlines as to how competition from outside sources should be met. Another fault I have found with the retail stove dealer, and to which I attribute a large share of his failure to succeed, is the lack of attention to details.

When a complaining woman comes in telling about the last batch of biscuits that failed to bake, instead of taking the question up with her reasonably and trying to find the real difficulty, he in a way scoffs at her, telling her that there are anywhere from 200 to 500 stoves of that make in the vicinity and that there is no reason why hers should not work. This is not the right way to go about it, for in the first place it is not true, and in the second place he is antagonizing his customer. If the difficulty cannot be ascertained by a personal talk with the user of the stove either the stove dealer or a competent man should, at his earliest convenience, go and investigate the surrounding conditions in which the stove works, see that the chimney is thoroughly cleaned out, that the flues underneath the oven are clean, inquire if much wood has been burned

and see if the grates are in a proper condition or whether some bolt has fallen off a damper, making it inoperative.

A man acquainted with his business will be able to fix most stoves in a short time, but there are cases, however, when the stove appears to be more or less cranky; it is then that the real test of his ability is made, and it is not much to his credit if he cannot discover the cause and explain it so that his customer understands it. It is better for the dealer to find the trouble and make correction at once if the fault is his than let his competitor get the business because he refuses to make good. I do not believe that dealers as a rule make the most of their opportunity to sell goods. They should be more enterprising and active in learning the condition of the parlor stoves and cooking stoves in the homes in their vicinity and show how a trade or a purchase will increase the family comfort. They will find it profitable to help the "maker of the home" bring the "lord of creation" to terms when he is reluctant to spend money in the house, but inclined to spend it outside. A list kept of the stoves sold to people in various parts of the country will be of use in this way, as in a few years you can find whether repairs are needed or a new stove is needed.

The repair business, in spite of its large profits, also has its drawbacks, for many dealers fail to realize the large amount of money they lose by paying a high price for castings, keeping them several years waiting for the parties to call for them and then throwing them on the scrap iron heap to be sold at \$8 to \$10 a ton. If castings are tagged with the name and address of the party ordering them, they can easily be traced and if not wanted can probably be sent back to the manufacturer at not as great a loss as if they were thrown out. Some dealers adopt the commendable practice of requiring a deposit on all castings ordered, but this is a question for the individual dealer to decide upon.

### REPORT DENIED.

A newspaper report says that "the Kemp Manufacturing Company, Toronto, have purchased an extensive site in the heart of the city of Montreal and will build a large warehouse. For a long time the Kemp Company have occupied rented premises on McGill street, but the rapid growth of their Montreal business has necessitated the change." The report is denied, however, by Mr. A. E. Kemp, M.P., who says that no such action is to be taken at present, the present unsettled condition of the trade, due to the proposed duty on tin plate, not tending to encourage industrial expansion at this time.

### INCREASED DUTY ON STOVES.

Mr. W. C. Gurney, of the Gurney Foundry Company, Toronto, before the Tariff Commission at Ottawa a week ago, urged that the dumping clause be

retained as it now is, but that the duty on stoves, especially gas stoves and heating apparatus of all kinds, be advanced 10 per cent. This would enable them to fight the combination which existed on the other side, and is offering disastrous competition to Canadian manufacturers. He opposed increases in the duty on pig iron and sheet steel, which were their raw materials.

### STOVE SUGGESTIONS.

Try and beat your last year's record for stove and furnace sales during 1906.

Spring isn't here yet. Lots of time to sell a few heaters and ranges yet.

Two of the most effective helpers in stove sales are stove polish and elbow grease.

Many dealers make good profits out of taking second-hand stoves in exchange for new goods. Try it.

Write manufacturers for small cuts to use in illustrating your advertising. Get ready for Spring trade now.

When a farmer enters and exclaims that he wants a cheap range and when his wife agrees with Mr. Farmer's statements, it might perhaps be apropos for the dealer to explain to the farmer that there is as much difference between a cheap range and a good range as between a hand and horse cultivator. If good improved tools are necessary for the farmer they are likewise necessary for the farmer's wife.

### STOVE ITEMS.

The Ottawa Furnace & Foundry Company have closed down, but will likely be running again before very long.

Thos. Griffin, stove manufacturer, Guelph, is contemplating erecting a large addition to his stove foundry.

The James Smart Manufacturing Co., Brockville, have been awarded the contract for placing the Kelsev heating system in the new municipal buildings at Barrie, Ontario.

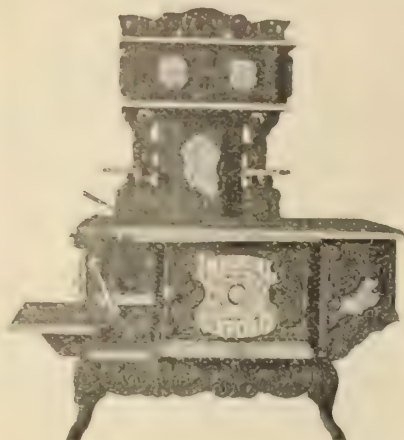
The D. Moore Company, Hamilton, on behalf of that firm and other creditors of Joseph Merrifield, hardware dealer, Cannington, who failed, have begun an action against Mr. Merrifield to set aside alleged preferences given by the defendant to the Kennedy Hardware Co., Toronto, and the Standard Bank, by which they benefited to the extent of \$1,800 in securities, as against the other creditors.

United States Consul-General Roosevelt, of Brussels, Belgium, has submitted a lengthy report covering the manufacture of stove polish in that city. It is announced that this commodity is sold in all the large cities of Belgium, especially in stores dealing in kitchen utensils. It is made in three forms, powder, paste and brick. The paste is the most popular. France and England send great quantities to Belgium, in which country there is only one large manufacturer. Ten million pounds of black lead were imported from Ceylon, Italy and Bohemia during the year 1905. There is no tariff duty on the importation of stove polish in packages and bricks, but a fifteen per cent. ad valorem, which will be reduced to thirteen per cent. after March 1, 1906, is levied on a paste form.



## Get the Trade That Pays the Price

### Here's the Range That Will Get it



Once the right kind of buyer is in your salesroom, the same effort that sells a cheap, dubious range will sell the best range the money can buy,—or that any money can buy.

Big difference in your profit, isn't there? And yet the difference to the customer isn't so big,—the same woman doesn't buy a range every month. When she does buy one, a matter of a few dollars won't stop her, if you know your business.

But—

You have got to have the range to sell,—if you expect to land the trade worth landing.

*You can land that trade with the*

## IMPERIAL OXFORD RANGE

That is the quality range of Canada,—nothing to match it, either in looks, in design, or in downright, straightout merit. Though it is a range built as high-class as we know how to build, yet it sells at a price that any trade can pay.

*Why haven't you got an Imperial Oxford on your floor right now?*

*Why don't you write to-day and ask for our new season offer to live dealers?*

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

## The Gurney Foundry Company, Limited

TORONTO

WINNIPEG

VANCOUVER

88

The Gurney-Massey Co., Limited, Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.



## "Samson" Railroad or Delivery Can

WITH SEAMLESS OR BELL  
COVER MADE UP

Made in 6, 8, 10 or 12 gallon  
sizes.

Is always supplied with "Samson" seamless bottom, seamless cover, seamless neck and breast and "D" side handles.



## "Samson" Railroad or Delivery Can Trimmings

A set consists of cover, seamless neck and breast, pair of "D" side handles and "Samson" seamless bottom.

Any size can be made by making bottom deeper.

These trimmings make the best can on the Canadian market.

PROMPT SHIPMENT

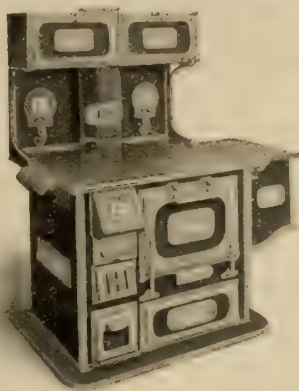
## The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."



## A MISTAKEN IDEA



Most, if not all, dealers who have never handled a "malleable range" have the idea that it is higher priced than the majority of their customers are willing to pay for a cook stove. They point out that it is by resorting to questionable methods that the range peddler is enabled to make the phenomenal sales he does. This idea pervaded the minds of the

dealers in the States and the Canadian Northwest until they tried selling a Malleable Range; when they discovered that in nine cases out of ten it was easier to sell a Malleable Steel Range, at what seemed a high price, than any other kind of a cook stove or range at half as much. Their experience is being duplicated by the dealers in Ontario who are now selling "The Joy Malleable and Steel Range." Try a sample range and the results will more than please you.

### Joy Mfg. Co.

32 William Ave.

...Toronto

## The METALLIC ASH-SIFTER

is a triumph of skill. It is lighter and more durable than the wooden sifter, can be worked with half the labor, and to much better advantage. One

### METALLIC ASH-SIFTER

will outlast five wooden sifters.

We also make a PATENT WIRE BALE and a METAL COVER, both suitable for use with the METALLIC ASH-SIFTER.

—Illustrated Circular and Prices sent on Request.—

**C. M. CUTTS & CO.**

Sole Makers, - - - TORONTO JUNCTION, ONT.

## Hardware Dealers !

**PLIERS, PINCERS, SNIPS,  
FOLDING RULES, Etc.**

SEND FOR CATALOGUE.

McLEAN & SOPHUS, 301 St. James Street, MONTREAL

Wholesale Importers



### Do You Know That

We  
guarantee  
every

### EMPIRE QUEEN RANGE

that we send out.  
We wouldn't guar-  
antee them if we  
didn't know they  
would measure up  
to our claims.  
would we?

Well, our claims are just these: There is no other range on the market better suited for the home than

### THE EMPIRE QUEEN RANGE

There is no other range that will give surer "oven" results; no other easier to keep clean; and (this claim is particularly for you, Mr. Dealer) there is no other that sells easier.

WE HAVE A BOOKLET

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man.,  
Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St.,  
Montreal, Que., Agents for the Province of Quebec.

RETURNED  
JUN 8 1906  
BONE  
CUTTERS

ALL SIZES

Hand Machines

Power Machines

Interchangeable  
Machines

There is a big  
demand during the  
winter months for  
these goods.

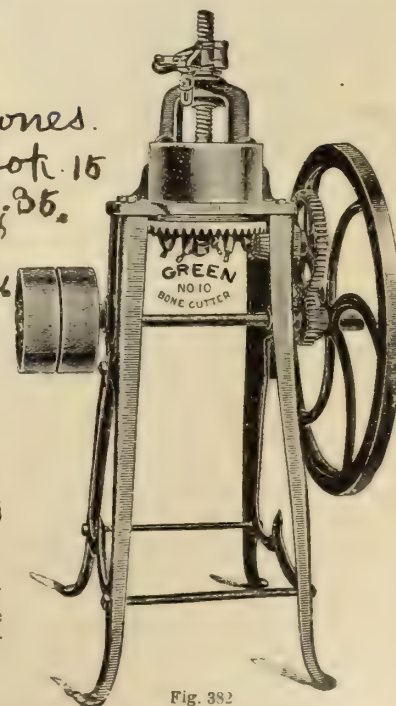


Fig. 392

Send at once for catalogue and prices.

MANUFACTURED BY

**The London Foundry Co.**

London, Ont.

Limited



# HARDWARE AND METAL

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JOHN BAYNE MACLEAN

The MacLean Publishing Co.  
Limited

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## NEW ADVERTISEMENTS.

Holzman Bros., New York.  
Galt Art Metal Co., Galt.  
Metal Shingle & Siding Co., Preston.  
J. Forman, Montreal.  
R. C. Jamieson & Co., Montreal.  
Banwell Hoxie Wire Fence Co., Hamilton.

## BUSINESS DEBT TO EDUCATION.

How many Ontario business men have not calculated their debt to the Ontario Agricultural College and Experimental Farm ?

The measure of it is the benefit the college and farm have been to the farmer. Take one example. Mandscheuri barley was introduced from Russia by the college in 1889. Fifteen years have shown the yield to be 9.3 bush. per acre over that of the common six-rowed variety. The average annual acreage under barley since 1882 has been 633,290 acres. During the ten years since 1895 the average yield, due to Mandscheuri, has been 4½ bushels an acre greater than during the ten years prior to 1895. At fifty cents a bushel, the increased return to the farmers of Ontario has been, and is, \$1,425,000 each year.

That is but one instance of what has been done in the department of field agriculture. Similar work is being done with wheat, oats, peas, rye, grasses, and roots.

Animal husbandry is another department. There the domestic animals, instead of cereals, roots and grasses, are the subject of study and experiment, and the importance of it is plain in the light of the fact that eighty per cent. of all crops grown in Ontario is fed to live stock.

The great work of the college in improving the quality of Ontario dairy products has been of inestimable value to the province, but there is in the dairy department another line of activity not so much heard of—increasing the productiveness of the cow. The average Ontario cow gives less than 3,000 pounds of milk a year. The college by careful selection and proper feeding has built up a grade herd of which in 1904 sixteen cows gave more than 6,000 pounds each.

The culture of fruit, flowers and vegetables is studied in the department of horticulture. How to increase the productiveness of the soil is the study of the department of bacteriology. The poultry department has shown the agriculturist how to treble the value of his poultry products. Soil cultivation and drainage, all with a view to increased productiveness, is the care of the department of physics.

The department of chemistry investigates the suitability of Ontario's soil and climate for the production of untried wealth producers. It demonstrated that sugar beets could be grown here profitably, and the output of beet sugar in Western Ontario last year was over 22,000,000 pounds.

Last year this department demonstrated that fourth-grade Northwest wheat flour made bread just as good, just as palatable, just as nutritious, as first-grade wheat flour, and just as much of it, though a little darker in color.

Preventive agriculture might be said to be the business of the departments of botany and entomology. The former studies weeds and fungus growth, and how to prevent them; the latter deals with destructive insects and how to combat them, giving instruction not only at the college but by a bulletin system to agriculturists all over the province. Millions of dollars are lost to the farmers yearly by insect depredation, and this work of prevention is proportionately important.

The ultimate result of each of these varied educational activities is to increase the purchasing power of the Ontario farmer. To the business interests of the province and Dominion that means increased life and growth, for great as has been the development of manufacture and arts in Canada, the backbone and nerve centre of our industrial prosperity is, and must continue to be, agriculture.

Every business man should be an active supporter of the college at Guelph. Every commercial traveler should be its advance agent, should familiarize himself with its work and achievements, and be able and anxious to talk it up

among his customers who, though a stage nearer the farm, may not have realized the worth and importance of the college work.

Sir Wm. Macdonald has splendidly realized the business man's responsibility in regard to education. At the Guelph Macdonald Institute 360 girls were in attendance last year in the domestic science department. In a province where 90 per cent. of the women do their own work the importance of this education will not easily be overestimated. The other studies in the institute are manual training and nature study, both of great practical and educational advantage.

## BOARD OF TRADE REVIVAL.

Unprecedented interest by the members characterized the annual elections last Friday of the Toronto Board of Trade. It bespeaks a reawakening of the captains of business to a realization of the value and importance of the board. Boards of trade should exert a marked influence upon the industrial and social activities not alone locally but throughout the Dominion. This revival in the Toronto board should stimulate members of boards of trade everywhere to greater activity and usefulness.

Some idea of the Toronto board's scope may be gathered from the address of the retiring president, Mr. J. D. Allan. He enumerated as among the matters dealt with during the year, special railway rates for a traders' week, trading stamps and their abolition, taxing commercial travelers, Government redemption of worn and mutilated silver, Toronto's grant of \$200,000 for the new general hospital, trade with France, preferential trade with Britain, technical education.

Boards of trade everywhere might very greatly assist in improving municipal conditions and solving difficult municipal problems by applying to them the united business acumen of the community. Especially in the larger towns and cities men of business are loth to enter heartily into the management of the community's affairs. The result is that these affairs are left to men of very inferior capacity and inevitably things go badly. A revival among boards of trade would be a very encouraging development.

If Mr. Allan's interest in technical education could become general among board of trade leaders, industrial interests and the industrial classes, and through them every business interest throughout Canada, would benefit greatly.

Throw your best thought into your work; get interested in it; 'tis then employment brings enjoyment.



## WESTERN HARDWAREMEN IN CONVENTION

In point of attendance and enthusiasm, the semi-annual meeting of the Western Retail Hardware and Stove Dealers' Association held in Winnipeg on Tuesday, Feb. 13, was a pronounced success. Hardwaremen, not only from Manitoba, where the main strength of the association still lies, but from the two new provinces as well, were in attendance, and enthusiastic promises of support were received from all parts of the west from dealers who were unable to attend the convention.

### The Register.

The following merchants signed the register at the morning meeting: E. C. Woodruff, Sperling; Oliver Priestholdt, Hanley; A. E. Jones, Milestone, Sask.; R. J. McConnell, Carman; J. A. Thomson, Elm Creek; F. G. Leggett, Rosebank; G. L. Foerster, Neepawa; L. A.

Sask.; R. W. Bird, Roland; C. E. Baker, Gilbert Plains; H. S. Price, Boissevain; J. McNamee, Crystal City; D. A. McIntyre, Mather; D. S. McElroy, Souris; L. H. Phillips, Cartwright; E. H. Glinz, Oak River; A. H. Bailey, the Commercial; J. E. Riddell, Frobisher, Sask.; E. H. Johnson, Brandon; C. A. Baskerville, Winnipeg; D. Phillips, Dominion City; A. Becker, Langenburg; Jas. Rae, Medicine Hat; G. R. Taylor, Crystal City; A. R. Auger, Okotoks, Alta.; J. Armstrong, Oxbow, Sask.; E. Crossley, Oxbow, Sask.; W. A. Templeton, Winnipeg; W. B. Shaanon, Carberry; C. S. Robinson, Winnipeg Paint & Glass Co.; H. Weidenhammer, Grand View; D. Macdonald, Shoal Lake; W. H. Lightley, Winnipeg; S. Drew, Winnipeg; J. A. Decosse, Somerset; J. Steiman, Winnipeg.

### President Lindsay.

President Lindsay called the meeting to order about 10 o'clock, and in opening the convention, expressed regret because this was the last occasion on which he could speak to his fellow retail hardwaremen in his official capacity. He was no longer a hardware retailer, and hence he must press his resignation of the office of president, but he would always retain pleasant memories of his associations in this organization.

The meeting was addressed at great length by E. M. Trowern, secretary of the Dominion Retail Merchants' Association, and after discussion it was finally decided that the Western Hardware Association would become a section of the Dominion organization. It was also decided to elect a joint board to supervise matters of common interest between hardwaremen and general merchants.

The new officers of the Hardware Association are as follows:

President—A. J. Falconer, Deloraine.  
First vice-president—J. B. Curran, Brandon.

Second vice-president—Wm. Gordon, Winnipeg.

Secretary—J. E. McRobie.

Executive—Messrs. A. E. Clements, Olds; C. F. Comer, Calgary, and A. R. Auger, Okotoks, Alberta; J. W. Smith, Regina; and S. A. Clark, Saskatoon, Sask.; H. S. Price, Boissevain; D. McDonald, Shoal Lake, and Mr. Gilmer, Winnipeg, Manitoba.

The officers of the western board, which includes also the general merchants, are now as follows:

President—W. G. McLaren, Souris.  
First vice-president—G. K. Smith, Moosejaw.

Second vice-president—H. C. Hamelin, Winnipeg.

Secretary—W. A. Coulson.

Treasurer—J. E. McRobie.

A mass meeting of the western board, including general merchants and hardwaremen, was held on Wednesday night and addressed by wholesale men.

Retiring President J. A. Lindsay was elected an honorary member of the association for life, and Secretary McRobie re-engaged at increased salary.

A resolution was passed asking the manufacturers to place several staple

lines of hardware on the contract basis as regards price, the manufacturer to set the retail price and sell under contract that the goods will be retailed at that price.

### Report of Secretary-Treasurer.

To the Officers and Members of the Western Retail Hardware and Stove Dealers' Association:

Gentlemen,—I beg to submit to you a report of the work done by me since my appointment last April. You are no doubt aware of the difficulties attached to such work as has fallen to me to do—it has been of the hardest kind. This was to be expected, owing to the very keen competition which has developed throughout the country, competition so keen that I am sure there is not one of you but will bear me out when I state that you would one and all do anything to overcome it.

The only way to overcome this is by the district meeting. At these meetings dealers in the same district meet, get a better knowledge of each other and exchange views, with the result



A. J. Falconer, Deloraine,  
Elected President Western Retail Hardware Association.

Neads, Wawanesa; T. A. Molloy, Winnipeg; H. A. Sutherland, Deloraine; E. A. Coleman, Darlingford; A. Gall, Manitou; J. J. Barr, Oak River; W. Gordon, Winnipeg; E. Walton, Carman; C. A. McDonald, Mostlach, Sask.; O. B. Manville, Prince Albert; L. Amory, Mariapolis; H. F. Johnston, Ninga; Jas. McNaughton, Killarney; F. R. Munro, Hardware and Metal, Winnipeg; J. J. Hills, Cartwright; J. Martin, Roundthwaite; A. E. Clemens, Olds, Alta.; H. F. Constuline, Innisfail, Alta.; W. W. Rutan, Melfort; Hugh McGillivray, Pense, Sask.; E. H. Devlin, Kinistino, Sask.; Geo. Thompson, Elkhorn, Sask.; J. Burton, Langenburg; Wm. Chalmers, Deloraine; Fredd Babb, Portage la Prairie; S. A. Clark, Saskatoon; J. B. Curran, Brandon; Geo. Houston, Cypress River; H. C. Wylie, Oxbow; G. R. McLean, Waskada; F. G. Elliott, Gainsboro; S. A. Porteous, Carlyle,



J. E. McRobie, Winnipeg,  
Re-elected Secretary Western Retail Hardware Association.

that they know each other better and understand each other's personal and business methods.

Up to date I have covered the territory from Winnipeg to Edmonton, with the exception of a few intervening points which it was not convenient to visit, but which I hope to visit shortly.

Your membership list now stands at 294 out of a possible 400, which is, I think, a fair indication that the dealers throughout the provinces are in favor of an association. By a perusal of the membership, gentlemen, you will find that it contains the names of the best dealers in the provinces.

I found it impossible to secure a few good firms, the stumbling block being the general stores. This question is one that should receive your most serious consideration, for it seems to me that at this day, when every town is so well supplied with straight hardware stores, there should be no excuse for the general store carrying your line.

Another serious difficulty met with was that in many instances dealers do



not take the interest they should in the work. As a rule they will not take any part in securing a new dealer, as they think this should be done by the secretary. No doubt it should be done first by the secretary, if he is able to do so, but after he has tried and failed, because of some local petty jealousy, I think that association members should, in their own interest, make an effort to assist the secretary. It has also frequently happened that when I visited a town one or more dealers would be absent. In some such cases I have remained in the town and they have not returned, or I have come back only to miss them again. In such cases as these I think it should be the duty of the nearest dealers who are association members to do what they can to secure these dealers as members.

Gentlemen, it may probably be said that I did not clean up the territory sufficiently as I went along, but the course I pursued was, I thought, the best for the association as a whole. My object was to cover as much ground as possible and get you all interested in the association work, believing that then it would be much easier for me to get you together in your districts at some central point where you could settle all purely local matters. My intention is to do this after this meeting, and I hope that when you receive notice to attend such meetings you will not let any prior engagement stand in the way, but will make it a point to be present, as I assure you a meeting of this kind will be of the greatest benefit to you all.

Now, gentlemen, the question for you to decide is whether the association has been of any material benefit to you so far, and whether you realize that it is a necessity. If so, are you prepared to put forth your best efforts to make it effective? Are you willing to subscribe your share towards the expense of carrying on the work? Are you willing to stand by any legitimate means to stop the cheapening of your business by the manufacturers and jobbers? Are you in favor of the curtailment of the present credit system, and if so will you adopt and stand by arrangements made by the association to curtail that system?

All of which is respectfully submitted.

J. E. McROBIE.

A fuller report of the convention's doings will appear next week, it being impossible to secure a complete report in time for this issue.

### DON'T CARRY OVER.

This is the season of the year when the wide-awake and up-to-date merchant in almost every line is spreading upon his tables his broken lines and stocks of goods which he does not wish to carry over another season. In nine cases out of ten he would rather get back his money actually invested than to leave it tied up in merchandise till another season rolls around. The shopper gets the advantage of this condition, but at the same time it is a wise policy to move all stock which would otherwise have to be carried. The first loss is the best loss.

### FROST & WOOD TO REBUILD.

The main part of the Frost & Wood Company's plant at Smith's Falls was destroyed by fire last Friday morning and the big machine shop with its very costly machinery, the carpenter shop with its entire contents, the paint shop and the plow shop are a mass of ruins. Their large blacksmith shop was badly damaged but not ruined. In a short time it can be repaired and in working order again.

The fire is supposed to have started in the vicinity of the dry kilns, and notwithstanding the fact that two night-watchmen were on duty it got considerable headway before it was discovered. The fire was a hard one to fight on account of the size and arrangement of the buildings, and burned fiercely from 3 a. m. till 7 a. m., when it was gotten under control. The loss, while extremely heavy, was well covered by insurance. The large molding shop together with a pattern building, which adjoined it, were unharmed and this leaves the company in an excellent position to go right on and supply the demand for their machinery. Their big warehouse containing the entire season's output was untouched by the flames, and, while the company is hampered for the time being, they are very far from being "out of business" or incapable of supplying machines to fill their orders.

As soon as possible the company will begin to erect new buildings, bigger and better equipped than ever. They are going at it in the right way and are certainly bound to succeed. In the meantime they intend putting up some temporary quarters and in that way look after the large business they handle throughout Canada. The company was established as a private business in the year 1839 and is, therefore, one of the oldest manufacturing concerns in the Dominion.

### SOME BIG IMAGININGS.

Readers of the daily press have been treated to some very creditable flights of imagination during the past week. The presence in Montreal of some U. S. Steel Corporation officials inspired many rumors of big transactions in the iron and steel trade, so that extravagant assertions and vigorous denials have been quite the rule.

The public were first excited by a report in one of the morning papers that the United States Steel Corporation had secured the controlling interest in the Dominion Wire Company. What gave color to this report was the fact that the death of one of the largest shareholders in the company rendered available a very considerable block of stock. One of the officials of the Dominion Wire Company, when interviewed by Hardware and Metal, stated that he knew nothing about the transaction, and had not even heard the rumor. Later on, however, it developed that a minority interest had been sold, but to Canadians, and the evening papers promptly refuted the statements of their morning rival.

But the most grotesque story of all was captured by an evening paper, which claimed to know positively that a movement was well under way to amalgamate all the big iron, steel and coal interests of Canada, and form a company whose total capital would be in the neighborhood of one hundred million dollars.

This was where the morning papers evened up. T. J. Drummond, vice-president of the Consolidated Lake Superior Company, promptly denied the report, and this was published the following morning.

Mr. Drummond stated that the question of a merger had never been brought before the board of the Lake Superior concern in any shape whatever, and he did not think they would feel disposed to consider any such proposition. The trade of the Lake Superior Corporation is in the west, and they are so well satisfied with the outlook that there is, in Mr. Drummond's opinion, no reason why they should consider the merging of their interests with other companies.

The other large interest concerned in this rumor is the Dominion Iron & Steel Company, whose president and vice-president are absent from Montreal. A prominent director, however, stated that he had heard nothing of the scheme, which he described as impracticable.

It is the opinion of many persons prominent in the iron and steel trade that these rumors are being circulated for the mere purpose of booming stocks, and this is where the matter rests at present.

### A GOOD DEAL IN A NAME.

There is sometimes a good deal in a name. At one time we had an office at room 1241, New York Life Building, Broadway, New York. This office was closed about a year ago, but since then it has been occupied by another firm boasting of the name of the McLean Publishing Co., the only difference between the name of our company and theirs being that they spell their name "McLean," whereas our firm name is spelled "MacLean." Although that company has no connection whatever with ours, some confusion has arisen.

Enquiries that have been made there have not led to the discovery of any person connected therewith who bears the name of McLean, nor have we discovered the character of the publication which they are supposed to issue. Why, therefore, our firm name has been retained we are at a loss to understand.

We trust that this notice will be sufficient to prevent further confusion.

### SOURCE OF INFORMATION.

An important decision respecting newspapers in general, and trade papers in particular, was recently handed down in the British Court of Appeal.

The point as to whether a newspaper can be compelled to divulge its sources of information was raised in a recent libel suit against a trade paper, and the lower courts ordered the defendant to disclose the name of the informant on whose statement the alleged libel was based. The case was taken to a higher court, however, and the order was reversed.

The status of the case at present is that, although not entitled to demand the exact sources of information, except under very special circumstances, the plaintiff still has the right to ask the defendants what information they possessed inducing their belief that their alleged libelous comment was justified.



## HARDWARE TRADE GOSSIP

### Quebec.

A. Arel, contractor, of Beauharnois, visited Montreal on business the other day.

R. H. McMaster, of the Montreal Rolling Mills, spent part of last week in Chicago.

J. A. Paquet, tinsmith and plumber, of St. Tete, was in Montreal a couple of days ago.

Chas. Leblanc, hardware merchant, of Joliette, was in Montreal recently calling on the jobbers.

J. W. Harris, of the J. W. Harris Co., Limited, Montreal, is confined to his home through illness.

Willie Gaucher, dealer in agricultural implements, St. Damase, was in Montreal a few days ago.

H. G. Eadie, manufacturers' agent, Montreal, is moving into another office in the Sun Life annex.

Geo. Beauchemin, of Beauchemin & Co., machinists, Sorel, paid a visit to the Montreal supply houses this week.

W. Gaulin, tinsmith and plumber, St. Cesaire, spent a day this week in Montreal, placing orders with the supply houses.

T. Hampton, of Montreal, left on Tuesday for New York, Philadelphia and other big machinery centres, in the interests of the Edgar Allen Steel Co.

J. H. Roper, Canadian representative of John Shaw & Sons, Limited, Wolverhampton, returned to Montreal from Quebec on Tuesday after a good business trip.

Mr. Beaulieu, secretary of Pontbriand & Frere, saw manufacturers, Sorel, and Mr. Rondeau, superintendent of the same firm, visited Montreal on business recently.

C. A. Kohl, president of B. & S. H. Thompson & Co., Limited, Montreal, left Thursday on a trip to the Mediterranean. He will return via Belgium and England after a six weeks' trip.

Andrew Milroy, 20 Stanley street, Montreal, who deals extensively in hockey sticks, would like to correspond with furniture manufacturers and others making hockey sticks in the rough.

G. Durocher, who formerly represented the Canada Hardware Co., and lately engaged with the Notre Dame Hardware Co., Montreal, has purchased the business of Gideon Prudhomme, Centre street, Point St. Charles.

### Ontario.

R. J. Cluff, Toronto, spent a couple of days in Montreal this week.

G. A. Binns, Newmarket, called on Toronto hardware jobbers this week.

G. H. Milne, hardware merchant, Hamilton, was a buyer in Toronto on Thursday.

The adjourned case against the plumbing supply men is expected to come up for hearing on Tuesday next.

Thomas Johnston, manager of the

lead works for James Robertson & Company, Toronto, is on the sick list.

George Pearsall, hardware merchant, Toronto, is to instal some modern shelving in keeping with his new store front.

James Geary, a Toronto steamfitter employed by Mashinter & Co., died as a result of injuries received while at work last week.

"Tim" Healy, of Rice Lewis & Son, Toronto, underwent an operation this week, and will be absent from work for a couple of weeks.

A. A. McMichael, of the James Robertson Co., Limited, Toronto, visited the Montreal works of that company on Wednesday of this week.

Mr. Sophus, of McLean & Sophus, mechanical engineers and manufacturers' agents, Montreal, is spending a couple of weeks calling on the Toronto trade.

J. R. Hunter, of the Nelson Hardware Co., Nelson, B. C., spent a few days in Toronto this week, and left some good orders with local jobbers.

The Pease Furnace Company's foundry at New Toronto was damaged by fire last Saturday afternoon to the extent of \$500. The fire brigade at the Menzie wall paper factory extinguished the flames.

The Alabastine Company, Paris, has been awarded a bronze medal by the Louisiana Purchase Exposition Company, on account of gypsum and its products, among them "Alabastine," shown at the St. Louis Exhibition.

The Alabastine Company, Paris, Ont., are installing a gas engine in their factory as an auxiliary to their water power, the water power not being sufficient to turn out goods enough to meet the requirements of their increasing business.

The Model Hardware Store, Yonge street, Toronto, has just completed its first year, and has celebrated the event by moving a few doors farther up the street into more commodious quarters. Their new store is well lighted by two large windows, and is otherwise nicely arranged for a retail store.

Geo. J. B. Ramsden, formerly with Caverhill, Learmont & Co., Montreal, and a son of George Ramsden, Port Hope, Eastern Ontario representative of the above firm, is now Ontario sales-agent for the J. H. Still Mfg. Co., St. Thomas. Mr. Ramsden was a caller on Hardware and Metal's Toronto office a few days ago.

The employees of the Dowswell Mfg. Company, Hamilton, gave their shipper, W. H. Fletcher, a very pleasant surprise last Monday evening, when they presented him with a beautiful Morris rocker as a token of their esteem and respect. Mr. Fletcher is leaving to take a position with the Frost Wire Fence Company, and his fellows took this opportunity of testifying their regard.

### Western Canada.

J. A. Comba, of Comba & Dunfield, Winnipeg, is visiting in Eastern Canada.

Alex. Anderson, hardware dealer, of Saltcoats, Sask., was in Winnipeg last week calling on the wholesale trade.

Whyte & Orr, hardware merchants, Daysland, Alta., are constructing an addition to their store of about 30x60 feet.

H. S. Price, Boissevain, was in Winnipeg last week for the bonspiel and visiting the hardware trade. He remained in town for the Hardware Association convention.

John D. Douglass, hardware merchant, of Swan River, attended the funeral of his uncle, the late Capt. W. D. Douglass, in Winnipeg last week.

McLennan, McFeely & Co., Vancouver, have had plans prepared for their new \$10,000 warehouse which is to be erected during the coming Summer.

James Milne, the new general superintendent of the B. C. Electric Railway Co., arrived in Vancouver last week from Toronto and has taken over the duties of his new position.

J. Taylor Webb, western manager of the Thos. Davidson Manufacturing Co., returned to Winnipeg during the week from an extended trip through the west. Mr. Webb has been away for a month.

J. W. Smith, of Smith & Fergusson Hardware Co., was in Winnipeg last week, registered at the Clarendon. Mr. Smith is an enthusiastic curler and the veteran skip spent most of his time on the ice. He, however, found time to look up a number of his friends in the hardware trade.

E. N. Wakely, of Hick & Wakely, Lethbridge, was married last week in Calgary to Miss Titford, of Cobourg, Ont. Mr. Wakely is widely acquainted among the western hardware trade and his friends are extending congratulations in which Hardware and Metal takes pleasure in joining.

James W. Mould, manager of the Standard Plumbing & Heating Co., of Winnipeg, has returned to his desk from an extended trip in the east. During his absence "Jimmy" visited the trade in Chicago, Toronto, Montreal, Boston, New York, Trenton, Philadelphia and other cities. He was given a royal reception by the Toronto trade.

Hugh Jepson, an old-timer in the hardware business in Winnipeg, died suddenly in Vancouver last week. Mr. Jepson was for fifteen years in business with Fred Weir under the firm name of F. W. Weir & Co., Winnipeg, but sold out his business interests last July to J. A. Wilson and removed to the Pacific coast in the hope of bettering his health.

The western branch of the Ontario Wind Engine & Pump Company, including the management, heads of departments, and traveling staff, held their second annual dinner in Winnipeg last week. The affair proved very enjoyable, and also provided opportunity for a friendly conference on the western business of the company. J. M. Reid, manager of the western branch, was in the chair and there were also present C. W. Norcott, J. P. Murphy, R. G. McKay, H. J. Ribble, D. W. Reid, M. J. Williamson, C. E. Chapman, R. H. Reid, and Charles Royston.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

Refined Petroleum is slightly higher

Ingot Tin has declined  $\frac{1}{16}$ c.

Pig Lead is weaker, being quoted at from \$1.35 to \$1.15.

Pig Iron—Carron No. 1 advanced to \$24; Carron (special) advanced to \$23; Carron, No. 3 (soft), advanced to \$22.75.

White Lead has advanced sharply.

Ingot Zinc has fallen off  $\frac{1}{16}$ c.

Copper Wire is quoted at 14 $\frac{1}{2}$ c.

Heavy Red Brass has declined to 12 $\frac{1}{2}$ c.

Mixed Rags are selling at from 80c. to \$1 per 100 lb.

Old Rubbers are quoted at 6 $\frac{1}{2}$  to 6 $\frac{3}{4}$ c.

### TORONTO.

Turpentine—Market is advancing.

White Lead—Prices are up to \$6.30.

Pig Iron—Higher prices are quoted.

Pig Lead—Quotations are 5c. lower.

Zinc Spelter—A decline of  $\frac{1}{16}$ c. is reported.

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,

232 McGill Street,

Montreal, Feb. 16, 1906.

City trade has brightened up considerably during the week and speaking generally, business is gradually approaching the Spring climax. Country travelers are making large bookings for future delivery, but not many dealers are running the risk of shipping at this time of year, in large quantities at any rate.

Montreal jobbers are not experiencing any difficulty in selling lanterns at fairly good prices, although the Ontario trade is reported to be cutting; in fact, the disposition here is towards a recovery to the normal price, as it is considered that the effects of the recent lantern war should have worn off by this time.

Prices are quite without change this week, but everything is very steady.

**Axes**—We give the following prices: Chopping axes, unhandled, \$6.00 to \$9.50 per dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Lanterns**—Dealers here are showing no disposition to cut prices on this line and we quote: Cold blast, \$4.25.

**Rivets and Burrs**—The market remains steady at the recently advanced prices and we are still quoting: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60,

10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—Trade is slack, but prices are steady. Our quotations are as follows: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Screws**—Sales are improving right along. We give the following prices: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Business is rapidly picking up with the advance of the season. We give the following discounts: 3-8 and smaller, 60 to 10; 7-16 and larger, 55 and 5.

**Horsenails**—The turnover is fairly strong, and prices remain as follows: C brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—Business in this line is becoming very brisk. We still quote: \$2.15 per keg, f.o.b. Montreal.

**Cut Nails**—The market is sluggish, with the price remaining at \$2.20 per keg f.o.b. Montreal.

**Horseshoes**—Good sales are being made and prices are steadily maintained as follows: P.B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toe weight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

**Sporting Goods**—In this line fishing tackle and bicycle supplies are being inquired for in an encouraging manner. Prospects for large Spring trade are of the brightest.

**Building Paper**—The same conditions apply this week as for some time past. Prices remain unchanged.

**Cement and Firebrick**—The Montreal trade are holding their prices at the same figures as for a number of weeks past, although it is reported that revisions have been made in the Ontario markets. We still quote as follows: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00

to \$2.05. Firebrick, English and Scotch, \$17.00 to \$21.00; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—We are still authorized to quote as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

**Shot**—The ruling quotation is net list.

**Sleigh Bells**—Sales are practically over for the season. Sorting orders are very few this year, owing to the fact that retailers bought rather heavily and the unfavorable weather has left large quantities on their hands. Our quotations are as follows: Back straps, 30c. to \$2.50; body straps, 70c. to \$3.50; York Eye bells, common, 70c. to \$1.50, pear shape, \$1.15 to \$2.00; shaft gongs, 20c. to \$2.50; Grelots, 35c. to \$2.00; team bells, \$1.80 to \$5.50; saddle gongs, \$1.10 to \$2.60.

**Horse Blankets**—Our prices are: Jute, unlined, \$4.50; 3-4 lined, \$9.50; full lined, \$12; 16-oz. Hessian, unlined, \$6.50; 3-4 lined, \$11.50; full lined, \$14, and up to \$24; Kersey blankets, \$9 to \$21; all wool, \$24, \$30, \$48 and \$60.

## Raw Furs.

	No. 1.	No. 2.	No. 3.	No. 4.
Bear.....Black	\$18 00	\$12 00	\$4 00	\$1 00
".....Yearlings	15 00	8 00	3 00	0 30
Fisher.....Red	7 00	5 00	2 00	0 30
Fox.....Red	6 00	4 00	2 00	1 00
".....Cross	3 00	2 00	1 00	0 20
Lynx.....Dark	5 00	4 00	2 00	0 50
Marten.....Dark	6 00	4 00	2 00	0 50
".....Pale	5 00	2 75	1 25	0 50
Mink.....Dark	6 00	4 00	1 50	0 50
".....Pale	3 25	2 50	1 50	0 50
Muskrat.....Spring	0 20	0 15	0 05	0 03
".....Winter	0 15	0 15	0 05	0 03
".....Ont. & E. Fall	0 15	0 15	0 05	0 03
".....N.W.T. & W.	0 12 to 0 15	0 08	0 03	0 03
Rabbit.....White	0 01	0 00	0 00	0 00
Raccoon.....White	1 25	0 70	0 30	0 10
Skunk.....White	1 60	1 00	0 75	0 40
Weasel.....White	0 50	0 25	0 10	0 04
Wolf.....Timber	4 00	0 00	0 00	0 00
".....Prairie	1 25	0 50	0 30	0 00
Wolverine.....	4 00 to 6 00	2 00 to 3 00	1 00 to 50	50c to 75c

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,

10 Front Street East.

Toronto, Feb. 16, 1906.

Travelers say many retailers are complaining of dull business just now, partially owing to the lack of snow. The general feeling, however, is in favor of a big year's business, and the booked orders bear out this optimistic view.

The balmy weather in January resulted in active business during that month and it was to be expected that a falling off would follow. This week has been better than last and jobbers have no complaints to make. Sorting orders continue to be received in fair quantity and there are a few retailers who have not yet booked their Spring orders.

There are no changes in prices to re-







heavy. Our prices are as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—The market is still jumping up quite rapidly, several advances having been declared of late, on foreign markets. Montreal jobbers, however, are still quoting 16 3-4 to 17c. for Cocks's.

**Tin Plates**—Demand is fairly large. Quotations remain as follows: Cokes, base size, 1C, 14 x 20, \$4.00; charcoal, base size, 1C, 14 x 20, \$4.25.

**Terne Plates**—Our price is \$6.85.

**Ingot Zinc**—Another decline in price has taken place this week and we are now quoting: 7c. to 7 1-4c.

**Sheet Zinc**—Local jobbers have not yet reduced prices, though the new lists are bound to show lower quotations on account of the decline in spelter. The delay is caused by the fact that the base of supply is different. We still quote: 8 1-4c. in casks, 8 1-2c. in less than casks.

**Sheet Lead**—Our prices remain: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—Trade is steady and mills report that they are very busy filling orders. Our price remains \$2.05 f.o.b. Montreal.

**Old Material**—Copper is still weakening in price, though our prices are not much lower than at last reports. So far as lead is concerned, there is a hesitancy on the market, the decline in pig making dealers cautious in stocking up. The market in machinery cast scrap is firmer if anything, but last week's quotations stand. There has been no change in wrought scrap. Mixed rags are scarce, and in good demand. Prices are not so good here, however, as in the west, as the quantity shipped from here to the United States is smaller. The rubber market appears to be weakening, and we revise our prices in the following list: Copper wire, 14 1-2c.; light copper, 13 3-4c.; heavy red brass, 12 3-4c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 80c. to \$1.00 per 100 lbs.; old rubbers, 6 1-2c. to 6 3-4c.

## ONTARIO.

Office of HARDWARE AND METAL.

10 Front Street East,

Toronto Feb. 16, 1906

The metal market this week has not been disturbed by startling changes in prices or conditions. It is rumored that there has been an extension of the American copper combine by absorption of the warring interests, and the trade is standing pat waiting for news of a move.

There has been some adjustment of prices in pig iron and the market continues firm. "Our people predict an advance," remarked a leading figure in the trade to-day, "but I don't see it." His own feeling was that he

would not, if buying for himself, do so heavily now. His reason was that the large consumers, stove and other foundries were well supplied and at least the stove men were pretty heavily stocked with their manufactured goods.

**Pig Iron**—Quotations are as follows:

Middlesboro, f.o.b., Toronto	\$22 00	\$22 50
Hamilton, No. 1, at furnace		20 30
No. 2, " "		20 00
Midland, No. 1, " "		20 50
No. 2, " "		20 00
Radnor, at furnace		30 00
Londonderry, f.o.b. Toronto, No. 1		22 00
No. 2		21 50

**Bar Iron**—Trade continues active and prices unchanged. We quote as follows: \$2.10 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—The market is firm, but quiet. We quote: 40c. per pound.

**Tin Plates**—Jobbers report an active demand. Prices are firm.

**Galvanized Sheets**—Prices unchanged, but prices are firmer.

**Brass**—Trade continues steady.

**Boiler Plates**—The demand is good. Quotations are: Plates per 100 lbs., \$2.20; heads, per 100 lbs., \$2.45.

**Lead**—The market, continuing last week's lead is easier. Quotations are as follows: Pig lead, \$4.75 per 100 lbs., and bar lead, \$5.00 per 100 lbs.

**Zinc Spelter**—Prices show a slight relaxation. We quote as follows: 7 1-4c.

## LAST MINUTE MARKETS.

Montreal, Feb. 16, 1906

Turpentine has made a sharp advance and is now much firmer. The rise aggregates 5 cents.

per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Both sheet and ingot copper are firm and the demand continues good. We quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—We continue to quote 17c.

**Old Material**—Dealers' buying prices are: Heavy copper and wire, 15c. per lb.; light copper, 13 1-2c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10 to \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 7c. per lb.; country mixed rags, 90c. per 100 lbs.

**Coal**—Prices keep very firm, and we still quote: Anthracite in cars at bridges, grate, \$5.25 per gross ton; pea, \$3.50 per gross ton.

Standard Hoeking soft coal, in cars, f.o.b. at mines: Lump, \$1.50; 3-4 inch, \$1.40, run of mine, \$1.30, nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Yonahioheny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.40; 3-4 inch, \$2.50; mine run, \$2.30; slack, \$2.10.

For Manitoba, British Columbia and Maritime Provinces markets see pages following

## LONDON METAL MARKETS.

From Metal Market Report, February 16, 1906.

**Pig Iron**—Cleveland warrants are quoted at 49s. 4 1-2d, and Glasgow standard warrants at 49s., making prices as compared with last week 1s. 2 1-2d lower for Cleveland warrants and 1s. 1 1-2d lower for standard warrants.

**Tin**—Spot tin opened firm at £167 5s., futures at £165 15s., and after sales of 300 tons of spot and 150 tons of futures closed easy at £167 for spot, and £165 for futures, making price as compared with last week £2 2s. higher on spot and £2 10s. higher on futures.

**Copper**—Spot copper opened steady at £78, futures £76, and after sales of 300 tons of spot and 300 tons of futures closed quiet at £78 for spot and £76 for futures, making price as compared with last week £1 higher on both spot and futures.

**Lead**—The market closed at £15 15s. making price as compared with last week 10s. lower.

**Spelter**—The market closed at £25 15s., making price as compared with last week £1 2s. 6d lower.

## UNITED STATES METAL MARKETS

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, February 15, 1906.

January establishes a new record for pig iron production, our statistics showing a total of 2,068,893 gross tons of coke and anthracite iron, as compared with 2,045,718 tons in December, an increase of 23,175 tons. The previous record was 2,053,174 tons, in October, 1905. Production on February 1 was at a still greater rate than in January, the weekly capacity active at the opening of this month being 482,746 tons, against 463,673 tons on January 1, so that pig iron is now being made at a rate above 25,000,000 tons a year, in addition to 30,000 tons a month of charcoal iron. The United States Steel Corporation for the past seven weeks has had 88 out of 89 furnaces in blast and now has 87 active, since the blowing out of one South Chicago furnace. Every furnace affiliated with the Bessemer Pig Iron Association is now going.

The condition of the iron market, in brief, is one of steadiness and strength, without the recurrence of record buying which characterized so many weeks in the second half of 1905. Though new buying is smaller than in such weeks, some mills are still booking more material than they are delivering. Premiums for early delivery are less than they were and in some cases have disappeared.

In respect to tin plates, sheets, wire products and pipe the situation is unusual. At this time of year the plants of the steel corporation in these lines ordinarily accumulate stock against the Spring demand. This year accumulation has been impossible. Of the corporation's sheet mills 160 per cent. were in operation last week and of tin plate mills 90 per cent., steel not being available for all.

Foreign steel markets show increasing strength, and recently, for the first time, prices in finished lines abroad have risen to a parity with those on this side, in some cases being higher.



Structural business; both current and prospective, is far beyond precedent or expectation. In the territory immediately tributary to Pittsburg 100,000 tons of steel will be required for work now being figured on. Plans have come forward fully a month earlier than usual. In New York City the bulk of the 200,000 tons under negotiation is expected to be placed by early Spring.

Railroads continue to place supplementary rail orders, though original contracts were thought to cover this year's needs. Among such buying the past week are 5,300 tons for the Boston & Maine, 12,500 tons for the Pennsylvania Railroad and 5,000 tons for the Chesapeake & Ohio. Trolley lines bought 15,000 tons in the past week. In export rails is mentioned a good sized order for Panama.

An advance of \$1 a ton has been made in hoops. Bar iron continues to approach the level of steel, after selling \$8 to \$10 a ton higher. The pig iron market has been quiet, apart from a burst of activity in the Chicago district, where over 30,000 tons of foundry iron is under negotiation. Southern shipments have been heavy, in view of the advance in freights on March 1. Leading southern sellers maintain recent prices, but \$14 for No. 2 is still heard of and lower grades are easier. The steel corporation has bought 15,000 tons of Bessemer from Valley furnaces for shipment to Chicago.

The approach of the annual labor conferences between lake shippers and the various unions projects the possibilities of a tie up into the ore situation. Apart from the uncertainty in this direction Lake Superior ore shipments promise to open unusually early, as they will need to if the record tonnage talked of is moved in 1906.

## Nova Scotia Trade News.

Halifax, N.S., Feb. 14.

The hardware trade is very dull at present, in fact there is very little business going on now, and it is doubtful if it will show any improvement before the first of the month. Collections are about an average. Prices are firm in all lines, and there have been no recent advances. Blacksmiths' supplies are in fair demand, as the hard streets make the shoes dull, and business brisk for the farrier. Horse shoes are selling pretty well, and many horse owners are using the Neverslip shoe.

The Halifax City Council has decided to ask the Legislature for power to borrow \$150,000 for the purpose of permanent paving and sidewalks in the business districts of the city. This is along the lines of civic improvement now being strongly urged in Halifax. Mayor MacIlreith, on his recent trip to Winnipeg, saw the striking improvements made by such sidewalks and pavements, and it was on his suggestion that the present action was taken.

A contract for Rhodes-Curry Co., of Amherst, is now under way at the St. John Iron Works. The firm is making compressed air cylinders for the snow ploughs for the I.C.R. Ten ploughs are being built in Amherst, and each will be fitted with two of these cylinders,

which are for working the flanges. The idea is practically a new one on the I.C.R., and it is supposed to be the most modern in use, as the flanges will then be operated by the engineer. The twenty cylinders now under construction will weigh about one ton each.

H. N. Bentley, of Wolfville, a prominent lumber manufacturer, who carries on extensive operations along the line of the Midland Railway, who was on a visit to the city recently, said that the mild weather and the absence of snow was seriously interfering with the season's work, and that as a result the cut would probably be fifty per cent. less than last year's. This possible shortage, he said, would probably cause an upward tendency in the foreign markets, and he felt quite sure that there would be a sharp advance in prices in the home market.

A return from James A. Crease's mill at Mount Uniacke for January shows a yield of 43 oz. 95 dwt. of gold from 36 tons of ore. At the Royal Oak, Sherbrooke, N.S., during January 133 tons gave 71 oz. 12 dwt. of gold.

Seventeen boxes of tin plate, damaged on board the steamer Buenos Ayrean, were sold at public auction during the week for \$2.45 per box.

The city of Halifax has just entered into a contract with the Canadian Fire Engine Company, of London, Ont., for a 1,000-gallon steam fire engine, for use on the waterfront. The contract price is \$7,000. Hitherto all the engines purchased by the city were made in the United States, but after the satisfactory test recently made by one of the London company's engines in this city, the aldermen finally decided to purchase a Canadian machine. It will be the first one "made in Canada" used here.

The firm of H. H. Fuller & Co. have just completed a \$1,000 asbestos contract with the Davison Lumber Company, at Springfield, N.S., on the line of the Nova Scotia Central Railway. The asbestos was used in covering all of the company's pipes, boilers and machinery. This is the only company that is not hampered in its operations through lack of snow. They have a railway running right through the centre of the forest, and it works splendidly.

The operations at the steel works at Sydney during the past month were facilitated by the unusually fine weather which prevailed almost continuously, and the output in all departments was large. The blooming mill will make a new high record, and in the rod mill the exceptional work done in December was more than equalled, and new records were made for a day's run and for a month's tonnage. The open hearth department also increased its output. Complete returns are not yet available, but the following figures were given out: Steel ingots produced, 21,780 tons; steel blooms produced, 18,000 tons; wire rods produced, 7,400 tons. Total shipments from the plant during the month were upwards of 17,500 tons.

## New Brunswick Trade News

St. John, N.B., Feb. 12, 1906.

One of the leading industries of St. John is the James Pender Company, Limited. In the past few years this concern has made rapid advancement. The year just past was the best on record for the company. At the annual meeting, held last week, the reports for the year were submitted and found most satisfactory. A tidy dividend was also declared. The exact figures, however, were not given out. Mr. George S. Fisher was elected president for 1906; Mr. Russell Sturdee, secretary, and Mr. James Pender managing director. In a few days the company's large new mill will be running full blast. Then the old wire mill and the old nail factory will be used exclusively for nail manufacture, the new mill being utilized for the wire end of the business. Under this arrangement the mill's capacity will be doubled. Twenty tons of nails will be turned out daily.

Some rumor has become current that the Pender Company is to be absorbed by the United States Steel Corporation. Mr. Pender, when questioned in this connection, denied the report emphatically. Its originator, he said, was blessed, or afflicted, with a most vivid imagination.

Apparently there is to be little let up to the firmness of prices that has been characteristic of hardware markets for some time past. Wire fence prices, it is true, are receding from their position somewhat, but other lines are either stationary or advancing still. Bar iron shows firmly as at last time of writing. Indeed, it is not unreasonable to look for further rises in the quotations for this article.

Black sheet iron is figuring at about twenty-five per cent. higher figures than a few weeks ago. It also is tending upwards.

Ingot tin is following the accepted order of things, and is quoted at strong figures. It is several cents higher than it was two months or so back.

Building materials also are keeping up with the fashion, and quoted strong. Roofing has advanced about five cents per roll. Tarred felt, following suit, has gone up nearly fifteen cents. Incidentally it may be mentioned that a demand of the local bricklayers and masons for increased wages on April 1 will, with the advancing prices asked for materials, make building considerably more expensive this Spring than usual.

Linseed oil and white lead are also very firm in figures. Paint generally is strong.

A Montreal expert of the firm of Messrs. Ross & Holgate has been here of late looking over the chances for a municipal lighting plant. Power from Silver Falls would be utilized if the plant were decided upon.

Messrs. W. H. Thorne and A. M. Rowan, prominent hardwaremen, are possible candidates for the civic council this year.



# Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, Feb. 16, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,

Winnipeg, Man.

Bonspiel week brought many dealers to Winnipeg, the Hardware Association convention being an additional attraction. Values in all lines are steady this week and there are no changes worthy of note.

## Game Traps—Quoted as follows:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66½ p.c.
Newhouse, ".....	35 p.c.
Bear.....	\$7 each

Lanterns—Prices are quoted about as follows in an "open" market:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

Bluestone—There is considerable demand for bluestone now; the price is \$6.50 per cwt.

## Wire—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8.....	\$3 39 9.. \$2 50 2 90
" " " 10.....	3 50 12.. 3 10
" " " 13.....	3 20 14.. 3 90
" " " 15.....	4 45 16.. 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10.....	\$2 96 11.. \$3 02
" " " 12.....	3 10 13.. 3 20
" " " 14.....	3 30 15.. 3 45
Annealed wires (uncoiled) 10c. less.	

Horseshoes—Quotations are as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
" " " No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
" " " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " " No. 2 and larger.....	4 75

Horsenails—The revised list is as follows:

No. 10.....	\$0 20 per lb.
" 9.....	0 22 "
" 8.....	0 24 "
" 7.....	0 26 "
" 6.....	0 28 "
" 5.....	0 32 "
" 4.....	0 40 "

Discounts are quoted as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

Wire Nails—Steady at \$2.60 per keg.

Cut Nails—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

Pressed Spikes—Prices are firmly held at following quotations:

Pressed spikes, ¼ x 5 and 6.....	\$4 60
" " " 5-6 x 5, 6 and 7.....	4 25
" " " ¾ x 6, 7 and 8.....	4 10
" " " 7-15 x 7 and 9.....	4 00
" " " ¾ x 8, 9, 10 and 12.....	3 90
" " " ¾ x 10 and 12.....	3 75

Screws—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coch.....	70 p.c.

Nuts and Bolts—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½ c. "
Hex " " case lots.....	3c. "
" " smaller lots.....	2½ c. "

Rivets—As noted last week there has been an increase in discounts on copper rivets. Discounts are now as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	34½
" " No. 12.....	40

Coil Chain—Unchanged in price. We quote:

Coil chain—	
3-16 inch.....	\$3 25 ¼ inch... \$7 20
5-16 inch.....	5 20 ¾ inch... 4 60
7-16 inch.....	4 45 ¾ inch... 4 30
¾ inch.....	4 10 ¾ inch... 4 00

Shovels—Discounts on spades and shovels continue 40 and 5 per cent.

Harvest Tools—Discounts are now 60 and 5 per cent.

Axe Handles—Quoted as follows:

Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90 No. 2..... 1 60
Octagon extra. 2 30	No. 1..... 1 60

Axes—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad ".....	25 p.c.
Royal Oak, per doz.....	\$6 25
Maple Leaf, ".....	8 25
Model ".....	8 50
Black Prince ".....	7 25
Black Diamond ".....	9 25
Standard Flint Edge, per doz.....	8 75
Copper King, per doz.....	9 00
Columbian, ".....	10 75
Handled axes, North Star, per doz.....	7 75
" " Black Prince, per doz.....	9 25
" " Standard Flint Edge, per doz.....	10 50
" " Copper King, per doz.....	11 00

Butts—The discount on wrought iron butts is 70 per cent.

Churns—The discounts from list prices are 45 and 5 per cent.

Chisels—Quoted at 70 per cent. off list prices.

Auger Bits—Discount on common auger bits is 65 per cent.

Blocks—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

Fittings—Discounts continue as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	55 p.c.

Grindstones—The price is now 1 3-4c. per lb.

Fork Handles—The discount is 40 per cent. from list prices.

Hinges—The discount in light "T" and strap hinges is 65 per cent. off list prices.

Hooks—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " " per doz.....	1.70

Draw Knives—The discount is 70 per cent. from list prices.

Rules—Discounts are 50 and 10 per cent.

Washers—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

Wringers—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

Files—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

Building Paper—There is a quiet, seasonable demand at steady prices. We quote:

Joliette, plain.....	40c.
" " tarred.....	65c.
Cyclone, plain.....	55c.
" " tarred.....	80c.
Anchor, plain.....	55c.
" " tarred.....	65c.
Pure fibre, plain.....	60c.
" " tarred.....	80c.

Tinware, Etc.—We quote again as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2½ p.c.
" " pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, white.....	45 p.c.
" " Famous.....	50 p.c.
" " Imperial.....	50 and 10 p.c.

Cordage—The price is steady since the recent advance. We quote as follows.

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lathyrum.....	11 25

Solder—Quoted now at 24c. per lb. with concessions for large quantities.

Vises—Prices are quoted as follows:

" Peter Wright " 30 to 34.....	14½c. per lb.
" " 35 to 39.....	14c. "
" " 40 and larger.....	13½c. "

Anvils—"Peter Wright" anvils are selling at 11c. per lb.

Power Horse Clippers—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$8. The "1904" sheep shearing machines are sold at \$13.60.

Ammunition, Etc.—We quote:

Ammunition, cartridges, Dominion R.F.....	50 and 5 p.c.
" " Dominion, C.F., pistol.....	30 p.c.
" " military.....	20 p.c.
Ammunition, cartridges, American R.F. 33½ p.c.	
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

Loaded shells:

Dominion Eley's and Kynoch's soft, 12 gauge.....	
black.....	16 50
chilled, 12 gauge.....	17 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	20 50

Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F., keg, Hamilton.....	4 75
F.F.G. Dupont's.....	5 00

Iron and Steel—Bar iron is steady at the recent advance to \$2.70. We quote as follows:

Bar iron (basis).....	2 70
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	9 50
Jessop.....	13 00



We have just completed an extensive brick factory at Winnipeg, to accommodate our rapidly increasing business in

**STEEL AND WIRE FENCING  
HOG FENCING  
ORNAMENTAL FENCING  
GATES, Etc.**

We can supply you with a Fence that has more points of merit than any other fence made, and the price is reasonable.

**Don't** buy a fence that will injure your stock, when you can get a "**Munro**."

**MUNRO WIRE WORKS, Limited**  
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

**ARTISTS' MATERIALS  
AND ARCHITECTS' SUPPLIES, ETC.**

We carry a complete line of **WINSOR & NEWTON'S** and other leading manufacturers' goods in stock. Ask for our new catalogue.

**THE WINNIPEG PAINT AND GLASS CO., LIMITED**  
WINNIPEG, CANADA

**WINNIPEG CEILING and ROOFING CO.**

Manufacturers of

**Corrugated Roofing and Siding, Metal  
Ceilings, Cornices, Etc.**  
**WINNIPEG, - MAN.**

**Standard Lanterns  
for 1906**

Banner Cold Blast Lantern (See New Design.  
Leader Cold Blast Lantern, " "  
Climax Safety Tubular Lantern, " "

SAMPLES OF ABOVE READY FEBRUARY 1ST.

For sale by all prominent Jobbers of Hardware and Crockery.

The "Banner" and "Leader" Lanterns are both warranted Wind-proof, and, as usual, surpass all others for quality and construction.

MANUFACTURED BY

**ONTARIO LANTERN AND LAMP CO., LIMITED** Hamilton, Ont.



IMPROVED CARPENTERS'  
TOOLS

Sold by all Hardware  
Dealers

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, Conn., U.S.A.

# SERVICE

The prompt service of **G. F. Stephens & Co., Limited**, has been an important factor in the rapid increase of their business.

Nine out of ten orders are shipped the same day as received. The tenth is held for some sundry article which even the manufacturer does not carry in stock.

With Branch Warehouse in Calgary our service is better than ever. We know that when you order paint it is needed. Hence, our system, which assures accuracy and prompt shipment.

**G. F. STEPHENS & CO.**  
LIMITED

Manufacturers and Jobbers of Paints,  
Oils, Glass and Painters' Supplies

**WINNIPEG AND CALGARY**



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at Port Moody. The big new mill of the Rat Portage Lumber Co. at Harrison River, some 60 miles up the Fraser, is being equipped with machinery for this season. In addition to the above large mills operating on the coast, there are a number of smaller concerns and also some fifty or sixty shingle mills, all of which are shaping away for a good season's trade.

\* \* \*

An interesting proposition is being considered in this city by some of the officials, to use the mill refuse now being destroyed in refuse burners, to generate steam power for turning into electric energy, the object being to seek if possible a cheaper supply of electricity for civic lighting. The matter is at present in the initial stages.

#### DEATH OF HALIFAX JOBBER.

News comes from Halifax of the death there on February 10 of Mr. Geoffrey Morrow, a partner and financial executive director of Messrs. William Stairs, Son & Morrow, Limited, wholesale and retail hardware merchants, Halifax. Mr. Morrow had been in indifferent health for several years past, and during the last twelve months had practically to refrain from all business cares. Recently he has been confined to his residence, his illness developing into Bright's disease and then dropsy, which terminated his life.

An only son, he early entered the business of which his father, the late Robert Morrow, was a partner, and paying undivided attention to his business succeeded to the partnership on his father's death. At times he was president of the People's Heat & Light Company, president of the McAlpine Publishing Company, and in municipal activities served a number of terms as an alderman, occupying several important chairmanships. Though repeatedly urged to stand for mayoralty honors, and put in nomination, he declined, not wishing to impose on his business duties. In social and pleasure circles he was prominent, having been president of the Halifax Club, of the Wanderers Amateur Athletic Club, of the Red Cap Snowshoe Club, and other organizations devoted to the promulgation of healthy amateur sport, such as the old Halifax Riding Club, he having made no mean name for himself as an amateur jockey in his younger days.

Mr. Morrow leaves a widow and three young children as well as one son, Robert, a young man in his teens, now also serving in the firm.

The death of Mr. Morrow is the second within a comparatively short time among the personnel of Messrs. Stairs, Son & Morrow, Mr. John F. Stairs, ex-M.P., a senior partner, passing away in Toronto seventeen months ago, while here on business in connection with other interests. The conduct of the old established firm is now left entirely to Mr. Edward Stairs, the president and managing director of the firm, assisted by Wm. J. Stairs, jr., and Captain Thos. Douglass, both admitted to the business as directors during the past few years. Hon. William J. Stairs, the son of the original founder of the firm, of the family name William Stairs, is still alive in Halifax at an advanced age, though for years past confined to his house by illness.

## "Eastlake" Shingles

Profits that go to other tradesmen would come to you if you brought "Eastlake" Metallic Shingles to the attention of intending builders more aggressively. Why not get after these people?

The advantage of "Eastlake" Metallic Shingles over wood shingles is such a simple story of fact that prospective builders have but to listen to be convinced.

Their fireproof qualities, resistance to rust, storms and lightning and their long wear appeal direct to the pocketbook.

The free samples which we will gladly send you make it very easy to get orders when a prospective builder is once made to realize how much better "Eastlake" Metallic Shingles really are than wood shingles.

There's money in this trade.

**OUR NEW  
\$10,000  
CATALOGUE**

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopaedia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

### THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

We also manufacture:

- "Metallic" Ceilings and Wall Plates
- "Metallic" Cornices, Skylights and Ventilators
- "Metallic" Sheet Metal Fronts
- "Metallic" Siding, (Stone, Brick, etc.)
- "Impervia" Fireproof Windows
- "Empire" Metallic Shingles
- "Metallic" Crestings and Finials
- "Metallic" Corrugated Iron
- "Hayes" Metallic Lathing
- "Metallic" Eave trough and Conductor Pipe
- "Metallic" Pressed Zinc Ornaments
- "Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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## HARDWARE AND METAL WANT ADS. PAY

THE PEOPLE'S HARDWARE STORE

IVESON L. COOKE

Essex, Jan. 27, 1906

HARDWARE AND METAL

Toronto, Ont.

Dear Sirs,—Within one month I have "bought and sold" with the best of satisfaction--the result of \$1.68 worth of condensed ads. in  
HARDWARE AND METAL.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly,

*Iveson L. Cooke*



### OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

#### A TEST CASE URGED.

Editor Hardware and Metal: On all sides and from all sections of the trading community in Montreal one hears a condemnation of the extraordinary impost of the travelers' tax in Quebec.

The view I wish to put before your readers is that it is a restraint upon trade, and, as such, is undesirable. I think, however, your suggestion about "an action disputing the validity of the law" is most valuable. In Great Britain such a course would have been promptly taken by one or more of the associations of trade interests. As one who was a committeeman of the Manchester U.K.C.T.A., for instance, I can say that they would be one of the first to take action affecting the vital interests of their "confreres" on the road.

As I understand the Commercial Travelers' Association of Canada are opposed to this \$300 tax, I would like to add to your suggestion that these bodies do arrange to take a test case to the courts, with a view to getting the matter settled once and for all time. Honestly speaking, I can only regard this tax as an act of tyranny, and for one would gladly contribute my mite, as would many others I know, towards the expense of an action.

Yours, etc.,

BRITISH AGENT.

Toronto, February 12.

#### WAGES PAID IN CANADA.

Editor Hardware and Metal,—As you invite inquiry touching matters relating to the hardware and allied trades, I am taking this opportunity of asking you to send me per return post, if possible, the usual scale of pay in Canada for shop assistants, bookkeepers (single and double entry), business secretaries and traveling salesmen.

"Thanking you in anticipation of a reply, I am

"Yours faithfully,

"P. S. ATKINSON."

64 Ruby street.

Salthurn-by-Sea, Eng.,

January 13, 1906.

Note. Our correspondent has been advised that the field in Canada for the positions indicated by him is limited owing to the large number who have come to this country from the Old Land, and that it is inadvisable to give up a good position on the chance of securing something here.

Experienced clerks in the large cities are paid from \$12 to \$20 per week, and traveling salesmen with good connections from \$75 to \$100 per month. Men with first-class references from British houses would have to take some time to work up their connection before qualifying themselves to receive any such remuneration, however, and it must be remembered that the cost of living in Canadian cities is about the same as

the difference in wages in Canada and Great Britain. For bookkeepers and business secretaries the openings are even fewer than for clerks and travelers.

For the shop assistant in the Old Country who prefers to face the future in a new country to remaining in the over-crowded motherland, and who is willing to accept what offers during the first two or three years, there is undoubtedly a future in Canada. Most of those who come to this country in the hope of immediate success, however, are doomed to disappointment.—Editor.

#### A POPULAR APPOINTMENT.

John Head, who has been appointed assistant appraiser in the hardware department of the Custom House at Toronto, entered the Customs Department as preventive officer on June 1, 1897, and was engaged in checking entries and general customs work until January, 1903, when he was appointed assistant appraiser having charge of the Dominion



John Head.  
Assistant Hardware Appraiser Customs  
Department, Toronto.

Express department. Mr. Head has, from his experience in these different departments, an extensive knowledge of tariffs and customs work generally, and his recent promotion, which carries with it an increased salary, will be appreciated by those who have done business through him during the past few years.

F. H. Clergue is very enthusiastic over the progress being made by the Consolidated Lake Superior Company. The net earnings yearly are now, he says, more than twice the \$500,000 required to pay the interest on the bond issue of \$10,000,000. The Canadian Improvement Company, which conducted the reorganization of the company, will relieve the Ontario Government of its guarantee of the \$2,000,000 on May 1. In January 14,000 tons of rails were rolled for the C.P.R., and the company now has on hand contracts for 100,000 tons of rails for the C.P.R., the Michigan Central, the Canadian Northern, and several other companies.

### FOUNDRY AND METAL INDUSTRIES

The Toronto Bolt & Forging Company will erect a 400-foot brick extension to their plant at Swansea.

The production of carborundum in the United States in 1905 is estimated at 5,596,280 pounds, against 7,061,380 pounds in 1904.

The Sydney Steel Works report an unusually good month for January, the total shipments during the month being upwards of 17,700 tons.

Canadian railways have already placed orders for 200,000 tons of rails for 1906. These rails will be made in Canada, at Sydney, C.B., and Sault Ste Marie, Ont.

The Granby smelter, at the Boundary Mines, in the Kootenay district, produced \$2,000,000 lbs. of copper last month. The Granby smelter is the largest copper reduction works in Canada.

The Granby Company have acquired the Pathfinder Mine, and in the early Spring will pen up and work the property. The Pathfinder Mine is a gold-copper proposition, 12 miles from Grand Forks, N.D.

The sub-station of the Huronian Power Company, at Copper Cliff, is nearing completion. Power will be transmitted to Copper Cliff in two weeks. About \$250,000 has been expended on the power house and equipment.

The Canadian Copper Company is surveying a right of way from Copper Cliff to Creighton to convey power to the property there. The operation of the entire plant by electricity is proposed, and plans are now being prepared with this end in view.

An American company of capitalists have purchased a tract of iron land at Sheep Rock Lake, near Fort Frances, from W. A. Preston, of Fort Frances. The purchasers will immediately expend \$50,000 in exposing the ore and getting some on the market.

The Manitoba Iron Works purpose erecting a large boiler shop and structural iron working department, and to facilitate the handling of heavy iron required for this work, have applied to the Winnipeg City Council for the privilege of double tracking their spur across Henry avenue.

Vancouver men—Geo. Martin, Wm. Shannon and W. H. Higgins—will erect iron and steel furnaces and mills at Eburne, B.C., where they will treat the magnetic ore deposits by electrical process. Lead and wooden pipe factories are also planned. English capitalists are interested in the scheme.

Further experiments of Dr. Heroult at the Soo have demonstrated that pig iron can be produced by the electric process from red hematite at less than \$10 per ton. This is significant in view of the fact that only a few days ago a leading steel manufacturer declared that it cost from \$14 to \$15 to produce pig iron by the old process.

J. J. O'Connor, of Port Arthur, on behalf of the Atikokan Iron Company,



## MACHINERY STEEL

IRON FINISH  
SINGLE OR DOUBLE REELED  
COLD ROLLED

Large assortment in stock.

Close Prices for Import.

**A. C. LESLIE & CO.**  
MONTREAL.

## Deseronto Iron Co

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR  
PARTICULARS AND PRICES

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BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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if they don't need new pumps. If they do, sell them our

Standard  
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They'll appreciate getting a pump that doesn't have to be thawed out every zero morning

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## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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Limited

STANDARD Babbitt Metal, Phosphor Tin  
Needle Metal, Type Metal, Etc

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## "Best There Is!"

That's the opinion of a mine foreman concerning

### B. C. BRAND DRILL STEEL

after he "had put it to severe tests."  
Wouldn't you like a supply?

Manufactured by

**B. K. MORTON & CO.**  
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OUR SPECIALTIES ARE IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.

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We publish a "Canadian Metal Price List" monthly. Quotations in Dollars and Cents. (C.I.F.) We will send this, and our "Weekly Market Report" on receipt of address.

**IRONSIDE SON & DYCKERHOFF** 16 Water Lane  
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Sole Agent for Canada: **MR. SYDNEY T. HACKETT**, 233 St. James St. Montreal.



asked the Tariff Commission, at Ottawa, for a bounty of \$3 a ton on pig iron for five years, and that the present bounty on pig iron produced from foreign ore shall not be renewed upon its expiration, June 30th, 1907. Free importation of coal for coking purposes was also sought.

At the coming session of the Ontario Legislature the Minister of Mines will introduce legislation with a view to having all the nickel ore mined in Ontario converted into marketable nickel before leaving Canada. Canada supplies 60 per cent. of the nickel of the world, but at present the ore is converted into the finished product in the States, and sold as American nickel.

The annual steel production of the United States is the largest in the world, amounting to thirteen million tons. Germany comes second with eight million tons, and England third with five millions. The 400 steel works in the States represent an investment of over \$12,000,000, and pay \$102,000,000 annually in wages. These figures represent the crude production only.

Some iron and steel manufacturers are not inclined to agree with Dr. Herout, the French expert, who has been conducting experiments in the reduction of ore by electricity, and who states that pig iron can be produced for \$10 a ton. Montreal steel men say Dr. Herout's basis for calculating cost in this electrical process is an erroneous one, and would not bear the test of practical manufacture.

The Lake Superior Corporation will erect two new open hearth blast furnaces at the Soo, which will increase their steel output by one quarter, at a cost of about \$200,000. The company have applied to the Government for a rebate of the duty on coal used for making coke, and if this is granted they will also construct at least 50 coke ovens. These improvements, when completed, will require about 500 more men.

Hon. Henry Cecil, mining engineer and mine owner, says that it is the policy of those who are interested with him in British Columbia copper enterprises to divert the export of copper so that it will go through British, instead of American, channels. To this end they have in view the establishing of a large copper refinery at Montreal. A small copper refinery already exists there, and it might form the nucleus of something greater to be.

### INVENTION FOR MAKING STEEL.

Two important inventions in the manufacture of steel have been brought to the attention of manufacturers in Pittsburg recently, which may have a far-reaching influence on the future steel trade. One is along the lines of economy in production, and is the idea of Ralph Baggelev, of Pittsburg, who has worked out a model of an open hearth furnace, from which the gases generated from the burning metal are carried off from the furnace and over a screen, which is so constructed as to catch and retain all the iron sulphur and other impurities in the gas. The screen soon becomes fully loaded and is replaced with another. The loaded screen is divested of its load, and from the mass is extracted the

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From the standpoint of either *safety* or *accuracy*, no better weapon for defence or attack can be had than the Iver Johnson

Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

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## REVOLVERS



need not be handled carefully; with chambers fully loaded, drop it on the floor, hammer the hammer—it can't possibly go off unless you deliberately pull the trigger.

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Hammer, \$6.00 Hammerless, \$7.80

Write for our bright little booklet, "Shots" and complete catalogue, free.

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FITCHBURG, MASS.



sulphur which becomes a commercial commodity, and the rest, which is a slag, is used in furnaces and reduced to iron, thus saving a waste that in the long run is enormous.

The second invention is a process designed by a Cleveland man, Horace W. Lash, who has conceived the idea that by mixing the molten mass of a blast furnace running on any low-grade ore, after one portion passes through an acid-lined Bessemer converter and is blown free of silicon and other impurities and the other portion has been poured into a basic open hearth. The action of mixing the two bodies of molten metal, it is claimed, will result in making the highest grade of steel, for it will be equally carbonized and because of the large size of the charges, it will become dephosphorized by natural rules.

The value of the latter will be to make available all of the vast stores of low-grade ore that are found all over the country and within easy reach for the higher grades of steel. The process will also cheapen the production of steel. Both patents have been taken up with interest by large corporations for further development and from the manner in which they are studied the results will be of the utmost interest within the next year.

The utilization of the immense deposits of low-grade iron ores scattered all over the North American continent has been a dream of the steel manufacturer for years. Heretofore, the only ore suitable for the economical manufacture of steel has been confined to the Lake Superior regions, and this is now practically all controlled by a few allied interests and its quantity is so closely estimated that the life of the beds has

been figured to a nicety. To extend the steel-making ores to all beds would put the end of such ores so far into the future as to practically make them inexhaustible.

### DUTY ON STRUCTURAL IRON.

Before the Tariff Commission in Ottawa last month a memorial signed by the Dominion Bridge Company, the Hamilton Bridge Company, the Canada Iron Bridge Company and the Phoenix Iron Works, was presented, suggesting that the duty on structural metal work should be specific rather than ad valorem, and that in the revision of the tariff the duty on bridges and structural metal work be made \$20 per ton, which would correspond to the present rate of 35 per cent. on material valued at \$2.86 per hundred pounds. It was represented that the change asked for was necessary by reason of the United States competition, the manufacturers there selling in Canada below cost at every recurring period of depression. It was also asked that the duty on small structural parts, which at present is prohibitive, be fixed at 10 per cent. This will greatly increase the use of small parts, and consequently increase the demand for larger metal work, which these companies manufacture. The total capital invested is about five and a half millions of dollars, and the capacity of the present plants is more than 100,000 tons of finished material per annum, which is in excess of the country's requirements. The memorial was supported by B. S. Colburn, Lieut.-Col. Hendrie, B. Champ, P. Howard and C. Watts.



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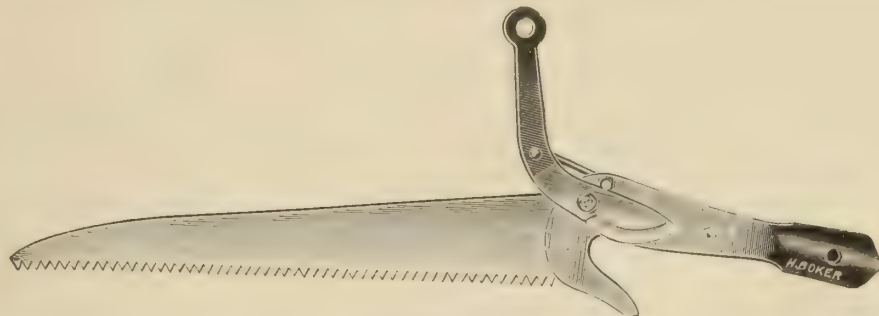
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Complete with Pole, 6, 8, 10 and 12 feet



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Steel Frame, Cast Steel Knife, 12 in. Saw, Detachable

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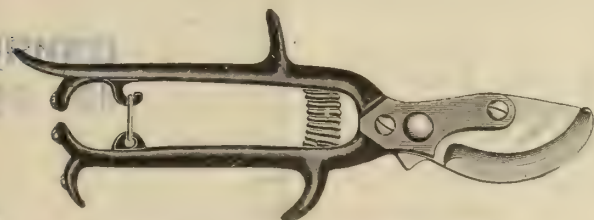
## PRUNING SHEARS



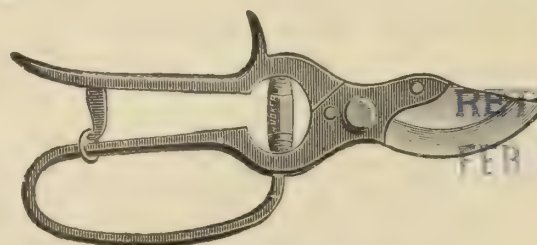
No. 138. 9 in., Half Polished

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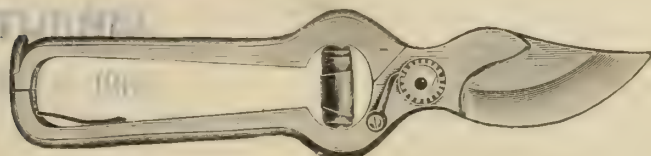
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12. 9 in., " " Flat Steel "



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GRAHAM NAILS ARE THE BEST.

We Ship Promptly.

Factory: Dufferin Street, Toronto.

Our Prices Are Right.



# PAINT, OIL AND BRUSH TRADES

## A PECULIAR PAINT.

A ready-mixed paint which is neither ground nor thinned with linseed oil and turpentine nor manufactured with varnish is something of a novelty. Such a paint has just been put upon the market, says the Oil and Colorman's Journal, and it is claimed for the product that as a result of the special process of manufacture far greater toughness and durability are obtained than is the case with paints mixed in the usual way by the painter himself. It is now some two years since indications became manifest that there was a real future before properly prepared ready-mixed paints. In big painting contracts everything that tends to definitely fix responsibility is welcomed by the architect or engineer, and consequently a paint manufactured by a firm whose bona fides is incontestable and which is supplied under guarantee as to quality, is becoming more and more a commercial requirement. Only the extraordinary suspicion with which the painting fraternity regard anything which partakes of novelty keeps properly prepared ready-mixed paints from commanding an enormous market. This revival in ready-mixed paints cannot and will not benefit the little paint-mixing factory in the back street where the barytes is rolled in at the back door and the "paint" comes out at the front!

## THE SHELLAC SITUATION.

Successive advances in the shellac market have not resulted in curtailment of its use in the United States, says the Paint, Oil and Drug Review, as is evidenced by the fact that the total exports from Calcutta last year were greater than ever before in the history of the trade with the exception of one year—1900. It has been well said that America is the most important factor in the shellac trade. The shipments last year from Calcutta to America were 2,200 cases in excess of the shipments to the United Kingdom and more than double the shipments to the continent. This takes no account of the re-shipments from Europe to the United States which were not inconsiderable. The statistics of the trade for over 20 years past show remarkable changes, with America assuming a leading position as a consumer and England and the continent taking about the same quantity year after year.

During the season 1883-84 the United States received from Calcutta only 7,800 cases of orange, garnet and button shellac. The following year the imports were 18,200 cases, and from that time to the present, during twenty years, the imports have steadily increased until in 1904-05 we received 62,300 cases. This was the largest shellac importation in the history of this country, yet importers look for a still larger year in 1906. Leading Calcutta exporters estimate the requirements for shipment from that port during 1906 at about 170,000 cases, against 155,500 cases last year.

While the market for spot T Ns is not now at its highest, it is higher than at any time for the past twenty years except in the fall of 1902 and 1903. The high price of 1902 was recorded at a time when the London stocks were at their lowest—13,000 cases as compared with 22,400 cases in December, 1904. The present spot price for T Ns in London is 186s., compared with 234s. in December, 1902. The past three years have witnessed the highest prices ever known to the trade and at the same time the consumption has been increasing and stocks moderate. It is noticeable that the largest stock in the history of the trade was on June 1, 1888, and consisted of 85,700 cases and the price was then the lowest—38s. With stocks now about one-quarter as large, the market quotation is nearly five times 38s., so that apparently the relation of London stocks of shellac to London prices of the same is pretty well defined.

The latest development in the shellac market is the loss by fire in the recent destruction of the Ralli warehouses in Calcutta of about 6,000 packages, and the consequent stiffening of prices. Other influences have contributed to the firm market which promises to continue throughout the year.

## RED LEAD SUBSTITUTE.

A French firm manufacture a substitute for red lead as a protection for iron, which they call "grisol." It has not the color of red lead, but it is as easily used, it is said, has equal protective power, adheres quite as well as red lead, and does not scale off as iron minimum does. It is non-poisonous, as it consists of alumina in a vehicle of drying oil and oil of turpentine. If mixed with a good copal varnish, coats of grisol will stand a temperature of 300 degrees C. On the average 1 lb. of grisol will cover 50 square feet of iron, 35 square feet of wood, and 25 square feet of plaster. It has, roughly, half the weight of red lead in the same state, i.e., mixed ready for use, and double its covering power. It is perfectly permanent in the air, and it makes an excellent cement for iron pipes.

A going business is only such because the men behind it are on the go.

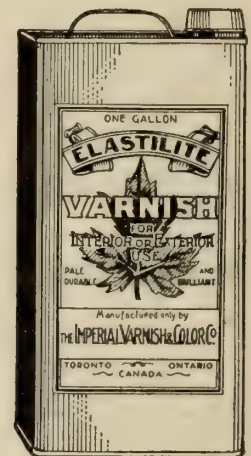
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Friendship is a factor in business, and the way to have friends is to be friendly.

"After many years of extensive use from the Atlantic to the Pacific, in all kinds of climates, by all kinds of painters and decorators,

## ELASTILITE

has won the universal verdict of Excellent, Reliable, Safe and Satisfying. With a varnish like ELASTILITE on your shelves, you can rest easy after recommending it to your most exacting and particular customers."



MANUFACTURED ONLY BY

**The Imperial Varnish & Color Company**  
**TORONTO, Ontario, Canada**

Limited



**THE STANDARD FOR QUALITY ABSOLUTELY INIMITABLE**

We are sole makers of

**WAGNER'S CARRIAGE PAINTS**

You have heard of them of course ; perhaps you have seen some of the imitations, too.

The popularity of **WAGNER'S CARRIAGE PAINTS** is increasing every year. Good reason for it ! You cannot get anything better than the best, can you ?That is why dealers ask for **WAGNER'S**.*Are you keeping up your supply ?***THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.****Most Floor Paints**

are very unsatisfactory. By the time they are thoroughly dry, they have begun to wear out.

They always make a sticky floor, and are more or less affected by washing.

These are the paints you have always needed to apologize for.

**Want Something New ?****Our Floor Enamel**

is just what you are looking for.

It gives a mirror-gloss finish to the floor. It dries hard over night, and is never sticky. Moreover, it will out-wear any floor *paint* on the market.

WRITE US FOR COLOR CARD AND PRICES.

**R. C. JAMIESON & CO.**

LIMITED

Sole Manufacturers,

MONTREAL

**McCaskill, Dougall & Co.****Manufacturers**

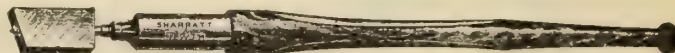
RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.****Sharratt & Newth's Glaziers' Diamonds**

are unequalled for cutting and wearing qualities.

To be obtained from the  
principal Hardware  
Dealers and Glass  
Merchants.

Agents for Canada: **A. Ramsay & Son Company, Montreal****OILS**

Raw Linseed  
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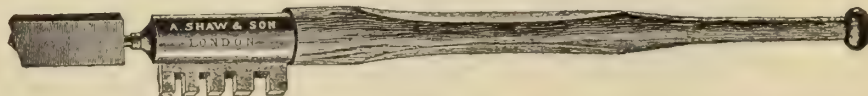
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BRAND**

OILS GUARANTEED GENUINE.

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**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
LONDON, ENGLAND.

**GLAZIERS' DIAMONDS**

Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL

**SWEAT  
PADS**ALL LENGTHS  
AND WIDTHS

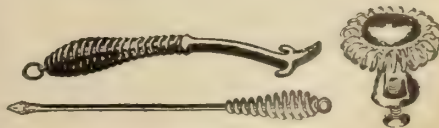
Send your order in now for  
Spring delivery

**H. F. FALKINER**

58-60 GEORGE ST.,

TORONTO.

**The Bowmanville Foundry Co., Limited**  
Bowmanville, Ont.



Makers of Good Goods Only.



# "Anchor AND English Liquid Paints"

Paint economy, like economy in other lines, depends upon getting good value for your money.

## Anchor and English Liquid Paints

we know to be the best value obtainable in paint.

They are perfect paints. There is nothing used in their manufacture but the purest pigments, linseed oil, turpentine, dryers, and the world's best white lead—**BRANDRAM'S B. B. GENUINE**



Manufactured by

**HENDERSON & POTTS, Limited**

HALIFAX and ST. JOHN

**HENDERSON & POTTS CO.,  
LIMITED**

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,

Montreal, Feb. 16, 1906.

There has been a fair volume of business during the past week, and bookings are pretty liberal. Naturally, however, present shipments are rather low and it is not expected that any heavy movement will materialize until the middle of March, when the first few warm days always call for speedy deliveries.

It will be noticed that white lead has stiffened very materially, and some of the grinders are reported to be out of stock entirely. It is expected, however, that this condition will be remedied very shortly. Anticipations are, however, that figures will remain upon their high scale for some time to come.

Both red lead and litharge have weakened somewhat during the week, but as spot stocks are scarce there has been no change here.

**Linseed Oil**—We are still quoting the following prices: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c., f.o.b., Montreal, net 30 days.

**Turpentine**—The market has been very steady for some time past and figures have not been changed this week. We quote: Single barrel, 95c. per gallon; two barrels or over, 94c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

**Ground White Lead**—Our prices are: Best brand Government standards, \$6.25 to \$6.50; No. 1, \$5.90 to \$6.05; No. 2, \$5.55 to \$5.80; No. 3, \$5.30 to \$5.55, all f.o.b. Montreal.

**Dry White Lead**—We quote: Barrels, \$5.50; 100-lb. packages, \$5.75; 6 to 10-lb. tins, \$6.75.

**Dry White Zinc**—Our prices remain as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc (ground in oil)**—We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We quote as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—The foreign market is weakening, but Montreal stocks are light and dealers here are holding their prices steadily. We quote as follows: Genuine red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine

orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Paris Green**—The market is very firm and it is not likely that better prices than those quoted will be available at any time during the season. We quote: C. P. Co's pure Paris green: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; drums, 50 lbs., 18c.; drums, 25 lbs., 18 1-2c.; 1-lb. packets, 100 lbs. in case, 19c.; 1-lb. packets, 50 lbs. in case, 19 1-2c.; 1-2 lb. packets, 100 lbs. in case, 21c.; 1-lb. tins, 100 lbs. in case, 20c. Berger's English: Barrels, 600 lbs., 15 3-4c.; kegs, 250 lbs., 16c.; drums, 25 lbs., 17c.; drums, 50 lbs. and 100 lbs., 16 1-2c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packages, 20 1-2c. per lb. Terms, 2 per cent. off, 30 days.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Our prices are from \$1.20 to \$1.40 per gallon.

**Castor Oil**—High prices will be in order very soon, according to the best authorities here. We are still quoting, however: Firsts in cases 8 1-2c., in barrels 8c., seconds, in cases 8c., in barrels, 7 1-2c.

**Refined Petroleum**—Our prices are as follows: American water white, 17c.; Canadian prime white, 15 1-2c.; astral, 20c., ex warehouse.

**Window Glass**—Very heavy bookings have been made for shipment by the first steamers in the Spring. Everything is favorable to a record-breaking season this year. We give prices: First break, 50 feet, \$2.10; second break, \$2.20; first break, 100 feet, \$4.00; second break, \$4.20; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5.00; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8.00, and seventh do., \$9.00. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00; and twelfth do., \$28.50.

It is a good deal better to run a small store and have a balance on the right side of the ledger than to have your name over a big establishment and be unable to meet your bills without "shinning."



When You Put Your Money in Paint, be  
Sure it is the Right Kind.

## "ARK BRAND" PAINT

is the right kind. It gives the right results—  
profit to you, satisfaction to your customers.

That's just the kind of paint the people want  
and will have, isn't it?

The demand for "Ark Brand" Paint is greater  
this year than ever before. Fall in line and  
get your share.

Order the Best Paint—"Ark Brand"—and we  
will help you sell it.

The **Francis-Frost Co., Limited**

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish



### Opening Announcement Card



*Yours respectfully,*

MARTIN-SENOUR CO., Limited

Manufacturers of  
Paints, Colors, Stains, Enamels, Etc.

## THE MARTIN-SENOUR PAINT 100% PURE

FOR  
EXTERIOR  
WORK



FOR  
INTERIOR  
WORK

Our EXCLUSIVE Agency Proposition will interest you.  
Particulars upon application.

**SENOUR'S FLOOR PAINT** The original reliable standard brand.  
**WEARS LIKE IRON.** Known the  
world over.

Address our nearest Office for full particulars

**MARTIN-SENOUR CO., Limited**

142-144 Inspector Street, MONTREAL

2514-2522 Quarry Street, CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited  
WINNIPEG

MARITIME PAINT & VARNISH CO., Limited  
HALIFAX, N.S.





# THE PAINTERS PERFECT WHITE LEAD

is beautifully soft and fine in the grain. It mixes well with Linseed Oil, forming a creamy smooth paint of great covering power and undoubted durability. Every atom is paint — perfect paint — and there is no loss or residue of any kind. The Painters Perfect White Lead has become very popular everywhere.



# THE CANADA PAINT COMPANY LIMITED

Montreal and Toronto

## ONTARIO.

OFFICE OF HARDWARE AND METAL.

10 FRONT STREET EAST.

Toronto, Feb. 16, 1906

Featured in the minds of the paint and oil men is an advance in the price of turpentine and white lead. Turpentine is quoted at 98c. One large dealer said "we expect it to be \$1.00 next week." And then said, "It's a guess, but it's firm at 98c." Still another looked for an advance as high as \$1.05.

Depletion of the supply and cold late season in the south delaying the flow of sap and the arrival of the new product are alleged as reasons.

White lead has been advanced to \$6.30, and is now firm at that price. Scarcity of supplies is reported from all quarters and until this condition is relieved it is unlikely that lower quotations will materialize.

The market in other commodities continues unchanged with a fair amount of business.

**White Lead**—Ex Toronto, pure white, \$6.30; No. 1, \$5.92 1-2; No. 2, \$5.55; No. 3, \$5.30; No. 4, \$5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, 5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.00; No. 1, in casks of 500 lbs., \$5.50; ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs, 8 1-2c.

**Shingle Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Canadian Government Standard: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; 50-lb. and 100-lb. drums, 18c.; 25-lb. drums, 18 1-2c.; 1-lb. packets, 19c.; 1-lb. tins, 20c.; 1-2 lb. packages, 21c. Berger's English: 600 lb. barrels, 15 3-4c.; 250-lb. kegs, 16c.; 50 and 100-lb. drums, 16 1-2c.; 25-lb. drums, 17c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packets, 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 58c. to 60c.; 5 to 9 barrels, 57c. to 59c.; boiled, 1 to 4 barrels, 61c. to 63c.; 5 to 9 barrels, 60c. to 62c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, 98c. to \$1.00 f.o.b. point of shipment, net thirty days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' round, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Plaster Paris**—New Brunswick, \$2.00 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

## WEALTH OF THE GREAT WEST.

(By John L. Blaikie.)

With regard to the future of Manitoba and the two newly added provinces of Saskatchewan and Alberta, I take the liberty of quoting from the admirable address delivered last month at the annual meeting of the Bank of Montreal by the president, Sir George Drummond:

"The feature of the year, however, is the splendid crop which has just been harvested in the Northwest provinces and in Ontario. As regards the former, the most sanguine anticipations have been realized, and it seems beyond doubt that the following estimates of this season's crop in Manitoba and the Northwest provinces are conservative:

"Wheat, 90,000,000 bushels; worth on the spot 65 cents.

"Oats, 65,000,000 bushels; worth on the spot say 25 cents.

"Barley, 13,000,000 bushels; worth on the spot say 30 cents.

"Flax, 50,000 bushels; worth on the spot say 80 cents.

"Rye, 300,000 bushels; worth on the spot say 35 cents.

"In all 169,000,000 bushels of grain."

Of course, a proportion of these crops will be consumed by the farmer, as, no doubt, will all the root crops, of which potatoes alone are estimated at 8,000,000 bushels, as well as hay, but of these I take no account. At the prices named it is not difficult to reach an approximate sum of \$75,000,000, or fifteen million sterling, to be distributed among a comparatively small population, and won from a soil which was considered barren and surrendered to the wilderness a few years ago. In addition to the foregoing, and not included in the above estimate, 75,000 cattle were disposed of during the year in the Northwest. Incidentally, I may mention that I was informed by expert millers, that this



year's wheat is so good in quality that 7 per cent. less of it is required to produce a given quantity of flour than an average.

It is asserted that the area so far brought under cultivation does not, from the most accurate information obtainable, much exceed 5 per cent., and certainly it is well under 10 per cent. of the area available and waiting for occupants. In this connection I may quote here a sentence from an able and well-qualified Government officer who has just completed a wide survey of the territories. He says: "The immense wealth so long stored in the virgin soil of the great western country will be gradually developed, and the fact that Canada is destined to rapidly become one of the greatest food-producing nations in the world will soon become apparent to all in the volume of her exports.

"The great extension of the railway systems operating in this country must not be passed over. The C.P.R. Co. is spending vast sums in improvements and extensions: the Canadian Northern is pushing westward, while the G. T. R. is preparing for an extension to the Pacific Coast, and the Government of Canada has the necessary powers to duplicate the railway connection between Quebec and Winnipeg, and is now surveying a line."

A natural consequence of such results and such wealth is a great influx of settlers from many lands, many from Southern and Eastern Europe, Doukhobors, Galicians, and Hungarians. As a rule they arrive very poor, and hence have to begin life on the prairie in a small way, yet by economy and persevering industry, on the whole they are making fair progress, and honestly paying any debts they incur.

The best class of settlers are the Scotch, English, Irish, Germans, and Americans. The last mentioned were in many cases Canadians who had gone from Ontario many years ago, and settled in Dakota, Iowa, Nebraska, or other states, but who have sold out their farms in these places and have transferred themselves, their families, their horses, cattle, and farming implements to Manitoba or the Northwest Provinces. These ordinarily are the most successful settlers, having been accustomed to the kind of life, and scarcely lose one day after reaching their new homes in beginning to plough and prepare for crops of various kinds.

The number of new settlers who have made homes for themselves in 1905 is estimated to be about 146,000. This will result in a large additional acreage of land being under crop next year, and indeed every succeeding year. It is only repeating what has now become a hackneyed phrase when I say "Our great Northwest will soon become the great granary of the world," and will supply a large part of the foodstuffs required by the multitudes in Great Britain and other European countries.

## CANADIAN PREFERENCE

For Canadian made goods is the one way to build up home industries. High tariff would help the manufacturer and benefit the people too, if in some way tacking on the duty to the price of the home-made goods could be prevented. However, this is political. We started out to say that the rush time for using **CHURCH'S ALABASTINE** is near at hand, and to urge dealers who have not yet sorted up in colors to do so at once. Don't wait and be obliged to say to a customer "Just out of that shade." It means loss of business and possible loss of customer, as people somehow get in the habit of going to a store that is so well managed as to never get "Just Out" of anything.

**ALABASTINE** is made in Canada, by Canadian labor, from rock taken out of Canadian mines. Can there be anything more of a home production than **ALABASTINE**? In point of merit **ALABASTINE** has no competitor. It is persistently advertised and in demand all the time—more especially so, Spring house renovating time.

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**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Bulwell Coal Co., of Calgary, has started operations near Lethbridge, Alta.

The Peterborough Lock Co. have paid a dividend of 6 per cent. for the past year.

Heard & Co's tool works, of St. Thomas, report a very busy season, particularly in rakes.

The town of Rainy Lake passed a by-law to raise \$35,000 to install a water-works and sewage system.

The Dominion Coal Co's output for January, 1906, was 231,606 tons, an increase of 70,000 tons over January, 1905.

The American Locomotive Works, Montreal, are delivering sixteen high-class passenger engines to the Intercolonial Railway.

The Dominion Sewer Pipe Company are running their works to the fullest extent in order to handle their large northwest business.

The Michigan Central shops, of St. Thomas, have been very busy of late, but the Pere Marquette shops have been rather slacker than usual.

The International Atcheson Graphite Co's factory at Niagara Falls is now in operation. This factory has ten electric furnaces costing \$30,000.

The Anthony Wire Fence Co. are installing machinery in the factory they have leased at Windsor, and will employ 10 or 15 hands in a short time.

The Intercolonial Railway Co. have delivered their new 80-pound rails from Sussex to St. John, N.B., which will replace the 50-pound rails now in use.

The shareholders of the Canadian Pacific Railway Co. will be asked to consider the increasing of the company's capital stock from \$110,000,000 to \$150,000,000.

The Garr-Scott Threshing Machine Company are negotiating with Regina with a view to erecting a large warehouse there, similar to the one in Winnipeg.

The Grand Trunk Railway Co. have authorized the expenditure of three and a half millions in rolling stock in order to handle the coming season's wheat crop.

Mr. Frederic Nicholls, president of the Niagara and St. Catharines Railway & Navigation Co., announces that he will put a new boat on the Port Dalhousie line for 1907.

The Central South African Railway will shortly call for tenders for supplying Douglas fir. Copies of specifications may be had from the Superintendent of Commercial Agencies, Ottawa.

The Niagara, St. Catharines & Toronto Railway Co. will apply to parliament for permission to extend its line from

Niagara Falls to Brantford, also from Thorold to Niagara-on-the-Lake.

The citizens of Midland, have hopes of that town becoming the lake terminus of the Grand Trunk Pacific railway. The G.T.P. have purchased considerable yard room and water frontage there for this purpose.

After April 1 next the Toronto Street Railway Co. will pay a dividend of six per cent. per annum instead of five per cent. In percentage of earnings, rentals and taxes, the city received during 1905 \$405,638.89.

The Lyons Electric Company, of Brantford are asking that city for a ten years' franchise for commercial lighting. They offer to supply a current at a flat rate of 5 cents for a 16-candle-power lamp a week.

Assessment Commissioner Foreman, of Toronto, has been negotiating with representatives of a large firm from the State of Indiana, now employing 400 hands, who wish to locate a branch factory in Canada.

The Wolverine Reed Co., of Detroit, have closed their plant there and are moving to Walkerville, having leased the building formerly occupied by the match company. The reed works will employ from 50 to 60 hands.

The Toronto Railway Company are building a number of cars for Winnipeg, and will also build more new ones for the Toronto service. The company have also been negotiating for about 5,000 tons of steel rails for Toronto.

The Anderson Stone Quarry Co., of Amherstburg, has been reorganized with a capital stock of \$1,000,000, and will begin operations in about two months. \$50,000 has been spent in machinery and about 100 men will be employed.

H. J. McNeill, of Brandon, president of the Great Northern Manufacturing Company, has sold the invention known as the threshing machine belt guide and shifter, with all rights, to S. S. Graham, of Fargo, and J. C. Foster, of Hope, N.D.

The International Railway car barns at Niagara Falls have been destroyed by fire, the loss amounting to \$125,000. It is reported that the company may move its division headquarters to Niagara Falls, N.Y. Thirty cars were destroyed with the barns.

The Window Glass Machine Company of Canada have entered into agreement with the town of Cayuga, which will be voted on March 2. Representatives of the Imperial Plaster Company, of Toronto, have also been to Cayuga with a view to opening up the plaster deposits there.

Alex. Morison, of Bay City, patentee



of a process for manufacturing binder twine from flax cordage, is in Sarnia regarding the erection of a factory there. It is claimed for Mr. Morison's process that it will produce a superior binder twine at much less than the present prices.

The new Canadian Pacific steamers for the Atlantic line will be fitted with appliances for receiving sound signals through the water. At important points in the St. Lawrence River, submarine bells have been placed, which, in foggy weather, are sounded automatically by pneumatic pressure.

The James Pender Co., of St. John, N.B., have about completed their new nail and wire mills, which will about double their capacity. Their annual meeting was recently held, and it is understood that they have declared a dividend of 12 per cent. with an additional bonus of 9 per cent.

The Buffalo Subway Railroad Co. have been incorporated at Albany, N.Y., presumably to construct a tunnel from Niagara street to East Buffalo to take care of passenger traffic; but it is reported that the Canadian Pacific railway is behind the scheme, and intends to get into Buffalo by the proposed tunnel.

A million dollar contract was given by the Montreal Street Railway Company for a new power house to be completed this year. The company has also let a contract for 6,000 tons of steel rails to lay 50 miles of track. No Canadian companies making "T" rails, the contract went to the United States Steel Corporation.

The profits of Crow's Nest Coal Co. in 1905 amounted to \$497,898. Dividends aggregating \$349,418, being at the rate of 10 per cent. were paid. With the balance brought forward from 1904, and the income derived from premiums on new stock, the company have carried forward to the credit of profit and loss account for 1906, \$351,801.

The Grand Trunk will construct a branch line from Falkenburg to Port Carling, Muskoka, in order to retain their traffic to Muskoka Lakes, which is threatened by the C.P.R. and James Bay lines. Upon the completion of this line, about midsummer, the trip from Toronto to Port Carling will occupy only about three and a half hours.

#### Companies Incorporated.

The Anthony Wire Fence Company of Canada, with head office at Windsor, has been incorporated with a share capital of \$100,000 for the purpose of manufacturing and selling wire fences and machinery for making same. The provisional directors are D. P. Anthony, T. C. Harris, J. C. Hitchens, J. W. Nixon and C. B. Anthony.

The Capital Scale, Brass & Iron Foundry Company, with head office at Ottawa, has been incorporated with a share capital of \$40,000 for the purpose of taking over the stock and good will of Gorman, Miller & Dittman, and continuing the manufacture of scales, brass work and weighing machines. The provisional directors are R. B. Gorman, F. Miller, A. E. Dittman, L. J. Kehoe and E. P. McGrath.

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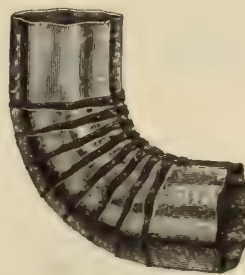
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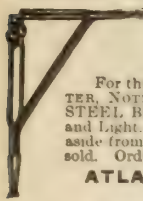
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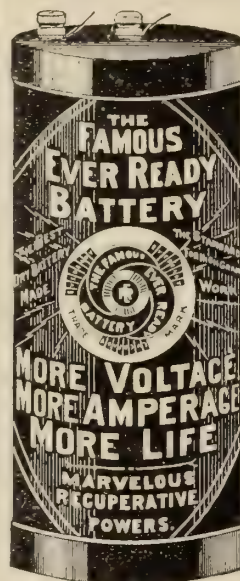
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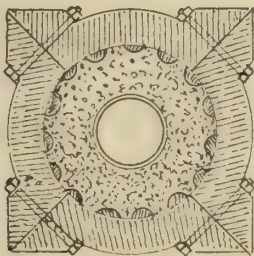
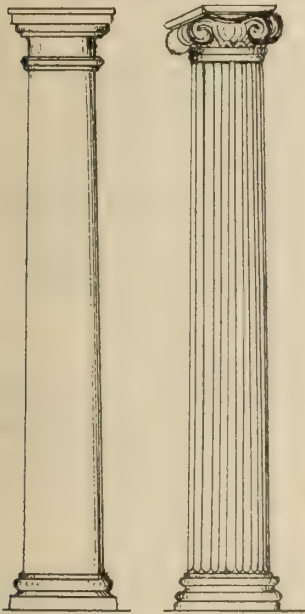
82 St. Francois Xavier St., Montreal



## THE CONCRETE COLUMN COMING.

Our factory buildings and manufacturing plants are not intended to be things of beauty or ornaments to the neighborhood, being designed, as they well should, with an eye to economy. At the same time a little more thought and attention as to appearance would go a long way towards making attractive and more desirable the district in which they are located. There is no reason why the fronts of industrial concerns should not be designed with the same artistic effect as those of banks and public buildings, now that the adaptations of cement and concrete are so manifold, and the cost compared with stone so low.

Columns made of Concrete —  
Caps & Bases of Cement —



— Sectional view of mould —  
— for fluted Shafts —

One of the means to this end should be found in the concrete column now being made to considerable extent. According to Cement and Engineering News, from which the views shown of molding concrete columns are taken, the concrete column must and will eventually displace those of stone and wood. A wooden column fluted, 20 feet high by 30 inches in diameter, will cost at the factory \$85.00, with transportation charges extra. The form for molding such a column in concrete will cost \$100. Assuming only four columns made from this form, the cost comes to \$25 each. From actual experience four columns

were made from a form at a total cost of \$50 each, a saving of \$35 a column over wood, or \$140 on the four. Six other columns were subsequently erected of concrete on the river front of the same building, using the same form. This reduced the price of the form to \$10 per column, while the concrete and labor of placing into the form was \$25 per column, or \$350 for the ten concrete columns complete, as against \$850 for wooden columns, showing a net saving of \$500 on the ten columns in favor of concrete.

## BUILDING NOTES.

F. B. Moffat, of Enderby, purposes erecting a flour mill at Vancouver.

The International Harvester Company will erect a warehouse at Regina this year.

Geo. Esterbrook, of Tweed, Ont., expects to erect a large flour mill at Vancouver, B.C.

The Canadian Otis Elevator Works, of Hamilton, will build a \$4,000 addition to their works.

Tenders are asked for the erection of a brick Methodist Church at Markdale, to be 70 by 72 feet.

A three-storey carriage factory will be erected at Fredericton, N.B. E. A. Morgan is interested.

The Calgary Lime & Cement Company are building new lime kilns and otherwise extending their plant.

J. Trussler, of Owen Sound, is at the head of a cement brick company which will build a factory in Berlin.

Price Bros. & Company are reconstructing their mill at Metabetchouan, Que., which was destroyed by fire.

The Y.M.C.A. will shortly erect a building at the corner of McRoberts and St. Clair avenues, Toronto Junction.

The Richelieu & Ontario Navigation Company will build three new passenger steamers at a cost of about a million dollars.

Compton & Montgomery are erecting a new store building at Daysland, Alta. A new hotel, the Argus, is also building a large annex.

The Canadian Pacific Railway Company will build terminals at Lethbridge, Alta., including a ten-stall roundhouse, freight shed and repair shops.

The Brandon Brewing Company, who had their factory burned on Christmas Day, will rebuild on a larger scale than ever. The new building will cost \$75,000.

The city of Vancouver issued building permits in January, 1906, representing \$177,920. This exceeded December last by \$27,000. A busy year in building is expected there.

The Fraser River Lumber Company, of New Westminster, B.C., will build a two-storey saw mill 34 by 84 feet. The place will be equipped with up-to-date machinery throughout.

Messrs. Geo. Schlee, D. B. Detwiler and M. B. Shantz will build a button factory in Berlin, employing between 50 and 60 hands. A sandpaper factory is also spoken of for this town.

The Board of Education for Toronto have made large appropriations for the erection of new schools and collegiate

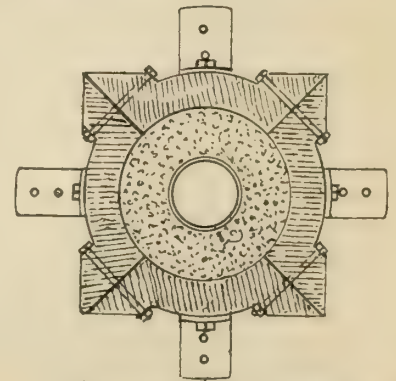
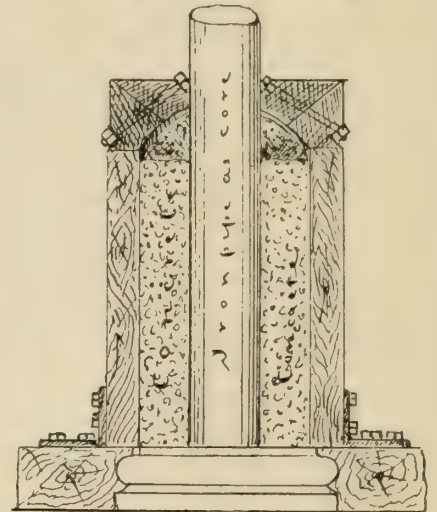
institutes, and for the enlargement of many of the present buildings.

Assessment Commissioner Forman states that a large oil industry will be erected on Ashbridge's Marsh, Toronto. They will commence with about 25 men and an immediate expenditure of \$20,000.

The Allis-Chalmers Company are putting in a large saw mill plant on the west coast of Vancouver Island, at Mosquito Harbor. The machinery has just arrived from Milwaukee and is up-to-date in every way.

Some Brandon citizens met recently and organized a company known as the Brandon Opera House Company, with a capital of \$50,000. They will seek in-

Part of Sectional view  
of Mould for forming Shafts



— Sectional Plan of mould —  
— for Shaft —

corporation for the purpose of erecting a building to be used solely as an opera house, having no stores or offices.

Owing to shortage of coal brought about by the tying up of the last boats by ice on the St. Lawrence, the cement company at Hull were compelled to lay off some of their hands. When they did get coal and took the hands back again, they were unfortunate enough to have their coal building destroyed by fire. They will not stop the mills, however, on this account.

The Steger Sand Lime Brick Company, of Vancouver, will put on the market a new brick or building stone made from Britannia tailings. The brick will consist of fine particles of quartz



bound together by lime in the proportion of five per cent. It is claimed for it that it will withstand nearly four times as much weight as the ordinary brick.

### TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

30. A Midlands company manufacturing pumps of all kinds, is prepared to appoint suitable Canadian resident agent.

33. An engineering firm manufacturing steam engines, boilers, lifting machinery, motor-wagons, sawing benches, pumps, etc., requires the services of one or two firms in Canada with good connections, who would be prepared to take up their agency and push the sale of such goods.

97. A commission agent in Birmingham would like to hear from a Canadian firm manufacturing all kinds of machinery.

101. A Wednesbury firm would like to hear from Canadian firms open to purchase harness, saddlery goods of all kinds.

102. A Walsall firm would like to consider the appointment of an agent for the sale of saddlery goods in Canada.

103. A West Bromwich firm wishes to hear from Canadian buyers of saddlery goods.

105. A Darlaston firm of engineers would like to hear from buyers of all kinds of heavy machinery.

106. A Birmingham firm would be prepared to appoint an agent for the sale of scales, weights, etc.

107. A West Bromwich firm is open to ship nut and bolt manufacturing machinery.

109. A Birmingham firm wishes to get in touch with Canadian buyers of electroplate goods.

112. A large Yorkshire firm, manufacturers of shovels, spades, forks, etc., contractors for the War Office, railways and collieries, and requiring large quantities of shovel, spade, fork, and rake handles, also ash shafts for rammers, hickory, ash and elm pick hammer shafts, desire to get in direct communication with firms in Canada manufacturing this class of goods in carload lots.

116. A large Leeds engineering firm manufacturing iron planing machines, drilling machines, and all kinds of heavy machinery, and tools of high-class quality used in the engineering trade, are desirous of introducing their goods to large engineering firms in Canada, and for that purpose desire direct communication with such firms, when catalogues and prices and photos of machines will be sent.

Try and see if you cannot distance your rival in the matter of window displays. Attractive windows draw many customers.

In the world of trade straight, clean cut business beats out tricks in the end every time. Only lightweights think otherwise.

## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (at \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

### FOR SALE.

## \$2,000 Tin, Stove and Furnace Business for Sale

In the best market town in Ontario; very enterprising; turnover \$18,000; the leading tin business in the town; a good money maker; store, with house attached, for sale or rent; ill health the cause for selling; can be bought right by a quick buyer. C. J. Werner, Dunnville, Ont.

### FOR SALE

GROWING hardware and furniture business in go-a-head Western Manitoba town; investment of slightly over three thousand, less than three years ago, will show at the end of third year surplus about twelve thousand; owner retiring; this will soon go. Apply quick to Box 236, HARDWARE AND METAL. [6]

### SITUATIONS VACANT.

WANTED—Tinsmith, good all-round man for country vill ge; yearly job; must be temperate; one with knowledge of plumbing preferred; state wages and experience. Apply Box 503, HARDWARE AND METAL, Toronto. [6]

WANTED a position of trust by a young active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a go d sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co. [10]

WANTED—Tinsmith at once, experienced in roofing and furnace work; must be temperate; steady job to the right man; single preferred. State wages and experience to S. B. Merrill, Enterprise, Ont. [6]

WANTED—By a manufacturer of high grade standard goods, traveling salesman acquainted with the wholesale hardware trade of Canada; salary and expenses. Box L, HARDWARE AND METAL. [6]

### SITUATION WANTED.

ABLE and energetic young man, open for responsible position as manager, sales manager or traveler; best of references and connection; 14 years' experience in hardware and sundry lines. Apply Box 504, HARDWARE AND METAL. [6]

A YOUNG MAN with 5 years experience at the hardware business would like a position as clerk, or on the road; strictly temperate; A1 references. Box 506 HARDWARE AND METAL, Toronto. [6]

ENGLISHMAN—Salesman, 7½ years' experience, retail hardware, London, England; 7 months with leading wholesale hardware house, Canada; excellent references; age 23. Apply Box H, HARDWARE AND METAL. [6]

## LAFARGE (non-staining) CEMENT

for setting, pointing and backing Limestone, Granite or Marble where freedom from discoloration is desired. Send for descriptive catalogue.

Drain Pipes, Sewer Bricks,  
Fire Bricks, Building Bricks,  
Portland Cement,  
Road Paving Bricks and Blocks.

## F. HYDE & CO.

KING, QUEEN and WELLINGTON STS.  
MONTREAL

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

**"Saugeen Brand"**  
OF PORTLAND CEMENT

Prices on application. Prompt shipments

THE IMPERIAL CEMENT CO., Limited

Makers of the Celebrated Brand

**"IMPERIAL" PORTLAND CEMENT**  
OWEN SOUND, ONT.

USE

**"HERCULES" BRAND**  
PORTLAND CEMENT

Manufactured by

THE GREY & BRUCE PORTLAND CEMENT CO.  
OWEN SOUND  
J. McLAUCHLAN, President.

STREET PAVING and SIDEWALKS a SPECIALTY

## SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office:

Ingersoll, Ontario.

Walter Mills, General Manager  
Ask for quotations for  
Septic Tanks.

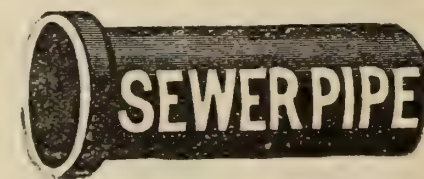
INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement, made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

... FULL STOCK ...

## Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT  
ST. JOHNS, QUE.



# We Know our Business

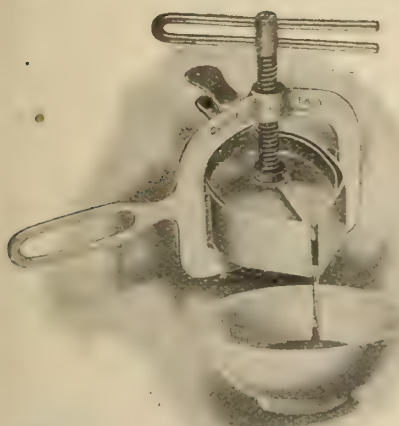
Which is to make the best on the market in

**TARRED FELT, ROOFING PITCH, COAL TAR**

# If you Know your Business

You'll try our "DOMINION BRAND"

**LOCKERBY & McCOMB, 65 Shannon St., Montreal**



## Walker's Quick and Easy Meat and Fruit Juice Press

Made to clamp to the table or hold in the hand. They are made in three sizes and three styles of each size; capacity, one-half pound of meat at a press full.

As all the juice is out as soon as screwed down, several pounds can be pressed in short space of time. The real capacity is equal to others of larger and more expensive prices.

**ERIE SPECIALTY CO., ERIE, PA., U.S.A.**

# THE DAILY OPPORTUNITY

As a day goes by and your failure to write for **Catalogue No. 7** and **Supplements** is registered against you, that "lost" day has to be made up on the 'morrow thinking out schemes to compete with the Hardwaremen in your town who sell

## GURNEY CYLINDER LOCKS

as they hold the "price" cards on you.

But the opportunity frowned on yesterday may be grasped to-day and you can then get to work with extra zeal.

**Catalogue No. 7** and **Supplements** will show you that to do a cylinder lock business you must have the best—**Gurney Cylinder Locks**. These locks have the price that appeals and the quality that satisfies.

We feel sure that you will give consideration to the "made-in-Canada" locks, especially when such consideration is to your advantage.

Make up your mind to know the facts.

## THE GURNEY, TILDEN CO., LIMITED

BRANCHES:

WINNIPEG—Tilden, Gurney & Co., Limited  
VANCOUVER—The Gurney, Tilden Co., Limited

HAMILTON

AGENCY:

Montreal, P. Q.—Charles Nicoll,  
85 St. Peter St.





*The Standard Ideal Sanitary Co. Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs Lavatories Sinks Shop Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure \_\_\_\_\_

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
Sinks, Urinals, Latrines, Etc.**

**Now ready** for distribution and will be mailed on application.

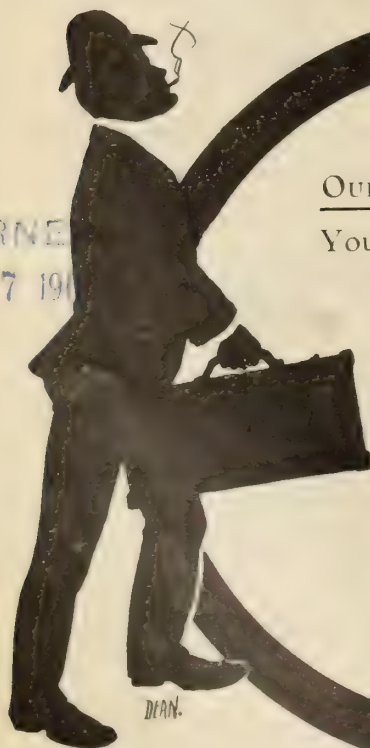
THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

*Head Office and Factory:*

*Port Hope, Ont.*

*Sales Office:*

*50 Colborne St., Toronto.*



OUR TRAVELLERS ARE OUT.

Your orders are solicited  
for the best in

**Engineers'  
and Plumbing  
GOODS**

PRICES LOW, CONSISTENT  
WITH GOOD QUALITY



We make a full line of  
**Steam and Water Goods**  
in Brass and Iron



Baths, Lavatories, Closet Combinations,  
Toilet Fittings, Electric Fixtures

THE JAMES MORRISON BRASS MFG. CO., LIMITED TORONTO

89-97 WEST ADELAIDE ST.



# PLUMBING AND STEAMFITTING

## THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff, in the National Builder, Chicago.

### MAIN TRAP AND FRESH AIR INLET.

Every house drain should have a main trap (Fig. 7), the purpose of which is to prevent the entrance of sewer gases and foul air from the street sewer.

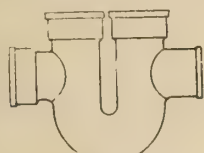


Fig. 7

Where a cellar is provided the trap should be located inside and close to the foundation wall as shown in Fig. 8. Where there is no cellar the trap should be placed outside of the foundation wall, well below frost level, and a brick manhole should be provided around same so that the trap may be easily accessible (Fig. 9). The manhole should not be less than two feet six inches in diameter and should be built with eight-inch brick walls and a cement bottom. The opening should be covered with a bluestone flag three inches thick, or an iron grating.

The main trap should have two clean-out hubs (A and B, Fig. 8), with brass screw cap ferrules calked in.

The trap should be set perfectly level, in order to maintain a proper water seal, without which the purpose for which the trap is provided would be defeated.

When the house drain is placed below the cellar floor the clean-out hubs should be brought to a level with the floor where practicable, as in Fig. 11. If the

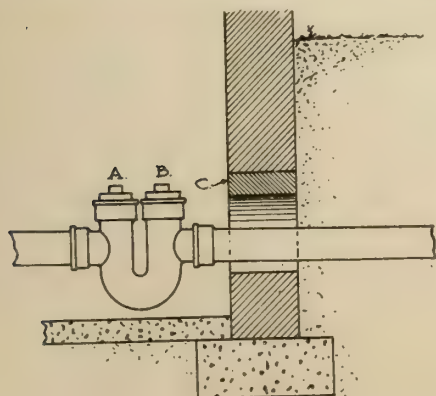


Fig. 8

trap must be located below the cellar floor, it should be made accessible by means of a brick manhole.

Whenever a drain pipe passes through the foundation wall of a building, the

opening for it should be arched and a liberal allowance made for the probable settlement of the building, as at (C), Fig. 8.

The fresh air inlet is a pipe connected to the house drain just inside of the main trap and extending to the outer air. Its purpose is to admit a supply of fresh air to take the place of the foul air that is ejected above the roof, and thereby create a circulation through the entire drainage system. This circulation carries away the dangerous gases which are generated by the decomposition of the solid matter which adheres to the inner surface of the pipe. The fresh air inlet also prevents compression of the air in the house drain inside of the main trap, when there is a discharge of water large enough to entirely fill the pipe. In such a case, if there was no fresh air inlet through which the air could escape, it would be locked between the out-flowing sewage and the water in the main trap, which would seriously retard the

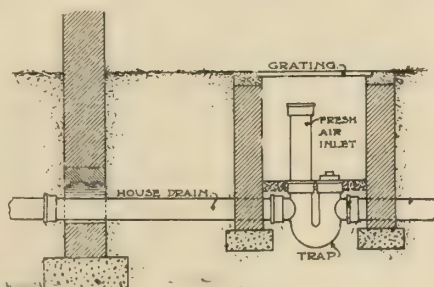


Fig. 9

flow and the compression of the air would force the drain air through the water seal of the main trap, making a disagreeable noise.

The fresh air inlet should never be connected on the sewer side of the main trap as it would then be a vent for the street sewer, instead of a means of supplying pure air to the drainage system.

In order to properly perform its functions the inlet pipe should be the same size as the house drain up to four inches. For five-inch and six-inch drains it should be four inches in diameter, and for seven-inch and eight-inch drains it should be not less than six inches in diameter.

Fresh air inlets under ground should be of extra heavy cast iron. Inlets above ground may be of standard weight pipe.

Another important point relative to the fresh air inlet is the location of the inlet orifice. It should be placed at least fifteen feet from all windows and doors, for the reason that a "blow back" frequently occurs, at which time the fresh air inlet becomes a temporary foul air outlet, and the orifice should be so placed that the foul air gases thus ejected can not enter the house through any windows or doors. This is required

by the health department laws of many cities.

Fig. 10 shows a simple method of constructing a fresh air inlet by connecting

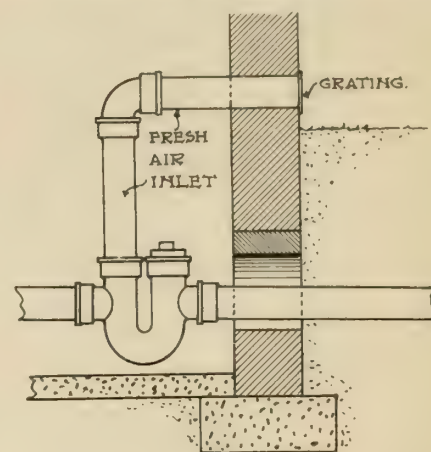


Fig. 10

the inlet to the inside hub of the main trap, carrying it through the foundation wall and covering the opening with a perforated plate. This method is very frequently employed, but is not to be recommended for the reason that the cold air passing through the fresh air inlet will, in Winter weather, freeze the water in the main trap. Also, the location of the orifice would not be advisable if it was within fifteen feet of any openings to the house.

Fig. 11 shows a better way of constructing a fresh air inlet, in that the cold air does not enter directly over the water in the main trap. It also permits of both hubs of the trap being used as clean-outs.

Fig. 12 shows the inlet orifice carried out to the lawn or yard, the required distance from all windows and doors. The end is protected with a vent cap.

Another means of terminating the

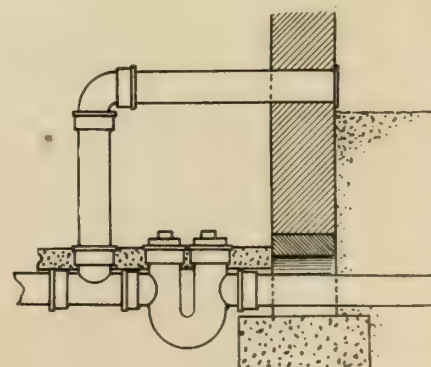


Fig. 11

fresh air inlet is the return bend shown in Fig. 13. There are also on the market a number of patented devices for this purpose, constructed so as to ad-



mit air, but prevent its escape. We do not advocate their use, however, as they prevent the fresh air inlet from performing one of its important functions—that of allowing the air to escape in the case of a "blow back," or the discharge of a large volume of water.

Frequently, in the case of city cottages, the inlet is carried to a cast iron or brick box at the curb, the top of the box being covered with an iron grating (Fig. 14). The bottom of the box should be at least eighteen inches below the bottom of the pipe, in order to catch any dirt that may come through the grating. The grating should be removable so that the box can be cleaned. If it is not cleaned from time to time, the dirt will choke the inlet pipe, thereby preventing the admittance of fresh air to the drainage system. The perforations in the grating should be equal in area to the sectional area of the pipe.

Fig. 15 shows the fresh air inlet carried up through the house and out through the roof. This form of construction is seldom employed for the reason that the results from its use are not always satisfactory. This illustration also shows an improvement in the connection to the main drain, in that a clean-out is introduced just inside of the main trap, at which point it is especially desirable to have access.

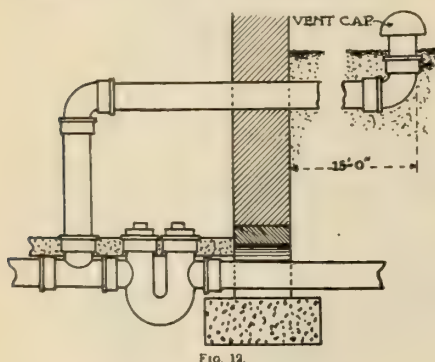


FIG. 12.

### WOODEN WATER PIPE.

The Canadian Pipe Company and the Pacific Coast Pipe Company, two Vancouver manufacturing firms of wooden water pipe, are asking that city to adopt its product to a larger extent. The city is now contemplating great extensions of the system, and orders will soon be given for a large quantity of pipe.

One of the considerations urged by Mr. Judge, of the first mentioned company, was that the cost would be but half that of iron pipe while the expense of laying was much less. Comparisons were made from the amounts needed by the department in its contemplated extensions. The speaker claimed that the pipe would satisfy every demand made upon it, both as to pressure and lasting qualities. Favorable opinions from cities which have used it were also given.

G. S. B. Perry said the wood pipe people did not ask the council to believe its representations, but would rather have it make independent investigations in the places where it had been used. Seattle had 22 miles of the pipe now laid and Victoria had given an order last year. These places might easily be visited and the personal inquiry made. He further contended that the concerns were entitled to favor because they were local firms. Thousands of dollars were brought into the city because of their

establishment and it was but fair that the residents of the city should have the benefit of all the expenditure for pipe instead of the small agent's commission, as is the case where cast iron pipe is used.

The board questioned the representa-

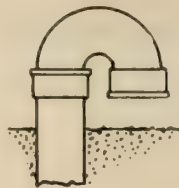


FIG. 13

tives of the companies as to the lasting qualities of the pipe and the wire with which it is wound, and the answer was given that it had shown up well after it had been laid for over ten years.

An investigation of the pipe as it is now in use in Victoria will be made.

### HARD AND SOFT SOLDER.

The usual solders are of two principal classes, the hard and the soft. Hard solders are ductile and will stand hammering, and, it is explained in the Lead and Zinc News, are ordinarily prepared of the same metal as that which is to be soldered, with the addition of some other by which a greater degree of fusibility is obtained, though the addition is not always required to be itself easier of fusion. Under this head comes the hard solder for gold, which is prepared from equal parts of gold and silver, or gold and copper, or gold, silver and copper. The hard solder for silver is prepared from equal parts of silver and brass, but is made better for fusion by the addition of 1-16 part of zinc. The hard solder for brass is obtained from brass mixed with a sixth or an eighth of zinc, and this will also make a hard solder for copper. A good soft solder is tin and lead in equal quantity. Of easier fusion is a solder of bismuth, tin and lead in equal parts.

### ACETYLENE IS HARMLESS.

A striking instance of the harmlessness of acetylene gas is related by H. O. Lamson, of Providence, R.I. He was called to a Catholic school, where he had installed an acetylene plant, to discover, if possible, a leak which existed. In the room occupied by a servant he found the gas jets open, and upon the servant being called it was learned that she came from the country and was not accustomed to the use of gas. She had been occupying the room for nearly a month and had blown the gas out each

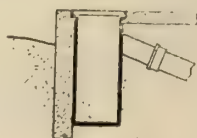


FIG. 14

night. She said she had noticed a peculiar odor but did not know what it was and had suffered no unpleasant con-

sequences. She is a living witness to the freedom from the danger of asphyxiation where acetylene is employed for lighting.

### WINNIPEG PLUMBING LAW.

Winnipeg plumbers are well pleased with the clause in the amended Winnipeg city charter, which has passed the Law Amendments Committee of the Manitoba Legislature, compelling the installation of modern plumbing in all houses and buildings within certain limits. In cases where the proprietors are not able to pay for the improvements the city will become responsible for the work, charging the amount against the owners over a period of several years. This provision will work for the sanitary safety of Winnipeg and incidentally will mean an immense impetus to the plumbing trade in Winnipeg during the coming year.

### TRANSPORTATION OF NATURAL GAS.

At the close of 1904 there were 156,456,370 feet or 29,632 miles of mains for the transportation of natural gas in the

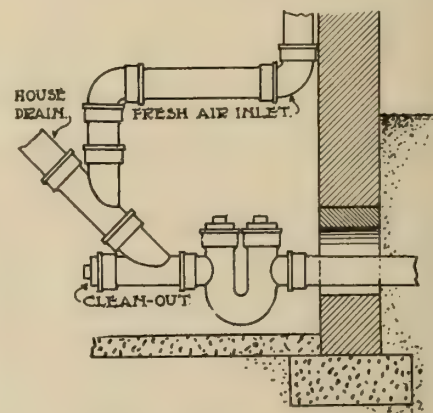


FIG. 15.

United States, which varied from 2 to 38 inches in diameter, says an exchange. The greater portion of pipe in use is 8 and 10 inches in diameter. The line pressure on the smaller pipe up to 10 inches runs as high as 400 lbs.; for 20 in. diameter the pressure is usually less than 300 lbs. to the square inch. Originally the gas pressure in the wells was sufficient to transport large quantities in ordinary-sized pipes to points of consumption many miles distant. In many instances during recent years the gradual falling off of the natural pressure has made it necessary to install powerful pumping or compressing machinery.

By far the most economical results have been secured by large gas engine compressors, in which natural gas is exploded instead of steam being used, and in which 9 cubic feet have developed 1 h.p. per hour, while working at about 1,500 h.p. capacity. Thirty cubic feet of gas have been compressed from 0 to 270 lb. pressure to the square inch by the consumption of 1 cubic foot of natural gas, whereas double that amount of gas is consumed under boilers supplying double-expansion condensing steam engines to do the same work.



## PLUMBING MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,

Montreal, Feb. 16, 1906.

Business is keeping up very well indeed, as in spite of somewhat more unfavorable weather building operations in Montreal and vicinity are very extensive and consequently plumbing contracts are numerous.

Prices continue the same as last week and there is no feature of interest, except the continued strength of iron pipe, where an advance has long been expected.

**Range Boilers**—The market is firm and prices continue the same as last week. We quote as follows: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28.00. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Although pig lead is weakening almost daily, pipe remains at its high-water mark price. Our discounts are: 15 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Deliveries are much better than for some time past, although the demand keeps up very well. We still give the following quotations: Discounts on all sides of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—No advance has yet taken place, although such has for some time been expected. The market, however, is remarkably firm and the tendency is certainly upward. We are still quoting as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—Trade is fair and very satisfactory for this season. We quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—Both tin and lead are experiencing a declining market, but this

has not yet affected solder, which is still being stiffly maintained at the following prices: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder), 18c.

**Enamelware**—Sales are large, as contracts for this class of work have been very numerous for some time past. We quote: Baths, rolled rim, 5 feet 2 1-2 inch rim, American, \$22.25; Canadian first quality, \$18.65; special, \$16.65; 3 inch rim, American, \$29.25; Canadian first quality, \$20.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,

Toronto, Feb. 16, 1906

Supply houses report trade quiet, the expected falling off having taken place considerably later than usual. Travelers are picking up a little business in plumbing supplies, but the bulk of the trade being done just now is in heating goods.

Manufacturers are booking good orders for Spring delivery to jobbers, who are looking for an active season's trade. Building will continue actively in the opinion of most supply men and this means good business for both plumbing and heating supply houses.

**Lead Pipe**—Prices hold firm and business is active. We quote: Lead, 7c.; lead waste pipe, 8c.; discount, 15 per cent.

**Soil Pipe and Fittings**—The usual demand is reported. Prices are firm. We quote as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Buying is active, with unchanged prices. We quote as follows: Black, 1-4 inch, \$2.09; 3-8, \$2.09; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch, \$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

**Iron Pipe Fittings**—Demand continues satisfactory, with prices unchanged. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.;

American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—Prices continue steady, with a normal trade doing. Our quotations are as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—Steady prices continue with demand fair. We quote: Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enamelware**—Manufacturers are booking good orders for Spring business. Prices are very firm. We quote: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

### PLUMBING ITEMS.

The Petrolea Gas Company have ordered six miles of piping and will install it as soon as weather permits.

The Fred Armstrong Co., Limited, have been awarded the contract for the plumbing and heating at the Ocean House, corner King and Queen streets, Toronto.

A large leak of gas into the sewers at Belleville and the setting fire to it by accident has caused a serious condition. After a week's effort to fix matters up the problem remains unsolved.

Ottawa hardware stores are being waited upon by police officers, some one having called attention to a by-law requiring all retailers of water taps to purchase a license therefor. Thus the police officer is inquiring if the dealers have the necessary license and warning them that they must get one or cease to sell taps.

Amongst the contracts being completed by the Wm. Smith Plumbing Company, London, are the following: Plumbing and hot water heating for the Imperial Bank and Mr. M. O'Brien's residence, and plumbing for houses for Mr. Welford, Mr. Curtis, Mr. R. Smith and for an addition to the Richmond Hotel.



## ELECTRICAL AND LIGHTING

### EXHIBITION IN FRANCE.

A recent exhibition organized by a Paris journal, contained between thirty and forty exhibits.

Several Paris firms showed bronzes d'éclairage, and a number of electric fittings, but the most comprehensive among the lighting exhibits were the acetylene apparatus and fittings. The Societe des Boites-Lumiere, 27 Rue Desrenaudes, Paris, displayed its specialty, a portable acetylene lamp, consisting of a tin filled with carbide. Into the top of this a tube carrying a burner is screwed. To obtain a light the can is placed in a bucket of water, when enough acetylene is generated to burn for some hours. When exhausted the can may be thrown away as of no value. It is claimed that these "boites-lumieres" are especially useful to persons living in country districts where other illuminants are not readily procurable, as well as to calomnists, explorers, and others.

The heating exhibit was chiefly characterized by an interesting show of electric heaters. Briffault, the leading French firm for kitcheners, etc., had a large line of electric tea kettles and flat irons and warming pans, pipe lighters and sauce pans; and Le Roy (43 Rue de Boulainvilliers, Paris) and the Societe l'Electro-Culinaire, 12 Boulevard de Strasburg, Paris, had attractive exhibits of the same nature.

Dollfus & Noack, of Valdoie, showed footrugs and similar articles for electric heating.

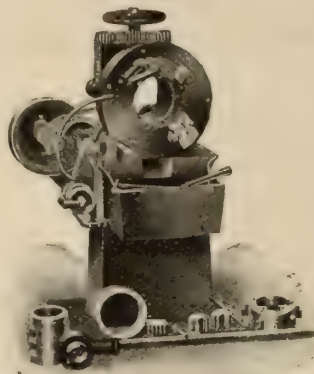
Heating by electricity is at present an expensive luxury, but several of the Ardennes foundries turn out electric radiators. In the "Pied-Selle" radiator the heat is obtained by woven metal, the wool in resisting wire and the warp in asbestos wire forming a sort of trellis work. Three sheets of this metal gauze are contained in a case about two feet high and heated to 200 degrees C. Each sheet can be switched on or off separately, and each consumes five amperes at 110 volts per hour. In the apparatus made by Godins plates are employed instead of wire gauze.

La Societe d'Eclairage-Intense displayed lamps to burn alcohol, claimed to give a purer and whiter light than incandescent petrol, whilst at the same time being free from smoke and smell. Of course these lamps are only economical to use in countries like France where denatured alcohol is cheap.—Ironmonger.

The jobbers spend a good deal of money sending their travelers forth to sell goods. Is there any reason why you should not follow suit and call on the people in your neighborhood?

## MERRELL COMBINED HAND AND POWER MACHINES

Nos. 9½, 11½.



These are the only machines obtainable that will cut and thread eight and twelve-inch pipe when used as hand machines—cut and thread with ease and to the satisfaction of the operator.

No. 9½ cuts and threads pipe 2½ to 8 inches, inclusive. No. 11½ cuts and threads pipe 4 to 12 inches, inclusive.

Correspond with us and know the value of handling these machines.

**We have issued a beautiful Catalogue.**

**THE CANADIAN FAIRBANKS CO.**

Sole Agents for Canada Limited  
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

The Best Door Closer Is . . .

### NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

**W. NEWMAN & SONS,**

Hospital St., BIRMINGHAM

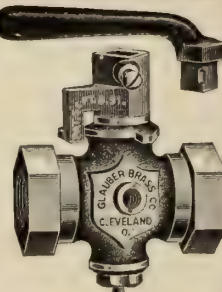
GUARANTEED

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Y E A R S  
Y E A R S  
Y E A R S

5 5 5

GUARANTEED



*At the Same Price*

*Isn't it Best to use the Kind that are*

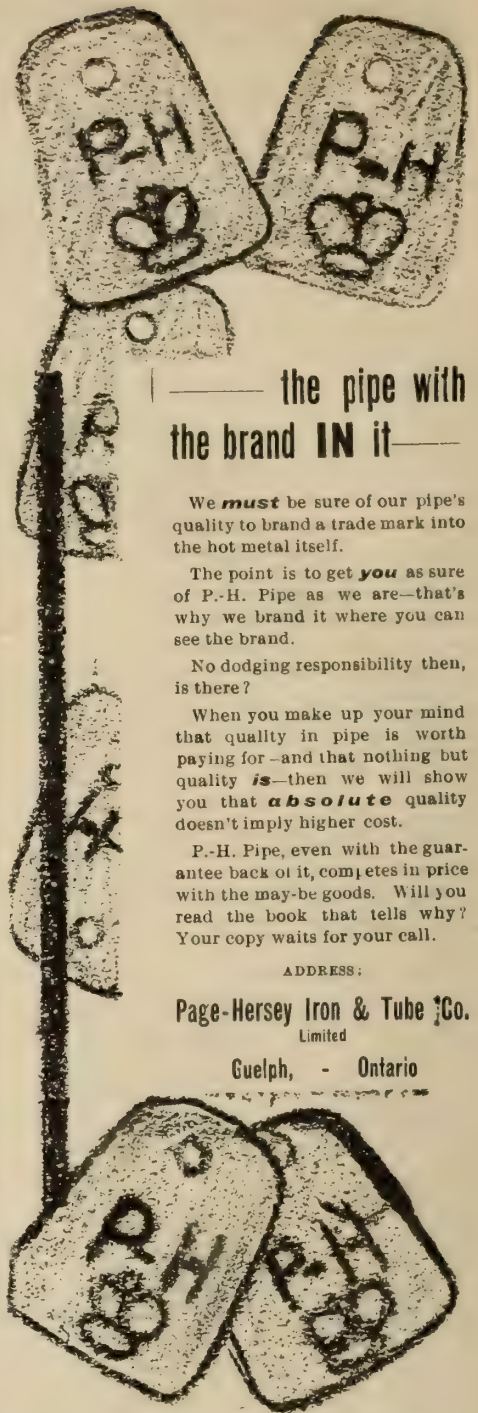
**GUARANTEED**

FOR

**5 YEARS 5 YEARS 5**

BY

**CLAUBER, CLEVELAND, OHIO, U.S.A.**



the pipe with  
the brand **IN** it—

We **must** be sure of our pipe's quality to brand a trade mark into the hot metal itself.

The point is to get **you** as sure of P-H. Pipe as we are—that's why we brand it where you can see the brand.

No dodging responsibility then, is there?

When you make up your mind that quality in pipe is worth paying for—and that nothing but quality **is**—then we will show you that **absolute** quality doesn't imply higher cost.

P-H. Pipe, even with the guarantee back of it, competes in price with the may-be goods. Will you read the book that tells why? Your copy waits for your call.

ADDRESS:

**Page-Hersey Iron & Tube Co.**  
Limited

Guelph, - Ontario



THIS

**TRADE MARK**

will be found on all

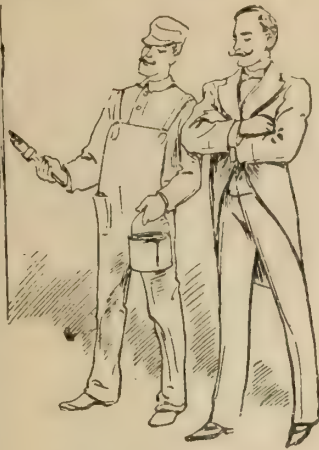
**GENUINE ARMSTRONG**



**STOCKS and DIES**

**THE ARMSTRONG MFG. CO.**  
BRIDGEPORT, CONN.





## Ramsay's Talking Paints

It's easy to talk paints, but quite a different matter to get paints that talk.

By Paints that talk we mean paints that tell a customer they are the right paints, better than you can do it yourself.

Ramsay's Paints do their own talking.

Ramsay's Paints tell a man just what a good paint is, and tell him in a way that makes him feel good.

Ramsay's Paints talk customers to your store—pleased and satisfied customers. If you want that kind of customers, get the right paint.

Ramsay's Paints talk a quality, and talk a price.

Ramsay's Paint talks are guaranteed.

### A. RAMSAY & SON COMPANY

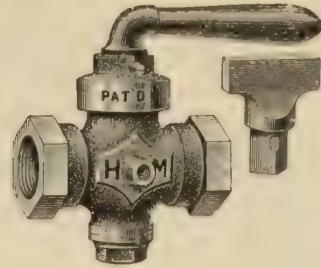
Est. 1842

MONTREAL

PAINT MAKERS

## MUELLER GROUND KEY WORK

NO. 49 STOP AND WASTE COCK.



Whether a stop cock will carry all the water it was intended to is not wholly a matter of the size of the waterways in the body and key, but just as much a matter of the check being true so that when the cock is open the waterways are matched.

The position of the check lugs in Mueller Stop Cocks is made true by design and careful milling. When the cock is open the waterways are in exact line and permit the flow of all the water the cock was intended to carry.

Mueller Stop Cocks are made in solid handle, socket head and patent cap patterns and in all styles of pipe connection. The cock illustrated is the patent cap pattern, iron pipe style.

Each cock bears the Mueller trade mark and is *unconditionally* guaranteed.

### H. MUELLER MFG. CO.

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

## DONT WORRY



USE

# UNITED

## TRIED and TESTED PLUMBERS' BRASS GOODS

and your worries will  
cease

Used by leading Plumbers  
**Everywhere**

### UNITED BRASS MF'G CO.

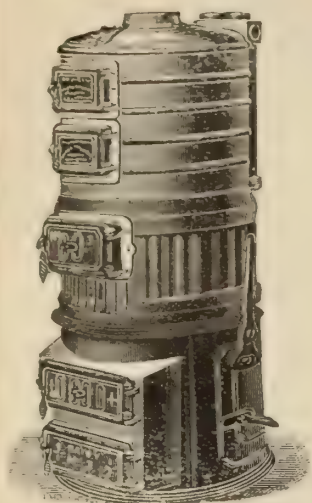
CLEVELAND, OHIO, U.S.A.

## USE "UNITED"





**IMPROVED**  
**Daisy Hot Water Boilers**



Simplest in  
Construction.

Economical,  
Efficient.

Sales exceed  
all others.

Every Boiler  
Guaranteed.

We also carry large stocks of  
Iron Pipe, Cast and Malleable  
Fittings, Brass Goods, etc.,  
insuring prompt shipments.

Send us your rush orders  
and note results.

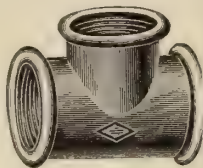
**R. J. CLUFF & CO.**

**50 and 52 Lombard Street, Toronto.**

ONTARIO AGENTS FOR  
**WARDEN KING & SON, MONTREAL**



TRADE MARK  
 REGISTERED



**DIAMOND-BRAND-FITTINGS**

Manufactured and Guaranteed by

The **Oshawa Steam and Gas Fittings Co.**  
Limited

Stocked by all Leading Wholesale Houses.

— **SPECIALTIES** —

Hot Air Furnaces.

Sash Weights and Washers.

Fine Grey Iron Castings.

**OSHAWA, - CANADA**



**We cannot believe  
 you are blind  
 to your own interests  
 and yet—**

if your name is not upon our  
books as a handler of

**The NATURO Closet**

You are certainly neglecting  
the very best chance you will  
ever have for advancing your-  
self in business.

Don't hesitate any longer—  
the assistance we give our  
customers makes success a  
certainty.

**The NATURO Company**

**C. H. MUCKENHIRN**  
PRESIDENT

**Salem, N. J.**



# 50 SALESMEN WANTED

*We require immediately 50 active Salesmen, those having had experience in Gasoline Engines, Farm Machinery or similar goods preferred; thirty to thirty-five years of age; married men preferred;*

## TO WORK ON SALARY AND COMMISSION

### TRAVELLING EXPENSES PAID

Address with particulars to

THE **CANADIAN FAIRBANKS CO. LTD.**

Dept. E.

444 St. James St., MONTREAL

RETURN  
FEB 15 1906

PENBERTHYPENBERTHYPENBERTHYPENBERTHYPENBERTHYPENBERTHYPENBERTHYPENBERTHYPENBERTHYPENBERTHY



TRADE

# PENBERTHY

MARK



**AUTOMATIC INJECTOR**  
Range From  
22 lbs. Low to 155 lbs. High.

## Manager—

That's right, John. When you say you want "**A Penberthy Injector**" I know your judgment is good.

Remember, too, when you want anything for the Engine or Boiler be sure you get

## PENBERTHY GOODS

THEY GIVE A FEELING OF SECURITY!

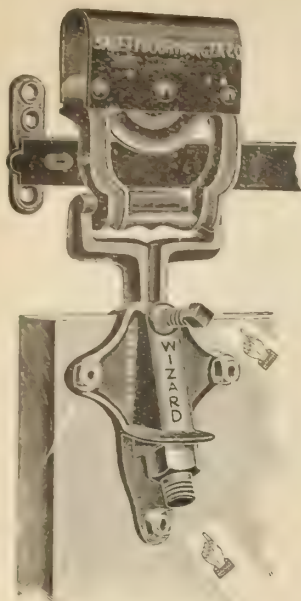
Manufactured by  
**PENBERTHY INJECTOR CO., Limited, - Windsor, Ont.**



**"SWIFT"**  
Single Connection  
Lubricator.

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Mr. Dealer :

IF YOU ARE SATISFIED with the business you are doing in Door Hangers do not read the remainder of this "ad." We don't believe you will object to increasing your sales in this line. We know you can increase them by handling the

## WIZARD ADJUSTABLE HINGE HANGER

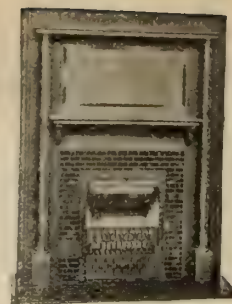
The Wizard has both LATERAL and Vertical adjustments—features possessed by no other Flexible Hanger. These distinct advantages will please your old customers, and they, in turn, will send you new ones.

JUST TO BE CONVINCED, give your Jobber a trial order for

**WIZARDS--Remember--WIZARDS**

MADE IN CANADA BY

**Safety Door Hanger Co.**  
HAMILTON, - ONTARIO



**Mantels,  
Grates,  
Tile, etc.**

A Nice Mantel  
is a fine piece  
of Furniture.

**Batty Stove and Hardware Co.**  
182 Adelaide Street West

## A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**

HESPELER - - - ONTARIO



## "RED DEVIL" 2-in-1 GLAZIER'S TOOL

Do not accept other makes as substitutes for RED DEVIL tools. Insist upon having them.



See your dealer or jobber about Red Devil Tools, or write us for Glaziers' section of the Green Book of Hardware Specialties.

**SMITH & HEMENWAY CO.,** Dept. 5, 296 Broadway, New York

ALLEN C. JENKING & CO., Room 215 Coristine Bldg., MONTREAL

There are various methods employed in tempering springs.  
The up-to-date concern is

THE  
**WALLACE BARNES CO.**  
BRISTOL, CONN.

Send specification for prices.

Ask for latest catalogue.

The most light for the least money  
**C. G. E. INCANDESCENT LAMPS**

LONG LIFE

EFFICIENCY

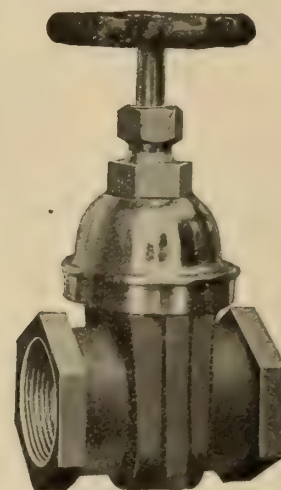
RELIABILITY

Write for prices and quantity discounts.

**CANADIAN GENERAL ELECTRIC CO., LIMITED**

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland.



**KERR'S GENUINE WEBER  
GATE VALVES**

have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

**The KERR ENGINE CO.,**  
Manufacturers Limited  
WALKERVILLE - ONTARIO



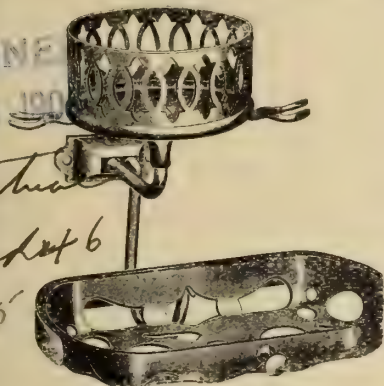
# Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

**ALL READY FOR SPRING TRADE**

MAIL YOUR ORDERS TO

**WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.**



Combination Tumbler, Soap and  
Tooth Brush Fixture

## BATH ROOM FIXTURES

are manufactured  
*wholesale* by

The **CARRIAGE  
MOUNTINGS  
CO., Limited**

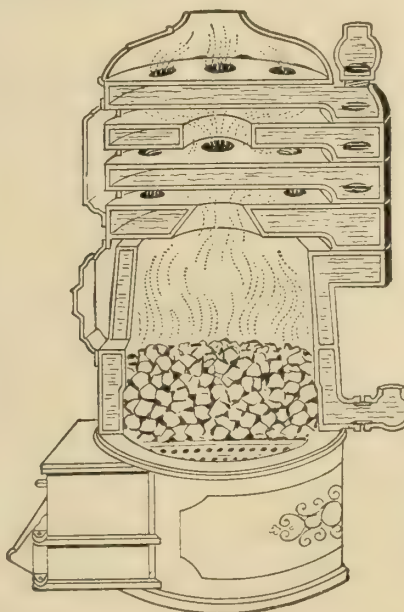
**TORONTO**

Write for Catalog "B."

## Go after the jobs that pay —the house-heating jobs.

About half the men who ought to be making good money in the house-heating line are missing it.

They are missing it because their nerve isn't quite equal to asking the right price for the right kind of a house-heating installation—say



## THE OXFORD SYSTEM

They scabble along getting a living out of the business by doing work on a **price** basis—when they ought to be putting away money with work done on a **quality** basis.

The fun of it all is that the **quality** basis is the easiest—if a man starts right and hustles—hustles—hustles.

The quality basis is specially easy when the man has such help as we give freely and gladly to any man that will really push The Oxford ("B" series) Boiler.

If you will send us your business card to-day, you'll know all about it inside of a week's time.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges, and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

**The Gurney Foundry Co., Limited**

TORONTO

WINNIPEG

VANCOUVER

The Gurney Standard Metal Co., Limited, Calgary, Alta.

The Gurney-Massey Co., Limited, Montreal, Que.

147







# CLAUSS BRAND EBONY HANDLED RAZORS

FULLY  
WARRANTED



Manufactured from finest Clauss  
hammered steel.

Hardened by our secret process,  
Honed and set ready for use.

Crocus-finished back, tang  
and shoulder.

High blue-polished blades.

**CLAUSS SHEAR CO.**

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

## SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60  
per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

## SINKS.

Castiron, 16 x 24..... 0 85  
" 18 x 30..... 1 00  
" 18 x 36..... 1 40

## SOLDERING IRONS.

1 1/2-lb. .... per lb. .... 0 37  
2-lb. or over ..... " ..... 0 34

## SOLDER.

Per lb. ....  
Bar, half-and-half, guaranteed 0 22  
Wiping ..... 0 18 0 20

## PAINTS AND OILS.

### COLORS IN OIL.

#### 1-lb. tins, pure.

Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French ..... 0 08  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

## DRY WHITE LEAD.

Barrels ..... 5 50  
100-lb. pkgs. .... 5 75  
6 to 10-lb. tins ..... 6 75

## GROUND WHITE LEAD.

Per 100 lbs. ....  
Pure ..... 6 25 6 59  
No. 1 ..... 5 80 5 95  
No. 2 ..... 5 95  
No. 3 ..... 5 10  
No. 4 ..... 4 75  
Munro's Select Flake White ..... 5 65  
Elephant and Decorators' Pure ..... 5 75  
Tiger brand, pure ..... 5 75  
Decorators' Special, exterior  
use ..... 5 30  
Monarch ..... 5 75  
Decorators' Pure ..... 5 75  
Essex Genuine ..... 5 75  
Brandram's B. B. Genuine ..... 6 00  
"Anchor," pure ..... 5 75  
Sterling Pure ..... 5 75  
Island City Pure ..... 5 75  
Ramsay's Pure Lead ..... 5 75  
Ramsay's Exterior ..... 5 50  
"Crown and Anchor," pure ..... 5 50

## RED LEAD.

Genuine, 560 lb. casks, per cwt ..... \$5 75  
Genuine, 100 lb. kegs, ..... 6 00  
No. 1, 560 lb. casks, per cwt ..... 5 50  
No. 1, 100 lb. kegs, per cwt ..... 5 75

## DRY WHITE ZINC.

Extra Red Seal ..... 0 07 0 08  
French V. M. .... 0 06 0 07  
Lehigh ..... 0 05 0 06

## GROUND WHITE ZINC.

Pure ..... 0 08 0 09  
No. 1 ..... 0 63 0 07  
No. 2 ..... 0 52 0 06

## PREPARED PAINTS.

### In 1, 1/2 and 1-gallon tins.

Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60 0 90  
The Sherwin-Williams paints ..... 1 40  
" " gal. .... 1 35  
" " gal. .... 1 30  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Peary's pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 30  
Francis-Frost Co.'s "Ark" B'd ..... 1 25  
" " British Navy deck ..... 1 50  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. .... 1 20  
" " Thistle, ..... 1 00  
" " Outside, bbls ..... 0 55 0 65  
Island City House Paint ..... 1 25  
" " Floor ..... 1 25  
Martin-Senom Co.'s 100 p.c. pure, gal. .... 1 35  
" " " " 1/2 gal. .... 1 40  
" " " " 1/4 gal. .... 1 45

Sterling House Paint..... 1 25  
"Floor "..... 1 25  
National ..... 1 05  
Jamieson's "Crown Anchor" ..... 1 20  
Senour's Floor Paints.....gal. .... 1 20

## Canadian English

### PARIS GREEN.

Per lb. ....  
600-lb. barrels ..... 0 17 1/2 0 15 1/2  
250-lb. kegs ..... 0 17 1/2 0 16 1/2  
50 and 10-lb. drums ..... 0 18 0 16 1/2  
25 lb. drums ..... 0 18 1/2 0 17  
1 lb. paper boxes ..... 0 19 0 17 1/2  
1/2 lb. tins ..... 0 20 0 18 1/2  
1/2 lb. paper boxes ..... 0 21 0 19 1/2  
1 lb. tins ..... 0 20 1/2 0 20  
Terms 2 per cent. off 30 days or 90 days.

## PUTTY.

Bulk in bbls. .... 1 50  
Bulk in less quantity ..... 1 80  
Bladders in bbls. .... 1 80  
Bladders in kegs, boxes or loose ..... 1 95  
12 1/2 lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

## VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
"rubbing" ..... 2 85 3 20  
Gold size, japan ..... 1 50 1 60  
No. 1 brown japan ..... 0 85 0 90  
Elastic oak ..... 1 10 1 25  
Furniture, extra ..... 0 90 1 00  
Hard oil finish ..... 1 35 1 50  
Light oil finish ..... 1 60 1 70  
Damar ..... 1 75 2 00  
Shellac, white ..... 2 40 2 50  
"orange" ..... 2 30 2 40  
Turpentine, brown japan ..... 1 10 1 20  
"black japan" ..... 1 10 1 20  
No. 1. 0 85 0 90  
Elastilite varnish, 1 gal. can, each ..... 2 75  
Grainite floor finish, per gal. .... 2 75  
Maple Leaf coach enamels: size 1, \$1.20  
size 2, 70c; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted  
case, from 1 to 1 gal., \$2.50.  
Canada Paint Co.'s sun varnish ..... 2 00  
Copaline, per gal. can ..... 2 00  
"Kyanize" Interior Finish ..... 2 40  
"Flint-Lac" coach ..... 1 80  
"Gold Medal," per gal., in cases ..... 2 00

## GLUE.

Common ..... 0 08 0 08 1/2  
French medal ..... 0 10 0 14  
White, extra ..... 0 16 0 18  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Ground ..... 0 12 0 16

## HARDWARE.

### AMMUNITION.

#### Cartridges.

B. B. Cape Dominion, 50 and 5 and 25 per cent.  
American \$2.00 per 1000.  
C. B. Cape American, \$2.80 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, Amer-  
ican, vdd 20 per cent. to list. B.B. Caps,  
discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Domin-  
ion, 30 per cent.  
Central Fire Cartridges, Sporting and Military,  
Dominion, 15 per cent. advance on list.  
Loaded and empty Shells, "Trap" and  
"Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival  
and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American \$1.75

### Wads.

per lb. ....  
Best thick brown or grey felt wads, in  
1-lb. bags ..... \$0 70  
Best thick white card wads, in boxes  
of 500 each, 12 and smaller gauges ..... 0 29  
Best thick white card wads, in boxes  
of 500 each, 10 gauge ..... 0 35

Ibin card wads, in boxes of 1,000 each,  
12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge ..... 0 25  
Chemically prepared black edge grey  
cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... 0 60  
9 and 10 gauges ..... 0 70  
7 and 8 " ..... 0 90  
5 and 6 " ..... 1 10  
Superior chemically prepared pink  
edge, best white cloth wads, in  
boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 65  
5 and 6 " ..... 1 90

## ADZES.

Discount 22 1/2 per cent.

## ANVILS.

Wright's, 80-lb. and over ..... 0 10 1/2  
Hay Budden, 80-lb. and over ..... 0 09 1/2  
Brook's, 80-lb. and over ..... 0 11 1/2

## APPLE PARERS.

Woodyatt Hudson, per doz., net ..... 4 50

## AUGERS.

Gilmour's, discount 60 per cent. off list.

## AXES.

Chopping Axes  
Single bit, per doz. .... 7 00 10 00  
Double bit, " ..... 10 00 18 00  
Bench Axes, 40 per cent.  
Broad Axes, 25 per cent.  
Hunters' Axes ..... 5 50 6 00  
Boys' Axes ..... 6 25 7 00  
Splitting Axes ..... 7 00 12 00  
Handled Axes ..... 10 00  
Red Ridge, boys' handled ..... 5 75  
"hunters" ..... 5 25  
Underhill American Bench Axes, 40 p.c.

## AXLE GREASE.

Ordinary, per gross ..... 6 00 7 00  
Best quality ..... 10 00 12 00

## BELLS.

### Hand.

Brass, 60 per cent.  
Nickel, 55 per cent.

### Cow.

American make, discount 63 1/2 per cent.  
Canadian, discount 45 and 50 per cent.

### Door.

Gongs, Sargent's ..... 5 50 8 00  
"Peterboro", discount 50 and 10  
per cent. off new list.

### Farm.

American, each ..... 1 35 3 00

### House.

American, per lb. .... 0 35 0 40

## BELTING.

Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per  
cent.

Agricultural, not wider than 4 in., 75 per cent.

## RITS.

### Auger.

Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

### Car.

Gilmour's, 47 1/2 per cent.

### Expansive.

Clark's, 40 per cent.

### Gimlet.

Clark's, per doz ..... 0 65 0 90  
Diamond, Shell, per doz ..... 1 00 1 50  
Nail and Spike, per gross ..... 2 25 5 20

## BLIND AND RED STAPLES.

All sizes, per lb. .... 0 07 1/2 0 12

## BOLTS AND NUTS

Carriage Bolts, common (\$1 list) Per cent.  
" " " " " " " " 60 and 10  
" " " " " " " " 55 and 5  
" " " " " " " " 60  
" " " " " " " " 60  
" " " " " " " " 60  
Machine Bolts, all sizes, 1/2 and  
less ..... 55

Machine Bolts, 7-16 and up.... 55 and  
Plough Bolts ..... 55 and  
Blank Bolts ..... 55 and  
Bolt Ends ..... 55 and  
Sleigh Shoe Bolts ..... 70  
Coach Screws, cone point ..... 70 and  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4 1/2c. per lb. off.  
Stove Rods per lb., 3/4 to 6c.

## BOOT CALKS.

Small and medium, ball ..... per M 4 25  
Small heel ..... " 4 50

## BRIGHT WIRE GOODS.

Discount 62 1/2 per cent.

## BUTCHERS' CLEAVERS.

German ..... ner doz. 6 00 9 00  
American ..... 12 00 18 00

## BUILDING PAPER, ETC.

Tarred Felt, per 100 lb. .... 2 00  
Ready roofing, 2-ply, not under 45 lb.  
per roll ..... 0 95  
Ready roofing, 3-ply, not under 65 lb.,  
per roll ..... 1 20  
Carpet Felt ..... per ton 60 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Surprise ..... 0 42 1/2  
Dry Sheathing ..... per roll, 400 sq. ft. 0 40  
Tar ..... " 400 " 0 50  
Dry Fibre ..... " 400 " 0 55  
Tarred Fibre ..... " 400 " 0 65  
O. K. & I. X. L. .... " 400 " 0 70  
Resin-sized ..... " 400 " 0 45  
Oiled Sheathing ..... " 400 " 1 00  
Oiled ..... " 400 " 0 70  
Root Coating, in barrels ..... per gal. 0 17  
Roof " small packages " 0 25  
Refined Tar ..... per barrel 5 00  
Coal Tar ..... " 4 00  
Coal Tar, less than barrels ..... per gal. 0 15  
Roofing Pitch ..... per 100 lb. 0 80 0 90  
Slater's felt ..... per roll 0 60  
Heavy Straw Sheathing f. o. b. St.  
John and Halifax ..... 37 50

## BULL RINGS.

Copper, \$1.30 for 2 1/2-inch, and \$1.70

## BUTTS.

Wrought Brass, net revised list.

## Cast Iron.

Loose Pin, discount 60 per cent

## Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent  
Loose Pin, discount 70 to 70 and 5 per cent.

## CARPET STRETCHERS.

American ..... per doz. 1 00 1 50  
Bullard's ..... " 6 50

## CASTORS.

Bed, new list, discount 55 to 57 1/2 per cent.  
Plate, discount 52 1/2 to 57 1/2 per cent.

## CATTLE LEADERS.

Nos. 32 and 33 ..... per gross 7 50 8 50

## CHALK.

Carpenters' Colored, per gross 0 45 0 75  
White lump ..... per cwt. 0 60 0 65  
Red ..... 0 05 0 06  
Crayon ..... per gross 0 14 0 18

## CHISELS.

Socket, Framing and Firmer.

Broad's, discount 70 per cent.  
Warnock's, discount 70 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent

## CLOTHES REELS.

Davi: Clothes Reels, dis. 40 per cent.



# The Chance of a Lifetime

There is an unlimited demand for a popular substitute for shingles. Paterson's Wire Edged Ready Roofing costs less, lasts longer, and is easier to put on than shingles.

Made and sold in Canada for over twenty years.

Let us tell you how you can do a profitable and satisfactory trade in our Ready Roofing.

## The Paterson Mfg. Co., Limited Toronto and Montreal.

<b>CONDUCTOR PIPE.</b>		101 to 105.....	24 00	<b>HOES.</b>		<b>Padlocks.</b>	
Plain or Corrugated.		100 to 110.....	27 50	Garden, Mortar, etc., discount 60 per cent.		English and Am..... per doz.	0 50 6 00
2-inch..... per 100 feet	3 00	For less than 100 feet of one size, pane		Planter..... per doz.		Eagle, discount 20 to 25 per cent.	
3 ".....	4 00	list less 33 1/2% Terms 90 days net 2 1/2 30 days.		<b>HOLLOW WARE</b>		<b>MACHINE SCREWS.</b>	
4 ".....	5 25	<b>GAUGES.</b>		Tinned cast, 35 per cent		Iron and Brass.	
5 ".....	6 75	Marking, Mortise, Etc.		<b>HOOKS.</b>		Flat head, discount 25 per cent.	
6 ".....	9 00	Stanley's discount 50 to 55 per cent.		Cast Iron.		Round head, discount 20 per cent.	
<b>COPPER AND NICKEL WARE.</b>		Wire Gauges.		Bird cage..... per doz.		<b>MALLETS.</b>	
Copper boilers, kettles, teapots, etc., 45 per cent.		Winn's, Nos. 26 to 33..... each	1 65 2 40	Clothes line, No. 61.....		Tinmiths'..... per doz.	1 25 1 50
Copper potts, 35 per cent		GILLET'S POWDERED LYE.		Harness.....		Carpenters', hickory, ".....	1 25 3 75
<b>CRADLES, GRAIN.</b>		1-case, \$3.70; 3-case, \$3.60; 5-case and over, \$3.50.		Hat and coat..... per gro.		Lignum Vitae.....	3 85 5 00
Canadian, discount 20 to 25 per cent.		<b>HEAD HALTERS.</b>		Chandelier..... per doz.		Caulking, each.....	0 60 2 00
<b>CROSSCUT SAW HANDLES.</b>		Jute Rope, 1-inch..... per gross	9 00	<b>Wrought Iron.</b>		<b>MATTOCKS.</b>	
S. & D., No. 3..... per pair	0 15	" " ".....	10 00	Wrought hooks and staples Canadian discount 60 per cent.		Canadian..... per doz.	5 50 6 00
S. & D., " 5.....	0 22 1/2	" " ".....	12 00	<b>Wire.</b>		<b>MEAT CUTTERS.</b>	
S. & D., " 6.....	0 15	Leather, 1-inch..... per doz.	4 00	Hat and coat, discount 62 1/2 per cent.		German, 15 per cent.	
Boynton pattern.....	0 20	Leather, 1 1/2 ".....	5 20	Belt..... per 1,000.....		Gem..... each.....	1 15
<b>DOOR SPRINGS.</b>		Web.....	2 45	Screw, bright, discount 62 1/2 per cent.		<b>MILK CAN TRIMMINGS.</b>	
Forrey's Rod..... per doz.	1 75	<b>HAMMERS.</b>		<b>HORSE NAILS.</b>		Discount 25 per cent.	
Coil, 9 to 11 in.....	0 95 1 65	Nail.		'C' brand, 40, 10 and 7 1/2 per cent. off list { Oval		<b>NAILS.</b>	
English.....	2 00 4 00	Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27 1/2 per cent.		M.R.M. Co. brand, 55 per cent. { head		2d.....	3 70 3 15
<b>DRAW KNIVES.</b>		Tack.		'Monarch' 50 and 7 1/2 per cent.		3d.....	2 85 2 80
Coach and Wagon, discount 70 per cent. new list.		Sledge.		'Peerless' 50 per cent. dis.		4 and 5d.....	2 60 2 55
Carpenters' discount 70 per cent.		Canadian..... per lb.	0 07 0 08 1/2	<b>HORSESHOES.</b>		6 and 7d.....	2 50 2 45
<b>DRILLS.</b>		Ball Pen.		F.O.B. Montreal		8 and 9d.....	2 35 2 30
Miller's Falls, per doz., net list.		English and Canadian, per lb.	0 22 0 25	M.R.M. Co. brand, base..... 3 65		10 and 12d.....	2 30 2 25
<b>DRILL BITS.</b>		<b>HANDLES.</b>		Add 15c. Toronto, Hamilton, Guelph.		16 and 20d.....	2 25 2 20
Morse, discount 37 1/2 to 40 per cent.		Axe, 2nd growth, per doz. net	3 00 4 00	<b>JAPANNED WARE.</b>		30, 40, 50 and 60d (base).....	2 20 2 15
Standard, discount 50 and 5 to 55 per cent.		Store door..... per doz.	1 00 1 50	Discount 50 per cent.		Steel cut nails 10c. extra.	
<b>FAUCETS.</b>		C. & B., discount 40 per cent., revised list.		<b>PICKS.</b>		Miscellaneous wire nails, discount 75 per cent.	
10-inch..... per 100 ft.	3 00	Hoe.		Star..... per doz.		Coopers' nails, discount 30 per cent.	
<b>EAVETROUGHS.</b>		C. & B., discount 40 per cent., revised list.		Lock, Canadian dis. 40 to 40 and 10 per cent.		<b>NAIL PULLERS.</b>	
5 and 6-inch, common..... per doz.	1 32	Saw.		Cabinet trunk and padlock		German and American.....	85 2 50
7-inch.....	1 45	American..... per doz	1 00 1 25	American..... per gross.....		No. 1.....	85
<b>ENAMELLED WARE.</b>		Plane.		Knobs.		No 1573.....	75
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.		American..... per gross	3 15 3 75	Door, japanned and N.P., per doz.		<b>NAIL SETS.</b>	
Diamond, Famous, Premier, discount 50 and 10 per cent.		Hammer and Hatchet.		Bronze, Berlin..... per doz.		Square, round and octagon, per gross.....	
Pearl, Imperial Crescent, discount 60 and 10 per cent.		Canadian, discount 40 per cent.		Shutter, porcelain, F. & L. screw..... per gross		Diamond.....	
Premier steel ware, 40 per cent.		<b>HANGERS.</b>		White door knobs..... per doz.		<b>POULTRY NETTING.</b>	
"Star" decorated steel and decorated white, 25 per cent.		Steel barn door..... doz. pairs.	8 00 10 00	Net prices.		2-in. Mesh, 19 w.g., dis. 60 per cent.	
<b>ESCUTCHEONS.</b>		Stearns, 4-inch.....	4 50	<b>LAMP WICKS.</b>		2-in. Mesh 16 w.g. 60 per cent.	
Discount 50 and 10 per cent., new list		" 5-inch.....	6 00	Discount, 60 per cent.		Smaller than 2 in. dis. 55 per cent.	
<b>ESCUTCHEON PINS.</b>		Zenith.....	9 00	<b>LADDERS, EXTENSION.</b>		<b>OAKUM.</b>	
Iron, discount 40 per cent.		Acme, 4-inch.....	5 00	Waggoner Extension Ladders, dis. 40 per cent.		U. S. Navy..... per 100 lb.	6 75
<b>FACTORY MILK CANS.</b>		" 5-inch.....	6 50	Cold Blast..... per doz.		Plumbers.....	3 00
Discount off revised list, 40 per cent.		Atlas, No. 0.....	5 00	Ordinary, with oil burner.....		<b>OILERS.</b>	
<b>FILES AND RASPS.</b>		" 1.....	5 50	Better quality at higher prices.		Kent's Tornado and McClary's Model	
Great Western..... 70 to 10 per cent.		" 2.....	6 00	Japanning, 50c. per doz. extra.		galvanized oil can, with pump, 5 gal-	
Areade..... 70 " 10 "		Perfect, No. 1.....	8 00	<b>LAWN MOWERS FOR 1906.</b>		lon, per dozen.....	
Kearney & Foot..... 70 " 10 "		" 1 1/2.....	8 25	Woodyatt 12 to 20-in. cut..... \$ 3 95 to \$ 5 00		Davidson oilers, discount 40 per cent.	
Diston..... 70 " 10 "		" 2.....	11 00	Star, 12 to 16-in cut..... 2 75 to 3 05		Zinc and tin, discount 50 per cent.	
American..... 70 " 10 "		New Milo.....	11 00	Daisy, all sizes..... 2 50		Copper oilers, 20 per cent. off.	
J. Barton Smith..... 70 " 10 "		Steel, covered..... 4 00 11 00		Woodyatt ball bring, 12 to 20-in 5 60 to 7 45		Brass oilers, 50 per cent. off.	
McClellan..... 70 " 10 "		" track, 1 x 3-16 in (100 ft)..... 3 75		Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.		Malleable, discount 25 per cent.	
Eagle..... 70 " 10 "		1 1/2 x 3-16 in (100 ft)..... 4 75		Maxwell Ball Bearing—		<b>GALVANIZED PAIRS.</b>	
Nicholson, 60 and 10 to 60, 10 and 5.....		<b>HARVEST TOOLS.</b>		1 1/2 in. wheel, size 21, 23, 25, \$10 00 14 00		Dufferin pattern pails, discount 45 per cent	
Royal..... 70 to 75 "		S. & D. lawn rakes, Dunn's, 40 off.		10 1/2 in. ball bearing 12 to 20. 5 50 6 75		Flaring pattern, discount 45 per cent.	
Globe..... 70 to 75 "		" sidewalk and stable scrapers, 40 off.		9 in. 3 or 4 knives..... 2 75 3 25		Galvanized washtubs discount 45 per cent	
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.		" Maple Leaf and Premiums saw sets, 40 off.		10 1/2 in. high wheel..... 3 75 4 75		<b>PIECED WARE.</b>	
Jowitt's, English list, 25 to 27 1/2 per cent.		" saw swages, 40 off.		8 in. open wheel, 3 and 4 knives, all sizes, \$2 50 and \$2 60.		Discount 40 per cent off list, June, 1899.	
Nicholson File Co.'s "Simplifly" file handle, per gross 85c. to \$1.50.		<b>HATCHETS.</b>		<b>LEMON SQUEEZERS.</b>		10-qt. flaring sap buckets, discount 40 per cent.	
<b>GLASS.</b>		Canadian, discount 40 to 42 1/2 per cent.		Porcelain lined..... per doz.		6, 10 and 14-qt. flaring pails dis. 40 per cent.	
Window. Box Price.		Shingle, Red Ridge 1, per doz.....	4 40	Galvanized..... " 1 87 3 85		Copper bottom tea kettles and boilers, 35 per cent.	
Size United	Star	" 2.....	4 85	King, wood..... " 2 75 2 90		Creamer cans, discount 40 per cent.	
Inches.	Double Diamond	Barrel, Underhill.....	5 00	King, glass..... " 4 00 4 50		<b>PICKS.</b>	
Under 26.....	Per	Henderson & Potts' "Anchor Brand"		All glass..... " 0 50 90		Per dozen.....	
26 to 40.....	Per	<b>HINGES.</b>		<b>LOCKS.</b>		<b>PICTURE NAILS.</b>	
41 to 50.....	Per	Blind, Parker's, discount 60 per cent.		Canadian, 0 to 50 and 10 per cent.		Porcelain head..... per gross	1 35 1 50
51 to 60.....	Per	Heavy T and strap, 4-in., per lb.....	0 06 1 06	Russell & Erwin, steel rim..... per doz.		Brass head..... " 0 40 1 00	
61 to 70.....	Per	" " 5-in., ".....	0 06	Eagle, discount 30 per cent.		<b>PICTURE WIRE.</b>	
71 to 80.....	Per	" " 6-in., ".....	0 09 1 09	<b>LOCKETS.</b>		Tin and gilt, discount 75 per cent	
81 to 85.....	Per	" " 8-in., ".....	0 09 1 09	Canadian, 0 to 50 and 10 per cent.		<b>PINE TAR.</b>	
86 to 90.....	Per	" " 10-in., ".....	0 09 1 09	Russell & Erwin, steel rim..... per doz.		1/2 pint in tins..... per gross	7 80
91 to 95.....	Per	Light T and strap, discount 65 and 5 per cent.		Cabinet.		".....	9 60
96 to 100.....	Per	Screw hook and hinge—		<b>PLANES.</b>		Wood bench, Canadian discount 40 per cent.	
		6 to 10 in..... per 100 lb.	4 50	American discount 50 per cent.		Wood, fancy Canadian or American 37 1/2 to 40 per cent	
		12 in. up.....	3 25				
		Spring, No. 20, per gro. pairs.....	10 80				
		Spring, Woodyatt pattern, per gro. No. 5, \$17.50 No. 10, \$18; No. 20, \$10.80; No. 120, \$20; No. 51, \$10; No. 80, \$27.50.					



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GUNS OF ALL DESCRIPTIONS

F. W. LAMPLOUGH &amp; CO.

MONTREAL

<b>PLANE IRONS.</b>		<b>SAP SPOUTS.</b>		<b>SQUARES.</b>		<b>TWINES.</b>	
English .....	per doz. 2 00 5 00	Bronzed iron with hooks ... per 1,000	7 50	Iron, No. 492 .....	per doz. 1 90 2 25	Bag, Russian .....	per lb. .... 0 27
<b>PLIERS AND NIPPERS.</b>		"Eureka" tinned steel, hooks "	8 00	" No. 493 .....	" 2 40 2 55	Wrapping, cotton, 3-ply .....	0 25
Button's genuine, per doz. pairs, discount		<b>SAWS.</b>		" No. 494 .....	" 3 25 3 40	" 4-ply .....	0 29
37 1/2 to 40 per cent.		Hand, Disston's, discount 12 1/2 per cent		Steel, discount 60 and 5 to 65 per cent.		Mattress .....	per lb 0 33
Button's imitation .....	per doz. 5 00 9 00	S. & D., discount 35 per cent. on Nos. 2 and 3.		Try and Bevel, discount 50 to 52 1/2 per cent.		Staging .....	0 45
man .....	" 0 60 0 60	Crosscut, Disston's, .....	0 35 0 55	<b>STAMPED WARE.</b>		<b>VISES.</b>	
<b>PRESSED SPIKES.</b>		Hack, complete .....	each 0 75 2 75	Plain, discount 75 and 12 1/2 per cent. off re-		Wright's .....	0 13
Discount 20 per cent.		" frame only .....	each 0 50 1 25	vised list.		Brook's .....	0 12
<b>PULLEYS.</b>		S. & D. solid tooth circular shingle, concave		Retained, discount 75 per cent. off revised list		Pipe Vise, Hinge, No. 1 .....	3 50
Hothouse .....	per doz. 0 55 1 00	and band, discount 50 per cent.		<b>STAPLES.</b>		No. 2 .....	5 00
Axle .....	" 0 22 0 33	" mill and ice, drag, discount 30 per cent		Galvanized .....	2 75	Saw Vise .....	4 50
Screw .....	" 0 22 1 00	" cross-cut, discount 35 per cent.		Plain .....	2 50	Blacksmith's (discount) 60 per cent.	
Awning .....	" 0 35 2 50	" hand saws, butcher, discount 40 per cent		Coopers, discount 45 per cent.		parallel (discount) 45 per cent.	
<b>PUMPS.</b>		" compass, pruning and back, discount		Poultry netting staples, discount 40 per cent.		<b>WIRE.</b>	
Canadian cistern .....	1 40 2 00 16	" buck, New Century .....	\$6 25	<b>STOCKS AND DIES.</b>		Smooth Steel Wire.	
Canadian pitcher spout .....	1 80 3	" No. 1 Maple Leaf .....	5 25	American discount 25 per cent.		No. 0-9 gauge .....	\$2 15
<b>PUNCHES.</b>		" Happy Medium .....	4 25	<b>STONE.</b>		10 " .....	6c. extra.
Saddlers .....	per doz. 1 00 1 85	" Watch Spring .....	4 25	Washita .....	per lb. 0 28 2 60	11 " .....	12c. "
Conductors .....	" 3 00 15 00	" common frame .....	4 60	Hindustan .....	" 0 06 0 07	12 " .....	20c. "
Pinners, solid .....	per set .....	<b>SASH WEIGHTS.</b>		Labrador .....	" 0 09 0 09	13 " .....	30c. "
" hollow .....	per inch .....	Sectional .....	per 100 lb. 2 00 2 25	" slip .....	" 0 13 0 13	14 " .....	40c. "
Wood .....	per doz. net 1 20 up	Solid .....	1 50 1 75	" Axe .....	" 0 15 0 15	15 " .....	55c. "
<b>RAKES.</b>		Per lb. ....	0 31	Turkey .....	" 0 50 0 50	16 " .....	70c. "
<b>RAZORS.</b>		<b>SASH CORD.</b>		Arkansas .....	" 1 50 1 50	Add 60c. for coppering and \$2 for tinning.	
Elliot's .....	per doz. 4 00 18 00	<b>SAW SETS.</b>		Water-of-Ayr .....	" 0 10 0 10	Extra net per 100 lb. — Oiled wire 10c.	
Baker's .....	" 7 50 11 00	Lincoln and Whiting .....	4 75	Seythe .....	per gross 3 50 5 00	spring wire \$1.25, special hay baling wire 30c.	
" King Cutter .....	13 50 18 50	Hand Sets, Perfect .....	4 00	Grind, 40 to 200 lb. per ton .....	25 00	best steel wire 75c., bright soft drawn 15c.	
Wade & Butcher's .....	3 60 10 00	X-Cut Sets, .....	7 50	" under 40 lb. ....	28 00	charcoal (extra quality) \$1.25, packed in casks	
Wilkinson's .....	" 12 50 15 00	<b>SCALES.</b>		" 200 lb. and over .....	31 00	or cases 15c., bagging and papering 10c. 50	
Carbo Magnetic .....	" 10 00 10 75	Gurney Standard, 40 per cent.		<b>STOVEPIPIES.</b>		and 100-lb. bundles 10c., in 25-lb. bundles	
Griffin Barber's Favorite .....	" 13 00 13 50	Gurney Champion, 50 per cent.		5 and 6 inch, per 100 lengths .....	7 00	15c., in 5 and 10-lb. bundles 25c., in 1-lb.	
Griffin Safety Razors .....	" 13 50 13 50	Imperial Standard, discount 40 per cent.		7 inch .....	7 50	hanks, 50c., in 4-lb. hanks 75c., in 4-lb.	
Griffin Strapping Machines .....	" 13 50 13 50	Burrow, Stewart & Milne—		<b>TACKS, BRADS, ETC.</b>		hanks \$1.	
Lewis Bros. "Klean Cutter" .....	8 50 10 50	Champion Scales, discount 50 per cent.		Carpet tacks, blued .....	80 and 15	Fine Steel Wire, discount 30 per cent.	
Hindoo .....	10 50 14 00	Weight Beams, discount 35 per cent.		" tinned .....	80 and 20	List of extras: In 100-lb. lots: No. 17,	
Orgateom's Swedish .....	3 50 10 00	" Dominion, discount 55 per cent.		" (in kegs) .....	40	\$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—	
Henckel's .....	7 50 20 00	" Richelieu, discount 55 per cent.		Out tacks, blued, in dozens only	60	No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—	
Clauss, 50 and 10 per cent.		Warren new Standard, discount 40 per cent.		1/2 weights .....	60	No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27,	
Clauss Strops, 50 and 10 per cent.		" Champion, discount 50 per cent.		Swedes cut tacks, blued and tinned—	80 and 10	No. 28, \$11—No. 29, \$12—No. 30, \$13—	
<b>REGISTERS.</b>		" Weightbeams, discount 35 per cent.		In bulk .....	75	No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,	
Discount 40 per cent.		<b>SCREW DRIVERS.</b>		In dozens .....	75	\$17. Extras net—tinned wire, Nos. 17-25,	
<b>RIVETS AND BURRS.</b>		Sargent's .....	per doz. 0 65 1 00	Swedes, upholsterers', bulk .....	85, 12 1/2 and 12	\$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered,	
New List.		<b>SCREEN DOORS.</b>		bulk .....	70	75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5	
Iron Rivets, black and tinned, 60 and 10 and		Common doors, 2 or 3 panel, walnut		Swedes, gimps, blued, tinned and	75 and 12 1/2	and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.	
10 per cent.		stained, 4-in. style .....	per doz. 6 50	apanned .....	75	—in 4-lb. hanks, 38c.—in 1-lb. hanks, 50c.—	
Iron Burrs, discount 60 and 10 and 10 p.c.		Common doors, 2 or 3 panel, yellow and		Zinc tacks .....	35	packed in casks or cases, 15c.—bagging or	
Copper Rivets, with usual proportion burrs, 3		green stained, 4-in. style .....	per doz. 6 75	Leather carpet tacks .....	55	papering, 10c.	
per cent.		Common doors, 2 or 3 panel, in natural		Copper tacks .....	50	Brass wire, discount 52 1/2 per cent. net cash	
Copper Burrs only, discount 30 per cent.		colors, oil finish .....	per doz. 8 75	Copper nails .....	52 1/2	30 days, f.o.b. factory.	
Extras on Tinned or Coppered Rivets, 1-lb.		3-in. style 20c. per dozen less.		Trunk nails, black .....	65 and 5	Galvanized wire, per 100 lb.—Nos. 1 and 5,	
packages 1c. per lb.; 1-lb. packages 2c. lb.		<b>SCREWS.</b>		Trunk nails, tinned .....	65 and 10	\$3.60 to \$3.60—Nos. 6, 7, 8, \$3.00; to \$3.05	
<b>RIVET SETS.</b>		Wood, F. H., bright and steel, discount 87 1/2		Clout nails, blued .....	65 and 5	—No. 9, \$2.40—No. 10, \$3.10 to \$3.10	
Canadian, discount 3 to 37 1/2 per cent.		per cent.		Chair nails .....	35	—No. 11, \$3.15 to \$3.15—No. 12, \$2.55	
<b>ROPE, ETC.</b>		Wood, R. H., brass, dis. 82 1/2 per cent.		Patent brads .....	40	—No. 13, \$2.65 to \$2.65 to \$3.65—No	
Sisal .....	0 10 1 04	" R. H., dis. 75 per cent.		Fine finishing .....	40	15, \$4.20—No. 16, \$4.20 from stock. Base	
Pure Manila .....	0 15 0 15	" F. H., bronze, dis. 75 per cent.		Lining tacks, in papers .....	10	sizes, Nos. 6 to 9, \$2.17 1/2 f.o.b. Cleveland.	
"British" Manila .....	0 11 0 11	" R. H., dis. 70 per cent.		" in bulk .....	15	In carlots 12 1/2c. less.	
Cotton, 3-16 inch and larger .....	0 21 0 23	Drive Screws, dis. 87 1/2 per cent.		" solid heads, in bulk	75	Clothes Line Wire, 7 wire solid line, No.	
" 5-32 inch .....	0 25 0 27	Bench, wood .....	per doz. 3 25 4 00	Saddle nails, in papers .....	10	17, \$4.90; No. 18, \$3.00; No. 19, 2.70; 6	
" 1/2 inch .....	0 25 0 28	iron .....	4 25 5 00	" in bulk .....	15	wire solid line, No. 17, \$4.45; No. 18, \$2.80;	
Russia Deep Sea .....	0 16 0 16	Set, case hardened, dis. 60 per cent.		Tufting buttons, 22 line, in doz-	60	No. 19, \$2.50. All prices per 1000 ft. measure,	
Jute .....	0 09 0 09	Square Cap, dis. 50 and 5 per cent.		ens only .....	60	F.o.b. Hamilton, Toronto, Montreal.	
Lath Yarn, single .....	0 10 0 10	Hexagon Cap, dis. 45 per cent.		Zinc glaziers' points .....	5	<b>WIRE FENCING.</b>	
" double .....	0 10 0 10	<b>SCYTHES.</b>		Double pointed tacks, papers .....	90 and 10	Galvanized barbed wire .....	2 60
Sisal bed cord, 48 feet .....	per doz. 0 60	Per doz. net .....	6 00 9 00	" bulk .....	40	Galvanized plain twist .....	2 75
" 60 feet .....	" 0 75	<b>SCYTHE SNATHS.</b>		Olinch and duck rivets .....	45	Galvanized barbed, f.o.b. Cleveland, \$2.42 1/2 f.	
" 72 feet .....	" 0 90	Canadian, discount 40 per cent.		<b>TAPE LINES.</b>		small lots and \$2.30 for carlots.	
<b>RULES.</b>		<b>SCYTHES.</b>		English, ass skin .....	per doz. 2 75 5 00	<b>COILED SPRING WIRE.</b>	
Borwood, discount 70 per cent.		Per doz. net .....	6 00 9 00	English, Patent Leather .....	5 50 9 75	High Carbon, No. 9 .....	\$2 60
Ivory, discount 20 to 25 per cent.		<b>SCYTHE SNATHS.</b>		Ohesterman's .....	each 0 90 2 85	" No. 11 .....	3 25
<b>SAD IRONS.</b>		Canadian, discount 40 per cent.		steel .....	each 0 80 8 00	" No. 12 .....	2 85
Mrs. Potts, No. 55, polished .....	per set 0 75	<b>SHOULDERS.</b>		<b>TINNERS' SNIPS.</b>		<b>WIRE CLOTH.</b>	
No. 50, nickel-plated, .....	0 80	Clauss, nickel, discount 80 per cent.		Per doz .....	3 00 15 00	Painted Screen, per 100 sq. ft., net .....	1 50
Common, plain .....	4 50	Clauss, Japan, discount 87 1/2 per cent.		Clauss, discount 35 per cent.		Terms, 2 per cent. off 30 days.	
plated .....	5 50	Clauss, tailors, discount 40 per cent.		<b>THERMOMETERS.</b>		<b>WASHING MACHINES.</b>	
<b>SAND AND EMERY PAPER.</b>		Seymour's, discount 50 and 10 per cent.		Tin case and dairy, 75 to 75 and 10 per cent.		Round, re-acting per doz. ....	56 00
B. & A. sand, discount, 40 and 5 per cent		<b>SHOVELS AND SPADES.</b>		Game, Newhouse, discount 30 and 10 per cent.		Square .....	59 00
Emery, discount 40 per cent.		Canadian, discount 45 per cent.		Game, Hawley & Norton, 50, 10 & 5 per cent.		Eclipse, per doz. ....	45 00
Garnet (Burton's), 5 to 10 per cent. advance		<b>SNAPS.</b>		Game, Victor, 70 per cent.		Dowel .....	36 00
on list.		Harness, German, discount 25 per cent.		Game, Oneida Jump (B. & L.) 40 & 2 1/2 p. c.		New Century, per doz. ....	72 00
		Lock, Andrews' .....	4 60 11 50	Game, steel, 60 and 5 per cent.		Daisy .....	48 00



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Caverhill, Learmont & Co., Montreal.  
Frothingham & Workman, Montreal.  
Hobbs Hardware Co., London.  
Howland, H. S., Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Stairs, Son & Morrow, Halifax, N.S.**Window and Sidewalk Prisms.**Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.**Wire Springs.**Guelph Spring Axle Co., Guelph, Ont.  
Henderson, J. A., Montreal.  
Wallace-Barnes Co., Bristol, Conn.**Wire, Wire Rope, Cow Ties Fencing Tools, etc.**American Steel and Wire Co., New  
York, Montreal, Chicago.  
Banwell-Hoxie Wire Fence Co., Hamil-  
ton.Cutts, C. M., Toronto Junction.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor-Banwell Co., Walkerville.  
Montreal Rolling Mills Co., Montreal.  
Munro Wire Works, Winnipeg.  
Oneida Community, Niagara Falls.  
Page Wire Fence Co., Walkerville, Ont.  
Walker, E. F. & Co., Montreal.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.**Woodenware.**Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Waggoner Ladder Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.  
McArthur, Alex., & Co., Montreal.



# An Attractive Store

Brings trade and helps to swell the bank account. But how many hardware merchants make their stores attractive?

How many are planning to instal some new counters, silent salesmen or a new set of shelving? Merchants must keep up to the times by having the most labor-saving devices, the best display stands and show cases, and the most modern shelving, in addition to studying how to make the best use of every available inch of floor space, and having a store well lighted and attractive to women customers—as well as the mechanics and others who make hardware stores their supply depots.

**Some Men Have Ideas** on this subject, and they are invited to put them on paper and send them to **HARDWARE AND METAL**

## Our Prize Competition

should excite great interest amongst all who are interested in

### **Interior Display and Hardware Store Arrangement**

In answer to many requests for plans showing the architecture of hardware stores, the arrangement of counters, silent salesmen, display tables, office, shelving, etc., and novel methods of interior display, **HARDWARE AND METAL** has decided to offer a prize for competition by hardware merchants, travelers and clerks for articles describing the best known plans for the arrangement of store interiors and display of goods on the walls or floors of hardware stores. In accordance with the above and the conditions named below the following prizes are, therefore, offered:

**First Prize, \$10.00**

and **\$2.00** for every article considered worthy of publication.

#### CONDITIONS

1. Articles should contain from 500 to 1,000 words and be written on one side of paper only.
2. Drawings of floor plans, etc., must accompany each article and photographs should also be sent wherever possible.
3. Prizes will be awarded on the basis of 60 per cent. for the reading matter and 40 per cent. for the illustrations. Novel ideas used for displaying any one line of goods will also be considered in making the award.
4. The competition closes March 1, 1906, and the prize winning article will be published in the Special Spring Trade Number of **HARDWARE AND METAL**, on March 24.

**NOTE.**—No hardware merchant or clerk should refrain from competing because of supposed inability to send proper drawings of floor plans showing the arrangement of counters, shelving, etc., or any stand or contrivance for displaying goods. Wherever necessary our artist will touch up the drawings and make them suitable for publication.

Address all articles, etc., to

#### "INTERIOR DISPLAY COMPETITION"

**HARDWARE AND METAL,**

10 Front St. East, **TORONTO**



## BACKED BY A GUARANTEE

When you deal in

### ROBERTSON'S BABBITTS

you are protected by the  
guarantee of a firm with many years'  
experience, and a national reputation.  
If you choose any of our standard lines,  
you are

### SURE TO BE SATISFIED

We absolutely guarantee that our anti-friction metals cannot be excelled in quality at their respective prices. Always look for our registered trade marks.

WRITE FOR OUR PRICES

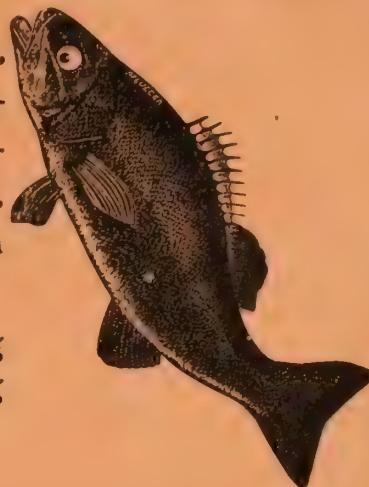
**The James Robertson Co.**  
LIMITED  
**MONTREAL**  
TORONTO  
WINNIPEG  
ST. JOHN, N.B.

"MONARCH"  
"KING"  
"FLEUR de LIS"  
"THURBER"  
"PHILADELPHIA"  
"CANADIAN"

## PFLUEGER'S Fishing Tackle

Hooks, Flies,  
Trolls, Spin-  
ners, Phan-  
toms, Reels,  
Furnished  
Lines.

Everything  
in Fishing  
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods,  
Sent Express Prepaid, 170-Page Illustrated Cata-  
logue No. F24, and Metal Fish Sign in 8-Color  
Lithograph.

**The Enterprise Mfg. Co.**  
AKRON, Ohio, U.S.A.



## HOLLOW-WARE

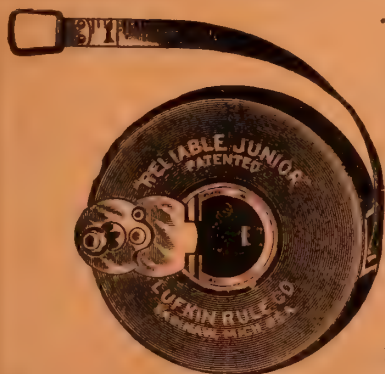
PRESSED,  
STAMPED, and  
MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

**The Welsh Tinplate & Metal Stamping Co., Ltd.**  
LLANELLY, WALES



## LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

**LUFKIN RULE CO., Saginaw, Mich, U.S.A.**

London Office and Warehouse—48 Lime St.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868.

Inc. 1895.

# Black Diamond File Works

G. & H. Barnett Company  
PHILADELPHIA

Twelve

Medals



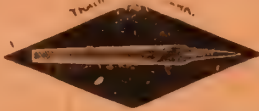
Awarded

By **JURORS** at

International Expositions  
Special Prize

Gold Medal at Atlanta, 1895

Copy of cata-  
logue sent free  
to any inter-  
ested file user  
upon applica-  
tion.



## "Apollo" Galvanized American Bessemer Bessemer Blue Annealed Polished Steel Sheets Etc.

We can furnish Steel Sheets in different  
qualities, suitable for all purposes, and shall be  
glad to make quotations on receipt of particulars  
of your requirements.

### B. & S. H. THOMPSON & Co.

LIMITED

53 St. Sulpice Street, MONTREAL

Dominion of Canada Sales Agents

UNITED STATES STEEL PRODUCTS EXPORT COMPANY  
Sheet Steel and Tinplate Company Department

# "Redstone"

High Pressure

## Sheet Packing

A packing that will hold. For use in highest  
pressures for steam, hot or cold water and air.  
Packs equally well for all.

From actual tests, we believe that this pack-  
ing is the most durable and satisfactory of any on  
the market. Try a sample lot and see for yourself.

Manufactured Solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.**  
**of TORONTO, LIMITED**

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

### SADLER & HAWORTH

*"Extra"**"Standard"*

## HIGH - CLASS

SPECIALISTS  
in

### Leather Belting

Talk it over with us when  
needing Belting.

## LEATHER - BELTING

*"Diamond"**"Agricultural"*

WAREHOUSES &amp; FACTORIES

AT

### MONTREAL and TORONTO.



# HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 24, 1906

NO. 8.

BUTCHERS' KNIVES  
**JOHN WILSONS**  
CELEBRATED  
"PEPPERCORN AND DIAMOND"  
BRAND CUTLERY.  
TRADE MARK  
BUTCHERS' STEELS

Canadian Agents—DORKEN BROS. & CO., MONTREAL.



## "FLEUR DE LIS"

is no longer a stranger, but has proved its claim to be at least equal to any brand except "QUEEN'S HEAD." Quality guaranteed and price low.

JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.



## "STEPHENSON" Washing Machines

The most easily operated washer obtainable. It saves labor. It saves time. The machine turns the clothes, distributes the soap, and does the washing.

We guarantee these machines to be equal to any other washing machines for quality, and will say that no other machine can touch the "Stephenson" for price.

We want agents in all the towns and villages to take up "STEPHENSON" WASHING MACHINES. The agents can purchase the machines from us in any quantity.

Write and get full particulars

## Taylor-Forbes Company

Limited

The Largest Manufacturers of Hardware In Canada.

TORONTO:  
1088 King St. West.

Head Office and Works:  
GUELPH, ONT.

MONTREAL:  
9 De Bresoles Street

See Classified List of Advertisements on Page 79.



# CEMENT PAVEMENT TOOLS

ALL TOOLS  
KEPT IN STOCK

SEND FOR  
CATALOGUE

RETURNED  
MAR 2 1906



STRAIGHT END JOINTER

RETURNED  
MAR 2 1906



EDGER

RETURNED  
MAR 2 1906



INCURVE EDGER

**POUNDERS**

**CURB TOOLS  
LARGE ROUNDERS  
GROOVERS, Etc.**

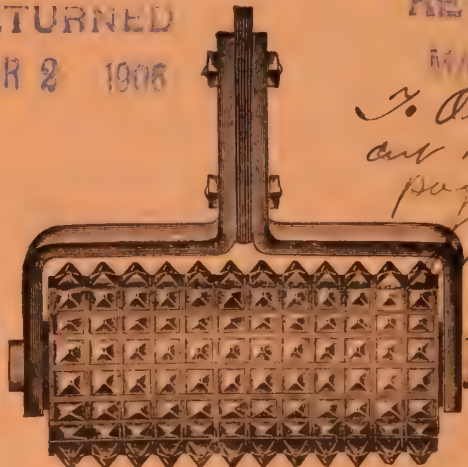
**TROWELS**

RETURNED  
MAR 2 1906



LINE ROLLER

RETURNED  
MAR 2 1906



CAST IRON DOT ROLLER

RETURNED  
MAR 2 1906

*J. Quinn  
and Book 47  
page 11*



HOLLOW BRONZE DOT ROLLER

WRITE FOR PRICES.

**RICE LEWIS & SON**  
**LIMITED**  
**TORONTO.**



This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

## PRICES:

Hollow Ground \$2.00  
Double Concave for Extra Heavy Beards \$2.50  
Pair in Leather Case \$4.50  
(Carbo-Magnetic Strip \$1.00



NO HONING

NO GRINDING

NO NEW BLADES

NO ANNUAL TAX

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving," Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

GET OUR PRICES ON

## REVOLVERS

Harrington &amp; Richardson. Iver Johnson

Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.  
The best is what you want.

**THOS. BIRKETT & SON CO.,**  
LIMITED  
OTTAWA, ONT.

American  
Twin  
Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW  
—NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the

other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank.

One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.



Send for Catalog.

ICE CREAM  
FREEZERS  
THAT SELL



THEY ARE  
Well Advertised,  
In Demand,  
Easily Sold,  
Satisfactory in Use,  
Of Known Reputation,

THEY EXCEL IN  
Easy Running,  
Quick Freezing,  
Economy,  
Convenience,  
Practical Results,

**North Bros. Mfg. Co.,**  
Philadelphia, Pa.



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	"
Tiger,	550	"	"	"
Standard,	500	"	"	"
Golden Crown,	500	"	"	"

## Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

### BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

# Ingot and Sheet Metals

Drop us a card and we will mail you our  
monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

**M. & L. Samuel, Benjamin & Co.**  
**TORONTO**

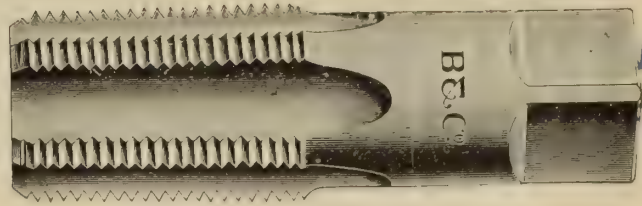


# PIPE FITTERS' TOOLS

We carry a complete line of improved tools of the best known makers, including **Salable** Pipe Wrenches, Pipe Stocks and Dies, Pipe Cutters, Pipe Vises, Pipe Tongs, and everything in the Tool line that pertains to pipe, at our own popular prices.

**WRITE US.**

**BUTTERFIELD'S**



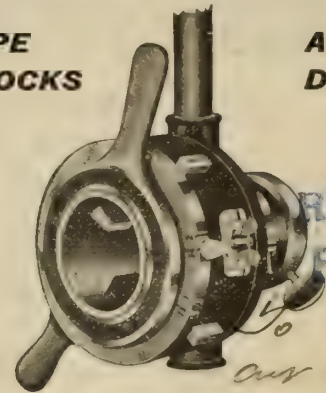
**PIPE TAPS**

*From 1/8 inch to 3 inches Diameter*

**HART'S DUPLEX**

**PIPE STOCKS**

**AND DIES**

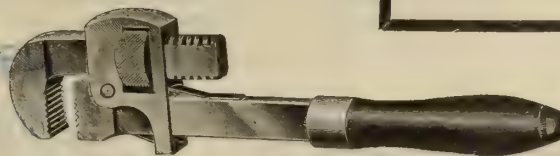


*No. 8.—Ratchet Pattern*



**TRIMO PIPE CUTTER**

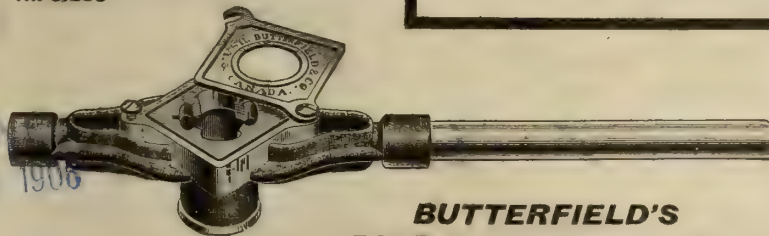
- No. 1. 1/8-1 1/4
- No. 2. 1/2-2
- No. 3. 1 1/4-3



**STILLSON'S PIPE WRENCHES**

6-18 inches, Wooden Handle  
24-36 inches, Steel Handle

*All Sizes*



**BUTTERFIELD'S  
PIPE STOCKS AND DIES**

**HINGED  
PIPE  
VISE**



*Open*

**BUTTERFIELD'S**

**LEWIS BROS., LIMITED  
MONTREAL**

Ottawa      Vancouver  
Winnipeg  
Toronto      Calgary



**IRON**

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

**STEEL****American Steel & Wire Co.**

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

**Chicago**  
The Rookery.

**BARBED WIRE      GALVANIZED PLAIN WIRE**  
**PLAIN TWIST      CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

Telegraphs—"Rounds Montreal."  
Code—A.B.C., 4th Ed.  
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

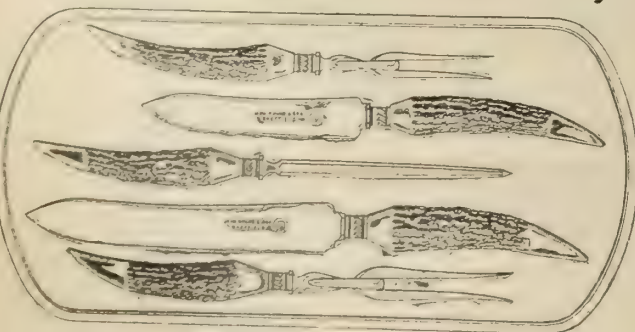
**ROUND'S CELEBRATED  
STEEL CUTLERY**

Our manufactures have a world-wide reputation of over 50 years standing.

The name "ROUND" is an unquestioned guarantee of QUALITY.

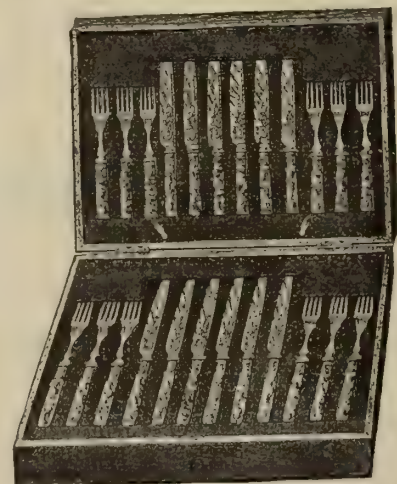
Write us for quotations.

You will find our prices right.



28414. CARVING SET

**CATALOGUE  
SENT  
ON  
REQUEST**



28910. 12 PAIRS DESSERT KNIVES AND FORKS  
Pearl Handles. Quartered Oak Case.

**JOHN ROUND & SON, LIMITED**

CUTLERS AND SILVERSMITHS

**MONTREAL**

CORISTINE BUILDING

FACTORIES:  
SHEFFIELD, ENG.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

**GALT, Ontario**





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**  
**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**  
also **The Desjardin Patent Log Sleighs**

Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

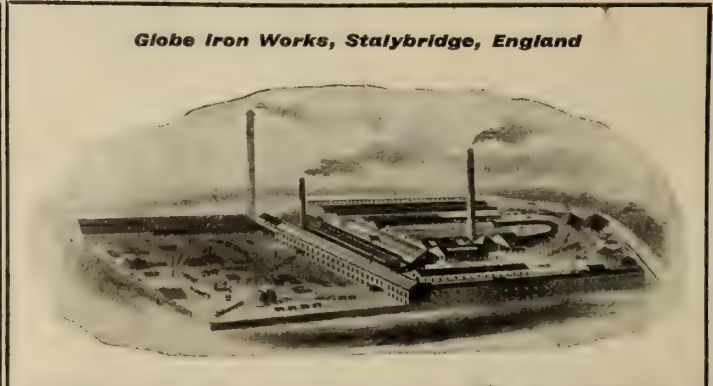
Long Distance  
Phono No. 87

# John Summers & Sons, Limited

*Hawarden Bridge Works,  
Shotton, Flintshire, England*



*Globe Iron Works, Stalybridge, England*



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



**DEAD FLAT SHEETS, Black or Galvanized.**

**BEST and CHEAPEST for all kinds of work.**

We are the largest makers and give you the

**MAXIMUM QUALITY AT  
MINIMUM PRICES**

**Agent: F. Hankin, Montreal**



THE NEWEST  
AND BEST

# FREEZERS

## OUR FREEZERS

HAVE  
PINE PAILS

with ELECTRIC WELDED  
WIRE HOOPS, which will  
not fall off.

AUTOMATIC  
TWIN  
SCRAPERS

DRAWN STEEL  
BOTTOM CANS

which will not leak  
or break.

WORKING PARTS

Thoroughly Tinned  
or Galvanized.

WE KEEP  
POWER FREEZERS  
ICE CHISELS and PICKS  
ICE TONGS, Etc.

... The ...

## American Twin Freezer

will freeze two flavors of ice cream, or  
water ice, at a time.

The can is divided in two parts, and  
the cream is frozen by a rocking  
motion, which is easier and more com-  
fortable than a crank motion.

SIZES—2, 3, 4, 6, 8, 10, 12 Quart.



## The Gem Freezer

is the only double action freezer of  
reputation made to-day.

It freezes rapidly and easily, and  
uses very little ice.

SIZES—1, 2, 3, 4, 6, 8, 10, 12 Quart.



## The Blizzard

is the best low priced freezer in the  
market. Their lower price is due to  
simpler construction of the operating  
mechanism.

SIZES—1, 2, 3, 4, 6, 8, 10, 12 Quart.



# Caverhill Searmont & Co

MONTREAL and TORONTO



# DOMINION WIRE MANUFACTURING CO.

MONTREAL

AND

TORONTO

LIMITED

## BARB WIRE AND PLAIN GALVANIZED WIRE

BRIGHT AND GALVANIZED FENCE STAPLES

## — WIRE NAILS —

FLAT HEAD

ROUND and OVAL HEAD

## SCREWS

BRIGHT—BRASS

BRIGHT and BRASS

TINNED WIRE for Mattress, Broom, Bottling and Binding

STEEL WIRE BARREL HOOPS

## COPPER AND BRASS WIRE

ALL MADE IN CANADA



Style "F"

## The Very Newest

Combination, Bow Lever and Side Pedal drive ; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

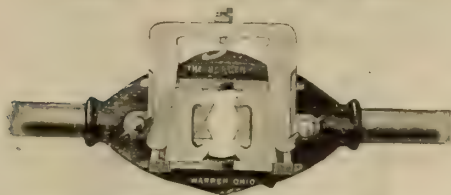
THESE ARE TRADE BRINGERS

W. L. HALDIMAND & SON,  
MONTREAL,  
Eastern Agents

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - ONTARIO



THE NEW  
"SOLID-ADJUSTABLE"  
HAND STOCK AND DIES



New prices that will warrant your inquiries.

**The BORDEN COMPANY**  
WARREN, OHIO. U.S.A.



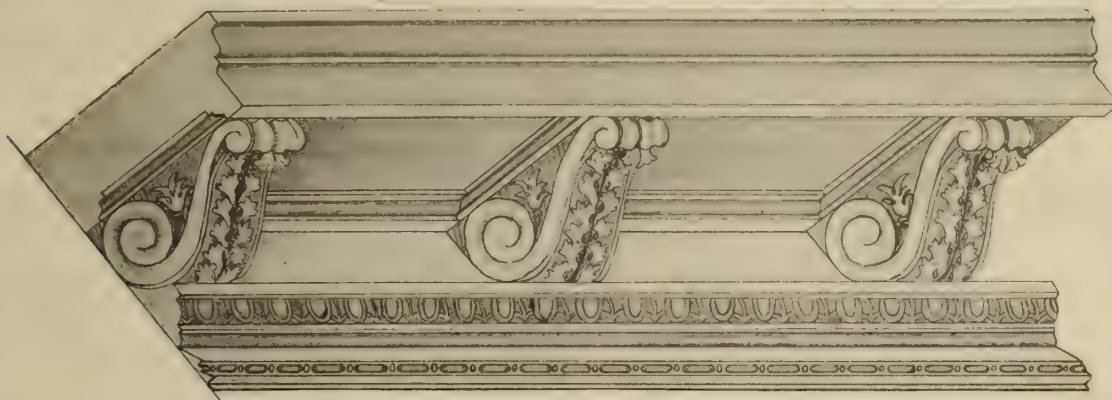
**PAGE LAWN FENCE**

For Lawns, Gardens,  
Cemeteries, Parks, Etc.

Galvanized and coated with white enamel paint.

Any height up to 8 feet and any length from 10 feet up. No waste.

**THE PAGE WIRE FENCE CO., Limited**  
Walkerville Montreal Toronto  
Winnipeg St. John 406



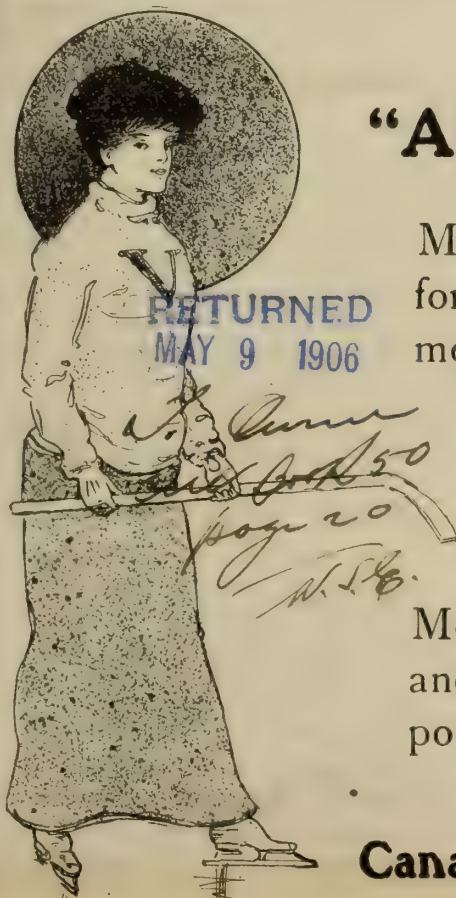
We want your enquiries for **METALLIC CORNICES, SKYLIGHTS, FINIALS**, and all special work to detail. Our cornice department is capable of taking care of any work, no matter how difficult, and our facilities are such that we can turn out work at lowest possible cost. Our new Cornice Catalogue will soon be ready. Write us about your requirements.

**METAL SHINGLE & SIDING CO., Limited** PRESTON, ONTARIO

**Canada's New Skates**

**"AUTOMOBILE" and "CYCLE"**

Made in a large variety of styles and adapted for every form of skating for ladies or gentlemen.



RETURNED  
MAY 9 1906  
"Cycle"  
Model 5

Model 5 is especially recommended for ladies' and gentlemen's pleasure skating. It will give popular service and sells at a popular price.

WRITE FOR CATALOGUE AND PRICES

**Canada Cycle & Motor Co., Limited** - TORONTO JUNCTION





TRADE  
MARK

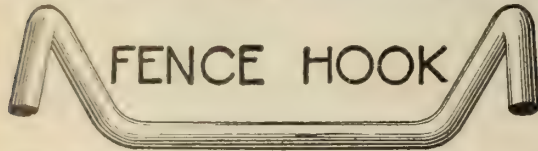
**DO YOU PUBLISH A CATALOGUE?**

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER  
All grades, from the highest "Glossy Finish" to the  
rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN  
SUPPLY IT.

**CANADA PAPER Co.**  
TORONTO LIMITED MONTREAL

## GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



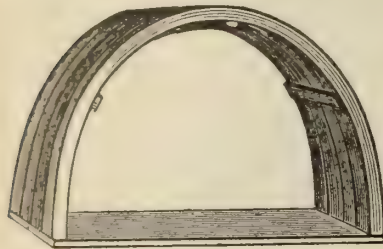
THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT

WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc. •

ESTABLISHED  
1867

## J. S. LOUGHEAD & SON SARNIA, ONT.



Mfrs. of

**HUBS, SPOKES  
BUGGY AND WAGGON RIMS  
SLEIGH RUNNERS  
SHAFTS AND POLES, Etc.**

We use nothing but the very best Hickory and Oak in our stock, and we are prepared to guarantee all our goods. We carry an exceedingly large stock on hand and will ship promptly

**YOUR ORDER SOLICITED.**

Quebec Agent: J. A BERNARD, 21 St. Peter St., Quebec, P.Q.

## Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!



Sole Manufacturers—  
**J. P. CLABROUGH & JOHNSTONE**  
WORKS—  
Price Street, BIRMINGHAM, ENG.

...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

### —OFFICES IN CANADA—

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LONDON, ONT.  
ST. JOHN, N.B.  
WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Mgr. Western Canada, Toronto.

## E. T. WRIGHT & CO. HAMILTON, ONT.



DAIRY PAILS      CALF WEANERS  
STRAINER PAILS      MILK CANS  
MILK PANS      AND TRIMMINGS  
SAP BUCKETS      SAP SPOUTS      SYRUP CANS

Send for our Illustrated Catalogue.

## \$\$\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ CONTRACTS

mean dollars for the pockets of  
contractors. The weekly re-  
ports in the

## CANADIAN CONTRACT RECORD

tell where contracts may be had.  
\$2 per year buys them. Address

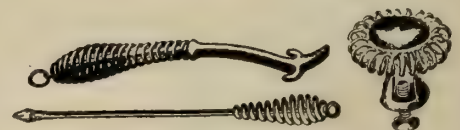
**THE CONTRACT RECORD**  
TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

## SCISSORS AND POCKET CUTLERY

HERBERT J. RODGERS

of Saracen House, Snow Hill, London, E.C., Eng.,  
visits Canada in March, representing Solingen  
makers of scissors, razors and pocket cutlery, etc.  
Newest lines, competitive prices  
Appointments from jobbers will be valued.

**The Bowmanville Foundry Co., Limited**  
Bowmanville, Ont.



Makers of Good Goods Only.

## FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General  
Commission Merchants, 18 Chapel Street, Liver-  
pool, England. Goods cleared through Customs  
and Forwarded to destination, or Stored in Liver-  
pool at lowest rates. Cable address "Pearce".  
Liverpool, A.B.C. Code.

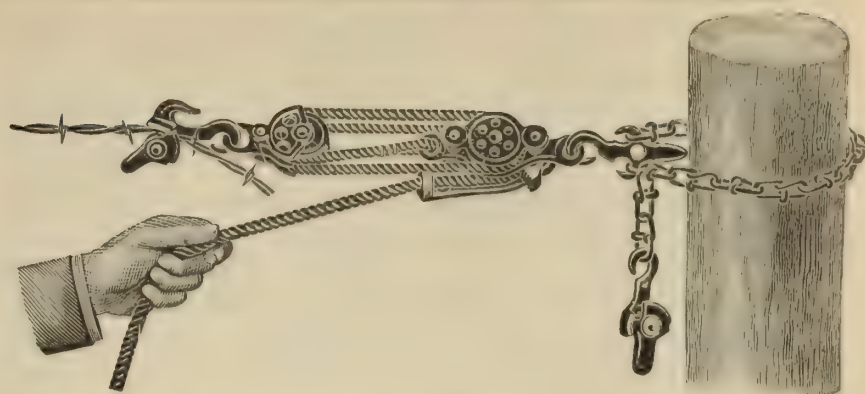
Persons addressing advertisers will  
kindly mention having seen their ad-  
vertisement in Hardware and Metal.



## THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.



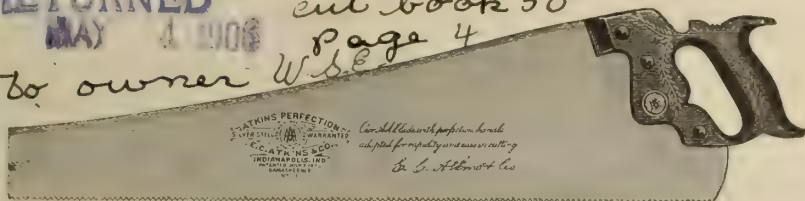
WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

RETURNED  
MAY 4 1906

cut book 50

page 4

to owner W.B.E.



VER STEEL HAND AND CROSS CUT SAWS are safe to buy and safe to sell—They're guaranteed—1906 Catalogue and Discount Sheet on application.

**E. C. ATKINS & CO., Inc.,** FACTORIES AND HOME OFFICE: **Indianapolis**

Branches: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, San Francisco, Portland, Seattle and Toronto, Canada

## SAWS

Bring trade and hold it—Our advertising brings it to you—Our perfect product brings it back again—ATKINS' SIL-

Phone No.  
Parkdale 1809

Post Office and Telegraph Address  
Swansea

**The Dominion Sewer Pipe Co., Limited**  
Swansea, Toronto, Ont.

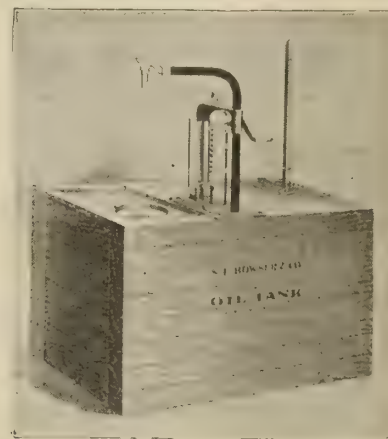
We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



**VITRIFIED SALT GLAZED  
SEWER PIPES**

in sizes from 4 inches to 24 inches. Price lists and discounts on application

**The Dominion Sewer Pipe Co., Limited**  
Works: Swansea, Toronto, Ont.



FIRST FLOOR OUTFIT. ONE OF FIFTY STYLES

### Practical Economy

Is it economy for you, as a dealer in oil, to store your oil in wooden barrels or faulty metal tanks when it is the verdict of oil experts that from 15 to 50% of all the oil so stored is lost through evaporation, leakage and waste? (The oil that remains is of a poor quality, because of the losses), when

### The Bowser Presents a Better Way

A clean, economical, convenient and safe method for handling all kinds, grades and weights of oils, is fully explained in Catalog "V." Send for it.

**S. F. Bowser & Co., Inc.**

Factory and Office, 530 Front Street West, Toronto, Ont.



## A POINTED TALE.

DIVINE'S DEVIL WATER MOTOR.



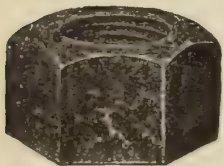
A PENNY A DAY IS ALL IT TAKES TO RUN.

## Divine's Faucet Water Motor

Will give three times the power of any other water motor.

**100 Per Cent. Cheaper than Electric Motors**Will grind an axe on 20 lbs. pressure 5,000 revolutions a minute. Furnishes power for grinding **Cutlery** and all other **Edged Tools**. For polishing silverware and all other metals.**Price Complete**, including Emery, Pulley and Buffing Wheels, Polishing Composition, etc., **\$5.00.**Divine Water Motor Co.  
296 Broadway, New York

ALLEN C. JENKING &amp; CO., Room 215 Coristine Bldg., MONTREAL



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

MACHINE MADE

## TEA KETTLE SPOUTS

In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes. Write for samples and quotation and state quantity required. **AGENTS WANTED.****ERNEST STEVENS, STOUR WORKS,**  
CRADLEY HEATH, ENGLAND

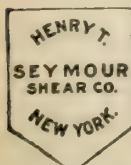
CELEBRATED

## HEINISCH SHEARS

Tailors' Shears,  
Trimmers' Shears,  
Tinnern's Snips, etc.

ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St  
NEWARK, N.J., U.S.A.

## SEYMOUR SHEARS

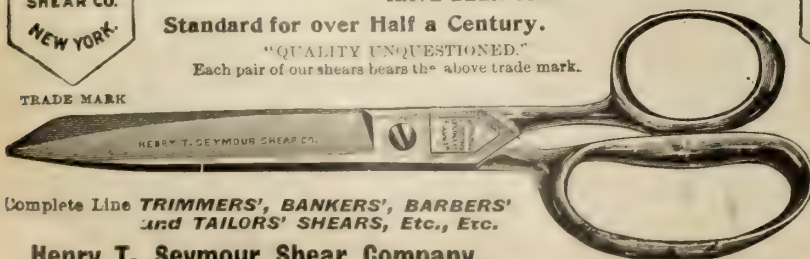
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

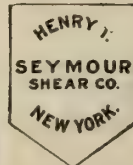
Each pair of our shears bears the above trade mark.

TRADE MARK

Complete Line **TRIMMERS', BANKERS', BARBERS'**  
and **TAILORS' SHEARS, Etc., Etc.**

Henry T. Seymour Shear Company

WIEBUSCH &amp; HILGER, Limited, NEW YORK, Sole Agents



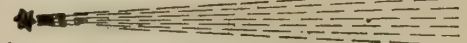
TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

## "PERFECT" GALVANIZED SHEETS

Is a Synonym for

GILBERTSON'S



COMET

Brand

Flat, well selected, soft and smooth, easy to work up  
The price—Less than other high-grade brands  
Get the prices.

MAKERS:

W. GILBERTSON & CO., Limited  
PONTARDAWE, SOUTH WALES.

Bolton, Fane &amp; Co.

98 Leadenhall Street, London, E.C., Eng.

## TINPLATES

In all qualities and sizes

Bessemer Coke	- - - -	"Lofoden" Brand
Selmons Coke	- - - -	"Pelican" Brand
Charcoal	- - - -	"Mocha" Brand
Best Charcoal	- - - -	"Cardigan" Crown Brand
Staffordshire Bar Iron	- - - -	B.G. Crown Brand
Galvanized Sheets	- - - -	"Pelican" and "Ostrich" Brand

Boiler Plates, Rails, Fishplates, &amp;c., &amp;c.

R. SULLIVAN DAVID

Selling Agent for Canada, 210 St. James St., MONTREAL  
TELEPHONE, MAIN 3389

WORK AND  
PRICES  
RIGHT  
**GALVANIZING** ONT.  
WIND  
ENGINE & PUMP CO.  
TORONTO, ONT. LIMITED.

**GALVANIZING  
AND TINNING**  
THE CANADA METAL CO.  
TORONTO, ONTARIO.

MAPLE LEAF  
STITCHED COTTON DUCK  
BELTING  
DOMINION BELTING CO. LTD.  
HAMILTON CANADA



**H. G. EADIE**

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

**LEEDS FIRE CLAY CO., Ltd.**

Fire Bricks, Glazed Bricks, Stable Bricks.

**T. JOWITT & SONS, SHEFFIELD.**

Files, Cast Steel, Hammers, Crucible Steel Wire

**JOS. FENTON & SONS, SHEFFIELD**

Cutlery and Plated Ware.

Agent for

Norway Iron, Steel, Galvanized Iron, Chains.

Sheet Iron, Hoop Iron, Machinery

Steel, PEN-DAR Metal Lockers.

## CARRIAGE SPRINGS & AXLES

**ANCHOR  
BRAND**



**THE GUELPH SPRING & AXLE CO. LIMITED**

GUELPH, ONT.

### Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

**McGREGOR-BANWELL FENCE CO., Limited, Dept. 0, WALKERVILLE, ONTARIO.**

**ALEXANDER GIBB**

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

SIEGFRIED SCHOPFLOCHER

The Canadian Bronze Powder Works  
**R. E. THORNE & CO.**

MANUFACTURERS OF

**BRONZE POWDERS, GOLD PAINTS, LACQUERS  
& BRONZE LIQUIDS.**



## Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

### WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

**The Banwell Hoxie Wire Fence Company, Ltd.**  
Dept. J, Hamilton, Ont.



### ARE YOU GETTING YOUR SHARE ?

Dealers sometimes write us about

## DILLON HINGE-STAY FENCE

to the effect "What is there in it for us?" Well, there is just this: Wood fences on farms and gardens are fast disappearing. Besides being unpicturesque, considerable expense is attached to keeping them in repair. Lots of Hardwaremen do a big farmers' trade. Why not get the orders for wire fence (at a good margin of profit) as well as for utensils?

Where a patron makes no mention of wire fencing you can introduce the subject. Where he makes mention of it, you can immediately demonstrate the "Dillon's" superiority when you have goods on hand.

It doesn't matter whether your store is large or small. You can find a place for the "Dillon" and every sale you make will pay you well.

Write us for particulars.

**THE OWEN SOUND WIRE FENCE CO., Limited**  
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal.  
Messrs. Christie Bros. Co., Limited, Winnipeg.



# The Fifth Part of a Proposition

 (The Fourth Part of the Proposition was to get in a stock of the Glass.)

You have a stock of MAXIMUM LIGHT GLASS. The next thing is to get orders.

You are displaying

# MAXIMUM LIGHT GLASS

in your store and advertising it in the newspapers. This will bring business.

To enlarge the demand you might look up the list of builders and contractors in your city or town and send them each a circular fully describing the glass, enumerating prices, etc., and inviting them to call at your store and see the glass itself. Keep some of these circulars on your counter.

When you hear of a new building going up in your neighborhood, or of one being renovated, get after the contractor. Much business will accrue as a result.

Sole Canadian Agents :

**The HOBBS MANUFACTURING CO., Limited, London and Winnipeg**  
Glass Importers and Manufacturers.



Shooters who have used

*Crown  
Regal  
Sovereign  
Imperial*

**SHOT SHELLS**

acknowledge that Canada leads  
the world in this class of goods

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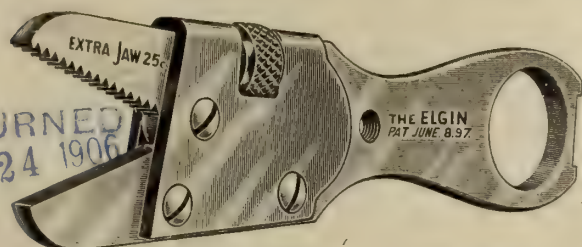
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**Dominion Cartridge Co.,**  
Limited  
**Manufacturers, Montreal**



# FROTHINGHAM & WORKMAN, Limited

## Hardware, Montreal



### An Apology

We regret our absence lately from these pages. It is due to our advertising department being so busy on the large catalogue we expect to send you soon. It is now in the press and is going through rapidly.

It will have about 1000 pages and will contain more illustrations than any other catalogue in the Canadian trade. Particular attention has been given to full and accurate descriptions of all articles so that the catalogue will be a valuable reference book for the hardwareman. Until you receive the catalogue we must be content with showing you here each week a few items from our large stock.

We want to emphasize a few points about our shovel line. In the first place we make them ourselves and know they are made right. They are correctly shaped and have the right "hang," an important thing when a man is expected to do a day's work. The handles, too, will last as long as the blades; we use only the best quality.

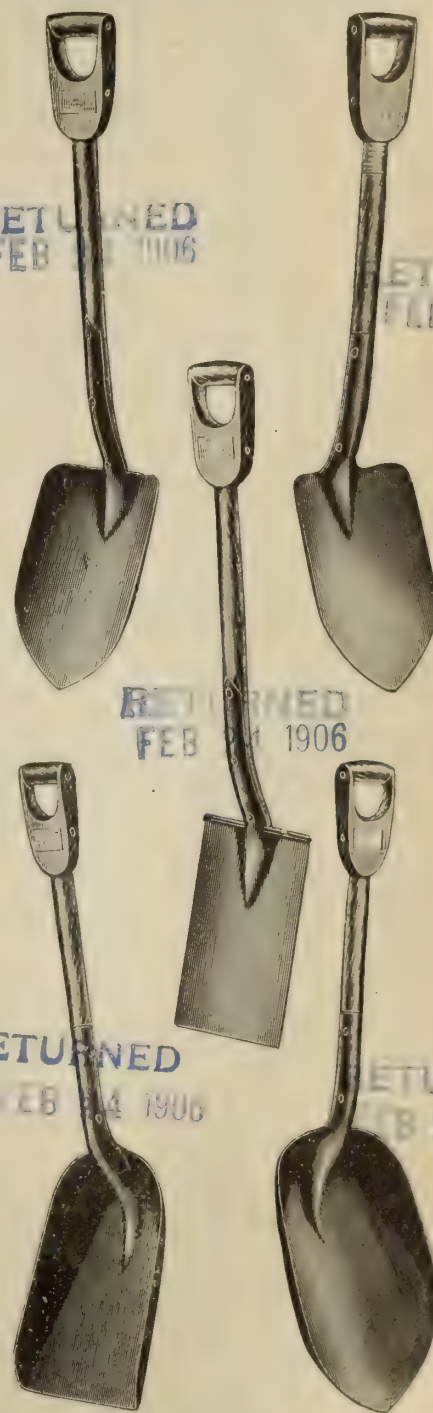
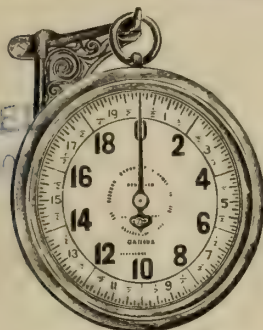
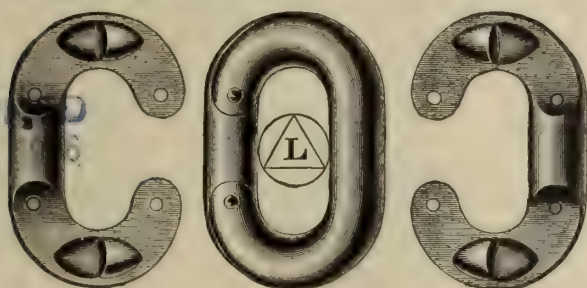
In new goods there are three recent introductions. The Elgin Adjustable Jaw Alligator Wrench is nickel plated, 7 in. long, and grasps anything, round or square, up to 1 1/4 in. It will sell and make you money.

The drop forged steel rivet links are called "Missing Links" because they were missing for so long. But now they are discovered and test shows them to be as strong as the chain they mend. The old style rivet links are much weaker than the chain. That is a selling point that should make the "Missing Links" move off your shelves.

The Circular Spring Balance is a new line. No weights to bother with: just watch the arrow. Made in 3 styles, 30 to 60 lb. Metal parts N. P., porcelain enameled pan.

Our travellers will quote you prices for these things—or write direct.

Our travellers are credited with all orders off their ground. If in a hurry send your order direct.



# FROTHINGHAM & WORKMAN, Limited

## Hardware, Montreal



# "EUREKA" STEEL SAP SPOUTS



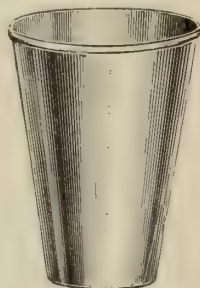
Supplied  
with or  
without  
hooks

Made in two qualities:

BERLIN BRONZE,  
22 Gauge.  
TINNED STEEL,  
20 Gauge.

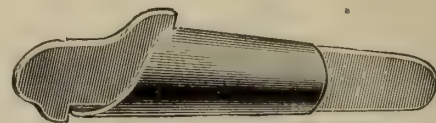
Patented 1896

Cuts Show Full Size  
of Spouts.



A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

## "IMPERIAL" TAPERED



Made from heavy tinned sheets, especially adapted for . . .

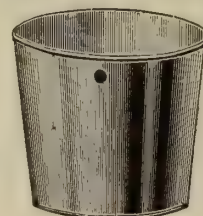
## SAP PAILS

COVERED  
SAP  
BUCKETS

Made in Six Sizes

LONG  
PATTERN.

WESTERN  
PATTERN.



Write for  
Prices

PROMPT  
SHIPMENT  
GUARANTEED

**THE THOS. DAVIDSON MFG. CO., Limited**  
MONTREAL and WINNIPEG

## Perforated Sheet Metals

IN

**Brass, Copper, Steel,  
Etc.**

All sizes of perforations and thickness  
of metals for

Miners' Use  
Grain Cleaning Machinery  
Bee Keepers  
Malt Kiln Floors, Etc.

**The B. GREENING WIRE CO.**

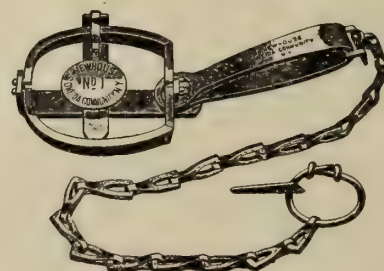
Limited

Hamilton, Ont.

Montreal, Que.

## FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



**Newhouse Steel Traps**

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

**ONEIDA COMMUNITY, Limited**

Write for Catalogue

NIAGARA FALLS, Ont.



MANY OF THE BEST ARCHITECTS ARE SPECIFYING

# Stanley's Ball-Bearing Hinges

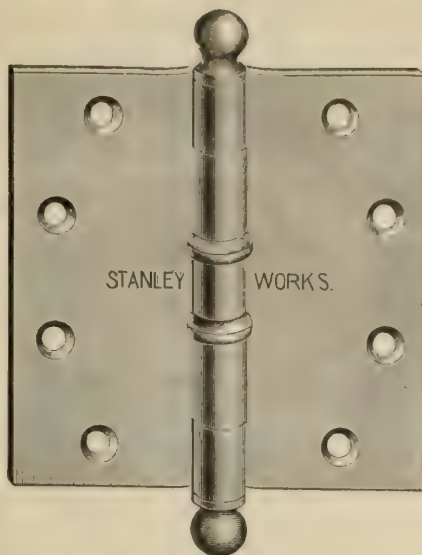
FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



**CUT OF WASHER**  
FULL SIZE

IT IS SO CONSTRUCTED  
THAT IT WILL NOT  
COME APART  
IN USE



MAD IN  
WROUGHT  
BREEZE  
AND  
STEEL

ARTISTIC BOOKLET ON APPLICATION.

**THE STANLEY WORKS, New Britain, Conn.**

FOR SALE BY LEADING JOBBERS.

A few more of our  
**TRADE MAGNETS and  
TRADE RETAINERS**

**MARTIN-SENOUR'S  
PORCH AND DECK PAINT**  
"Stands the weather."

**MARTIN-SENOUR'S  
E. Z. FLOOR AND FURNITURE  
STAIN**

Non-fading. Does not obscure the  
grain of the wood. Made to walk on.

**MARTIN-SENOUR'S  
CARRIAGE PAINT**  
It's "Superfine," everything said.

**MARTIN - SENOUR'S  
SCREEN PAINT**  
Made specially for screens and  
frames. Will not choke the wire mesh,

**MARTIN'S WHITE ENAMEL**  
Air-drying. The White that stays  
White.

**THEY SELL**

## THE MARTIN-SENOUR PAINTS 100% PURE

FOR  
EXTERIOR  
WORK



FOR  
INTERIOR  
WORK

Our EXCLUSIVE Agency Proposition will interest you.  
Particulars upon application.

**SENOUR'S FLOOR PAINT** The original reliable standard brand.  
**WEARS LIKE IRON.** Known the  
world over.

Address our nearest office for color cards and further information.

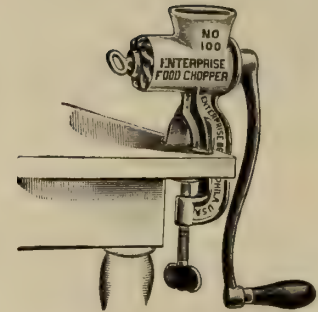
## THE MARTIN-SENOUR CO., LIMITED

142-144 Inspector Street, MONTREAL  
2514-2522 Quarry Street, CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited  
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited  
HALIFAX, N.S.





## A WORD IN TIME

Plan and prepare **NOW** to get *your share* of the big sales that are going to be made in the next few months of

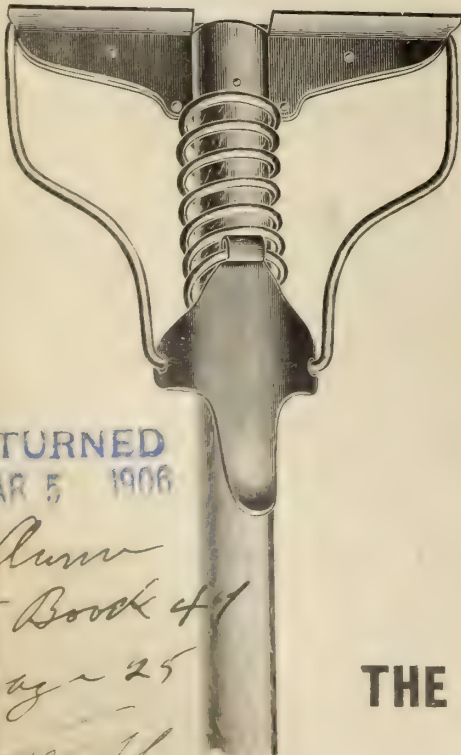
### "ENTERPRISE"

**MEAT JUICE EXTRACTORS, BONE MILLS, FOOD CHOPPERS, AND THE WHOLE LINE**

If you are short of advertising literature, electrotypes or catalogues, get in communication with our

Advertising Department *today*.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



## THE "BEST" MOP

DON'T FAIL TO HAVE A STOCK OF THESE FOR THE SPRING TRADE.

**Made of Steel**  
**Easily Operated**  
**Unbreakable**  
**Cannot Get Out of Order**

Goods are always fresh and clean when the dealer gets them.

PACKED—1 Dozen in a Display Crate.

FOR SALE BY ALL THE LEADING JOBBERS

Made by

**THE CUMMING MFG. CO., Limited**

RENFREW, - ONTARIO

Manufacturers of

CAN OPENERS, MINCING KNIVES, TOWEL ROLLERS,  
WOOD TURNINGS, AND HANDLES OF ALL KINDS.



RETURNED  
MAR 5 1906

RETURNED  
MAR 5 1906

H. Cumming  
Book 47  
Page 25  
12 16





A Favorite Tumbler Holder.

Everything nicely packed in cardboard boxes and furnished with nickel plated brass screws.

The **CARRIAGE MOUNTINGS CO., Limited**  
**TORONTO**

Write for Catalog "B."

UNITED KINGDOM

**HERBERT RODGERS & CO.**

Saracen House, Snow Hill, London, Eng.

Direct representatives of manufacturers of hardware and allied goods, well established, with sound connection throughout the United Kingdom. Will firms desiring representatives kindly communicate? Cables, "Rogemini," London.

**SWEAT PADS** ALL LENGTHS AND WIDTHS

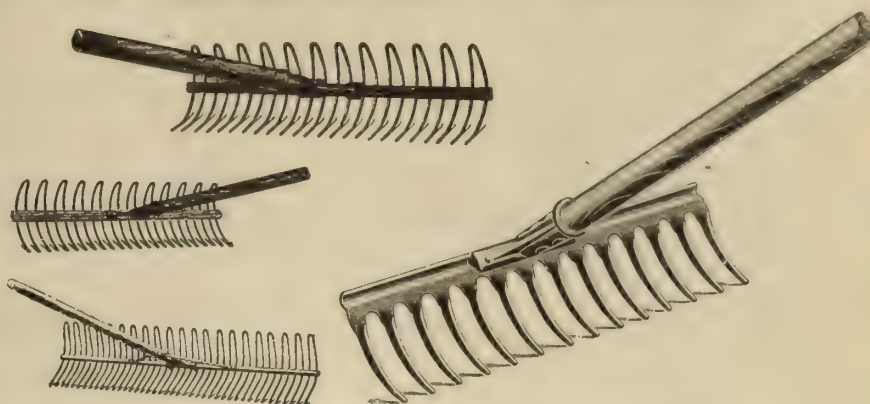
Send your order in now for Spring delivery

**H. F. FALKINER**

58-60 GEORGE ST.,

TORONTO

**LAWN RAKES** are the **Best on Earth.** Your stock is not complete without them. Also Garden and Weed Hoes, Corn Planters, etc.



We are the largest manufacturers of **Posthole Diggers** on earth. If interested please write for our Catalogue.

**F. E. KOHLER & CO., Canton, Ohio, U.S.A.**

**H. & R. SINGLE GUN** **MODEL 1905**  
**NON-EJECTING**

28 GAUGE  
44 CALIBER

**SMALL FRAME**  
**LIGHT WEIGHT**

A new gun throughout, on sporting lines; not a small bore gun on a large frame, nor a rifle bored smooth for shot.



Small frame and stock enable us to produce a very attractive and symmetrical light weight, small bore gun.

Sold by the leading jobbers. Catalog on request.

**Harrington & Richardson Arms Co.,**  
**Worcester, Mass., U.S.A.**

ALSO MAKERS OF H. & R. REVOLVERS.

**Louden's Double Strap Barn Door Hangers**  
**Are the Standard**



They have Case Hardened Bearings, Track Scrapers, Revolving Washers. They hold the door closer to the track, hang perfectly plumb, and allow the door to hang closer to the wall than other hangers do, while they are just as flexible, and are the easiest running hangers made.

Manufactured by

**LOUDEN MACHINERY CO.,**  
**Guelph, Ont.**

We manufacture 15 different styles of Hay Carriers, 10 different styles of Barn Door Hangers, also Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.





# **FREE to DEALERS:**

## ***"Bristol"***

Calendar for 1906 on condition that the coupon below is properly filled out and mailed to us **attached to your business letter-head.**

This fishing scene is beautifully colored and will be admired by all who see it in your office, store or home.

Send in your name at once before our supply is exhausted.

**THE HORTON MANUFACTURING COMPANY, - BRISTOL, CONN., U.S.A.**

Do you sell Fishing Tackle? \_\_\_\_\_

Do you handle ***"Bristol"*** Steel Fishing Rods? \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

(Cut this out, attach to your letter-head and mail to The Horton Mfg. Co., Bristol, Conn.)

### Repeat Orders for



# **GARNET ENAMELED WARE**



are coming in very rapidly. Keep your stock well assorted. Garnet enameled ware has proven to be one of the best selling lines on the market to-day.

## **KEMP MANUFACTURING CO., TORONTO**

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58 McGill St., Montreal, Que.

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McDermot Ave. East, Winnipeg, Man.



## SEMI-ANNUAL MEETING

# *Retail Hardware and Stove Dealers' Association*

### OF WESTERN CANADA.

With a swing and enthusiasm that is characteristic of all the meetings of the Western Retail Hardware Association that body opened its semi-annual meeting in Manitoba Hall, Winnipeg, on the morning of February 13. To be perfectly frank, the executive were much disappointed last Summer at the thin attendance at the annual meeting, but there was every reason to be gratified at the gathering of association stalwarts last week. Members were present from all parts of the west and the interest and enthusiasm shown were such as to warrant the belief that the association is merely seeing the beginning of its strength and usefulness.

Two very important changes were made in the constitution. The general merchants were meeting in convention in another hall in the same building and

tail Merchants' Association with headquarters in Toronto. This action was the result of representations made by E. M. Trowern, secretary of the Dominion association, who made a special trip from Toronto for the purpose of attending the meetings of the two associations and effecting this affiliation. While the step was a very important one, it is to be regretted that almost the whole time was devoted to its consideration and to Mr. Trowern's lengthy speeches to the exclusion of a number of important topics which it had been the intention of the executive to bring before the convention.

#### The Register.

In addition to the list of delegates reported in last week's Hardware and

#### OPENING SESSION.

In opening the first session of the convention on Monday morning, President Lindsay addressed the assembled hardwaremen as follows:

"Gentlemen:— It is my great pleasure to open this meeting of the Western Hardware and Stove Dealers' Association, and in conformity with the by-laws, we have to look at the order of business. The first order of business is the roll call. I think we can hold that roll as called and accept the registration which has now taken place as the first order of business. It was decided a few evenings ago at a meeting of the executive that No. 9 order of business—the address of the president—should be moved to the second place, and therefore it is now a duty and a pleasure to me



GROUP OF MEMBERS OF WESTERN RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION.

The flashlight photo from which this cut is reproduced, was taken at midnight, Feb. 13th, when more than half the members had left the hall.

perhaps this fact suggested that the time had come when the two associations might profitably unite their forces to attain common ends. Accordingly committees were appointed to arrange a basis of union, and as a result it was decided that the two associations should unite to elect a common executive to have charge of matters of common interest, but that each should retain its own secretary and its own separate identity and organization. This was, perhaps, the most important change.

The other change was the affiliation of this united organization, known as the Western Board, with the Dominion Re-

Metal as registering at the morning session, the following signed the register during the progress of the meetings: S. S. Bare, Yorkton; W. R. Halpenny, F. Whinston, A. E. McElroy, Neepawa; J. M. Brown, Stonewall; J. J. Hewitt, Medicine Hat; H. G. Hadden, Hartney; G. K. Smith, Moose Jaw; G. S. Pettypiece, Souris; E. A. Dykes, J. E. Riley, C. C. Falconer, A. P. MacDonald, H. Alenson, Winnipeg; J. F. Henderson, Manor; G. Gunn, Manitou; F. F. Sparker, Belmont; J. Russell, Elkhorn; O. Gilmer, Winnipeg; J. P. Shannon, Carnduff; A. P. Brown, Morden; J. G. Glenwright, Winnipeg.

to have to address a few words to you. But while it is a pleasure to address you on this occasion, I also have a feeling of regret because it is my last opportunity of addressing you in my official capacity. I am no longer a retail dealer—I belong to another place altogether—but I will always remember the pleasant associations I have had with the association and my fellow members. We have all heard of a golden wedding, where the old couple gathered around them their children and their children's children. That meeting brings pleasant associations, but it always seems to me that at a golden wedding there must be



some tears of regret. The old people see their life's work over and look back on what they have done, and I believe that their happiest moment is when they see

and he advised a few drops of castor oil and a hot bath. Now, that cost money. I think when we have troubles with this baby of ours that we could settle them among ourselves. We have a first-class doctor in this institution, my friend Doctor McRobie, who looks after all the troubles of the association. Doctor McRobie is a very valuable man, and his time costs money, and it is your money that has to be spent when he is out looking after these little troubles that might be adjusted among yourselves. There is an old saying that when a patient's temperature is 102 call a doctor, when it gets to 104 call a minister, and when it is 106 call the undertaker. When our little baby's temperature gets to 102 I would not call a doctor, just use a little common sense; when it gets to 104 I would not call the doctor, use a little more common sense, and when it is 106 I would not send for a doctor, just send a post card to Dr. McRobie and he will consider the whole matter and write you. We have had to spend a

members in the second place. The large outlay of money would be a drag upon us all at the present time, and perhaps we are not ripe for it yet, but if we will

#### IN A NUTSHELL

##### The Charges Made.

- (1) The Retail Merchants' Association of Western Canada and the Western Retail Hardware and Stove Dealers' Association affiliate and elect a joint executive to look after common interests; but each retains its own separate executive and secretary to look after its individual interests.
- (2) The two associations combined form a western section of the Dominion Retail Merchants' Association, with headquarters in Toronto.

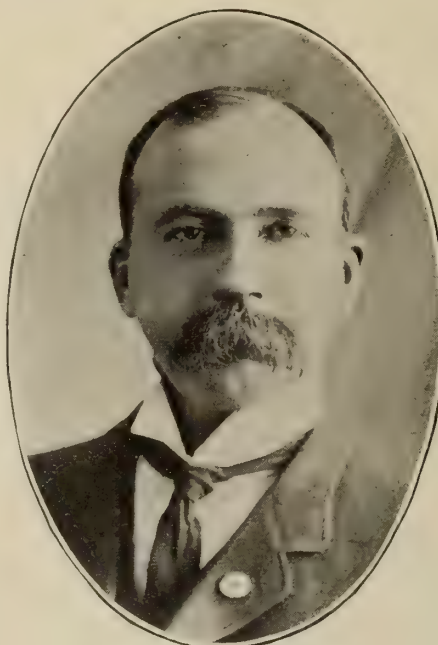
stand loyally together in our association, if we will subscribe our fees loyally and promptly, if we will do that without the necessity of Mr. McRobie having to spend our own money in going out to collect our own money, by the end of the coming year we will have, I have no doubt, a large surplus on hand, which will be held in trust, and from year to year that fund will grow, and in a short time I believe if insurance is a practicable thing among us, we will have enough surplus to start our insurance business properly. But we will never do it if a few of us will sit down and let Mr. McRobie spend \$40 to collect perhaps \$10.

"We have got our association on our hands. It is healthy. It may suffer from childish ills; do not call a doctor—settle it among yourselves. It is an easy thing to do, because you know each other better now and if necessity arises, where it is impossible to settle it amongst yourselves, then a letter to Mr. McRobie will probably do as well. When there is a game on, I don't care whether it is a hockey game or a horse race, if a dispute arises they go on under protest and send that protest down to headquarters and the answer comes back and the decision is abided by. When any decision cannot be settled among



A. J. FALCONER, DELORAINE.  
The new President.

those who are to follow in their steps. Our meeting is the very reverse of a golden wedding. We are here to celebrate a birth. We are so proud of this birth that we celebrate semi-annually. It is just a year and a half since this association came into existence, and when our friend Mr. Gilmer (whom all should know, if you don't) arose and used the memorable words, "Well, let's christen the baby," we christened it the "Western Hardware and Stove Dealers' Association." Our baby has got to be taken care of. It is subject to all the childish ills the average baby suffers from. Sometimes parents are too fond of their children, and let them have what is not good for them, and do not bring them up right. Sometimes the youngest sleeps all day and lies awake all night watching those who have been doing the work, and then he grumbles because the other fellow has been working when he has been sleeping, and sometimes he has been cutting a tooth and it hurts him pretty hard, but at last it comes through and all his suffering is forgotten. Sometimes we send for a



J. B. CURRAN, BRANDON.  
First Vice-President.

lot of money for Mr. McRobie going around the country organizing. It has taken a lot of money in traveling expenses and I know Mr. McRobie has often had to spend more time than was necessary in certain districts in order to get one individual or perhaps two individuals to get into line. In the coming year I hope that the calls upon his time will be very few and that because we are strong enough now we will be able to settle our little troubles amongst ourselves in our own outlying districts, and only in cases of a very severe attack will Dr. McRobie be called in for consultation and then his fee will be high.

"Although we have but a small surplus to show on account of the great expenses, your executive does not want to think that from year to year we will be content with showing such a balance as this. We want to show a good surplus. We want a fund on hand. There is a subject to be discussed later on today—the question of fire insurance. That involves a great deal of money in the first place, and then the support of the



WM. GORDON, WINNIPEG.  
Second Vice-President.

#### PRESIDENT FALCONER ACCEPTS.

A. J. Falconer, president-elect, is now in California for the benefit of his health. In response to a telegram of congratulation, Mr. Falconer wired Mr. Lindsay as follows:

Los Angeles, Cal., Feb. 17, 1906.

Jas. A. Lindsay, Winnipeg:

Thank the hardware men for me for honor of presidency

A. J. FALCONER.

doctor when there is no necessity for it. We could settle it amongst ourselves. I remember a case in our own home when my good wife and myself were very much alarmed and we called in a doctor

yourselves, leave the matter in abeyance for a few days and for the matter of a few cents postage a judgment will be given by which you all ought to abide.



We will save money and we will have a bank account in a little while which will astonish us. We cannot carry on this association without money. If it is



C. F. COMER, CALGARY.  
Member of Executive Committee.

not worth \$10 to us, we should not be in it. If it is worth \$10, that money ought to be forwarded promptly. I have no desire to keep Mr. McRobie from enjoying trips in the west. I would like to go myself sometimes, but I feel we are spending our money unnecessarily. That can be prevented by prompt remittance to the secretary of our fees.

"There is a large amount of business to be done before us, and with the permission of the meeting I would like to have the privilege of calling upon a gentleman here to address us this morning, Mr. Trowern, who represents the Hardware Section of the Retail Dealers' Association of Canada. He is here with us this morning, and I am sure we would all be glad to suspend the regular order for a few minutes, or as long as Mr. Trowern desires, to hear of the working of the eastern association—what good we can do them and what good they can do us.

"A year ago last July when this association was inaugurated we hoped for great things, we thought we might lend a helping hand to our sister provinces, but Mr. Trowern is here for the same purpose, that of helping us. I am sure I have your permission for asking Mr. Trowern to address us, and I have much pleasure in asking him to come forward and give us an outline of his procedure."

#### E. M. Trowern.

Almost the entire morning session was then occupied by E. M. Trowern, who followed in a speech of about two hours' duration. Mr. Trowern's address was interesting, but it was scarcely necessary to spend much time persuading an audience of western hardwaremen assembled in their association of which they are so proud and about which they are so enthusiastic, of the reasons for organizing and the benefits to be derived from organization. Space will not permit more than a summary of the main

portion of Mr. Trowern's speech and a few verbatim extracts.

In opening his speech Mr. Trowern explained that he is secretary of the Dominion Retail Merchants' Association and that he had come west to attend the meetings in Winnipeg of the two associations and enlist their support, if possible. He explained something also of the scope of the work of the Dominion association and stated that organization had been in progress for ten years.

In a lengthy, and surely unnecessary, apology for retail organizations, Mr. Trowern referred to the fact that almost every class in the community has its own organization and that many of these organizations are endowed by the Government. Manufacturers and laboring men have their associations, and there are cheese and butter associations, fruit associations and various other organizations of the kind.

In the course of a long tirade against department stores the speaker told of several suits he had instituted against the two largest department stores in Toronto for misrepresentation and fraud



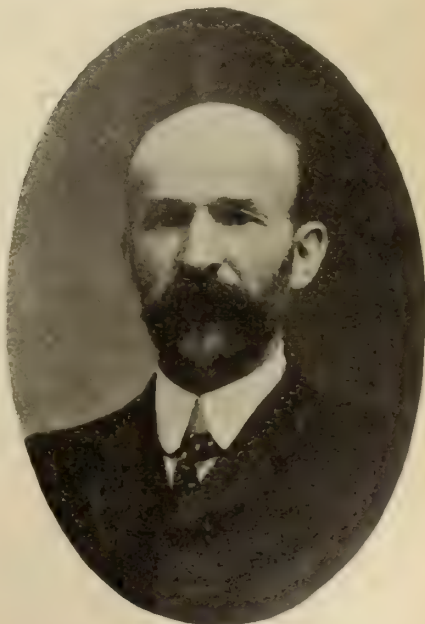
H. S. PRICE, BOISSEVAIN.  
Member of Executive Committee.

in their advertisements. He told of the difficulties in the way because it was impossible to get at individuals when prosecuting corporations, and because a penalty of say \$50 and costs meant nothing to a big concern. He urged the necessity of organization among the entire retail trade of Canada in order to secure much needed legislation in the fight against the department and mail order store. It was necessary, therefore, that the hardwaremen should unite with other classes in the retail trade.

"I want to show you that we need you and you need us and you cannot afford to run loose footed alone as hardwaremen. You must be retail men as well as hardwaremen. You must be a regiment of the great retail association of this country. Our interests are so common that we have to work together. Most people say, what are you going to do with a fellow who won't be decent? What are you going to do with a fellow who won't line up? I heard your president say a minute ago that the secretary (and I must say any man who is secretary of an association has my heartfelt sympathy) that the secretary

was having difficulty with some of the members as regards payment of their subscription. What you want to do is to try and make the work easy. How are you going to do it? By practical efforts. It does not do for us to sit here and say we are going to have a scheme whereby we are going to send an organizer there. There was a time, gentlemen, you will not remember it, of course, when the old market gardeners (not in Canada) used to bring in their produce and they used to put them in the market garden stand in the morning early and put the prices on them and then go back in the fields and work all day, and at night they would come back and gather up the change and put it in their pockets. You could not do that now in some of our cities and towns in the Provinces of Ontario and Quebec. If you would come back and find the market stand there, you would be lucky. How are you going to make the other fellow decent? The manufacturers will help to carry out any ideas you may have, but they have all the work they can do to look after their own business, and you cannot expect that class of men to help build up your association. Some of the most decent men I ever knew in my life are amongst manufacturers and wholesalers. If the scheme is all right they will assist you to carry it out. That is as far as you can expect them to go. If you retailers cannot get together and formulate a scheme and plan that is going to do away with all the price-cutting, the best thing to do is to go back to your homes and think and figure out how much work we can do for nothing. The manufacturer has a fixed price for the wholesaler, the wholesaler has a fixed price for the retailer, and then after it leaves them there is a slump and everyone can have a different price.

"Nearly every well organized institution has got some fixed plan which fixes the price. The old-fashioned plan of meeting together and agreeing — that



A. P. McDONALD, WINNIPEG.  
Member of Executive Committee.

won't work because there is always some fellow some place who will, like the one in the olden days who was one of the thirteen, give the other away. That one



man is generally in evidence. You get the manufacturer and the wholesaler and the retailer together and you agree upon the price that the article is or ought to



O. GILMER, WINNIPEG.  
Member of Executive Committee.

be at retail. The average commodity, the article that is constantly sold over the counter, must have some fixed retail price. Let that be agreed upon first by you and then the wholesaler and then the manufacturer, and then you just ask that man to adopt that price as his price and then you just tell that man that you want him to insist upon you selling at that price. When the retailer and the wholesaler have agreed upon the price, you tell the manufacturer, you want that article to be sold at that price and you want a little agreement made out, and ask every retail man before he will let him have one dollar's worth of goods, he must sign that contract. Then you will have no trouble with the fakir when he signs the contract, for instead of getting the doctor in, as your president said a few minutes ago, get the police in."

#### Mr. Chalmers.

At the conclusion of Mr. Trowern's address, Mr. Lindsay spoke briefly and in appreciation of it, and then called on Mr. Chalmers to express his opinion of Mr. Trowern's contract price proposal. Mr. Chalmers said he had been much impressed by its possibilities.

"The contract plan as he has illustrated it appeals to me very strongly. It is what I have always thought, that the question of prices should come first from the manufacturer to the wholesaler and then to the retailer, that all should work together and if we can do that we can fight the department store, and I don't think I am putting it too strongly when I say that we might put them out of business. I was very much impressed with what the gentleman said in regard to an association as retail merchants. We would be very much stronger if we were banded together as one and I would be greatly in favor of that.

"Along legislative lines I would just like to mention something that appeared in the columns of the Free Press not long ago. It was a measure being introduced into the local House by the Win-

nipeg Board of Trade induced by the wholesale interests regarding restriction of sales of stock. I do not think that that was legislation which should be allowed in a free country and as president of the Board of Trade in our town it was brought to my attention and we immediately took it up and we passed a resolution condemning it which was sent to our member who laid it before the Law Amendments Committee in our House, and I would like to see something done along that line by this association. Whether we can do it as an association I am not sure, but if we can I think the Retail Association should take it up.

"Mr. President and gentlemen, it was with a great deal of pleasure that I listened to the gentleman who addressed us and I think the speech he made was an inspiration to everyone here and will help us greatly in our work."

#### S. A. Clark.

S. A. Clark, Saskatoon, in response to an invitation from President Lindsay, spoke briefly on the subject of Mr.



W. G. McLAREN, SOURIS  
President Western Board.

Trowern's address. He said it was the first time he had had the pleasure of meeting with the association, and he had found great pleasure in listening to the address of Mr. Trowern.

"He has opened up to my mind," said Mr. Clark, "a very wide vista of possibilities that had not been there, and while I had the general opinion that by united action we would accomplish more than we could do individually, still I had never seen such wide possibilities that are likely to be brought into effect. I think he has made it clear to the most of us that the contract principle is at any rate the strongest force that we can take in our hands to overcome this unfair opposition which we meet with from the departmental stores, and others who are not as prominent as the departmental stores but who embarrass us. There are a couple of houses who are using the contract plan, and in handling their goods I find it more pleasant doing business with them than with others who leave it open to the retailers. I have always

made it a point where these houses exist, I have bought from them because I was enjoying a security which I would not otherwise enjoy.

"While I am very strongly in favor of the close amalgamation of interests, I do not think it would be advisable that any of us in these little towns of the west should go away with the idea that we have nothing to do with our own little interests. We want to feel while the big matters are in the hands of the association there are still matters to attend to, and we have to use our best efforts to settle them amongst ourselves."

The meeting then adjourned until 2 p.m.

#### AFTERNOON MEETING.

Routine business occupied a good portion of the afternoon meeting, the report of the secretary-treasurer (published last week) coming in for a great deal of discussion, after which it was received and adopted. The report showed a balance of \$274 due by members who have signed applications.

After a lengthy discussion by several of the members, including Messrs. Lindsay, Chalmers, Burton, Smith, Curran, Mr. Chalmers moved "that the secretary-treasurer be instructed to make a draft for the amount of the arrears due by members, and attach the application form, and that the draft be made at fifteen days, and notice of the draft sent." This motion was seconded by Mr. Price. Carried.

#### Fire Insurance.

At the Summer meeting a committee composed of J. A. Thompson, F. Babb, O. Gilmer and J. E. McRobie, were appointed to inquire into the practicability of a scheme of mutual fire insurance for the members of the association. Mr. Thompson, on being asked for the result of the committee's investigations, spoke as follows:

"Mr. Chairman, your committee met



W. A. COULSON, WINNIPEG.  
Secretary Western Board.

one evening and gave the matter some consideration. So far as I am concerned myself, I am not an insurance man, and I have not any doubt that a good



many of you here know a good deal more about insurance matters than I do. I have been connected with the Retail Lumbermen's Mutual Fire Insur-



H. C. HAMELIN, WINNIPEG.  
Second Vice-President Western Board.

ance Company since its organization, and at the time of its organization I went to Minneapolis and looked into the organizing of the Minneapolis Mutual Lumber Dealers' Insurance Company there. We organized on exactly the same basis that they followed, and have followed for the last thirteen years. There is a difference between the lumber and the ordinary mercantile risk. The risk on lumber is not nearly so great. We now carry about a million and a half dollars' worth of insurance, and have not had a single loss. Our record, of course, could not be taken as a criterion of what may follow for a number of years."

Mr. Thompson went on to say that the proposition seemed to him too large for the association to undertake at present. In the first place it would be necessary to deposit \$5,000 in cash with the Manitoba Government for the Manitoba risks alone. A long discussion followed in which Messrs. Burton, Clark, McRobie, Gilmer and Trowern took part, and finally it was decided that it would not be advisable to undertake the fire insurance project at the present time. On motion of W. Gordon and S. Clark, it was decided to leave the present committee in charge of the matter, with instructions to communicate with the Dominion board, as Mr. Trowern suggested.

#### By-Laws and Constitution.

A number of trifling amendments were made to the by-laws and constitution. The most important change in the latter was the merging of the Manitoba association in the Western, in accordance with the notice of motion given last July by W. G. Gordon. It was also decided that five of the nine members to be elected to the executive should hold office for two years, and the remaining four for one year. The annual fee was left at \$10, the same as last year.

#### TUESDAY EVENING MEETING.

After calling the meeting to order Mr. Lindsay asked Mr. Trowern to address the meeting and give some further information as to affiliation with the Retail Dealers' Association. Mr. Trowern then outlined the work of his association and the working of the contract plan, and read the form of contract signed by manufacturer and dealer, and answered the questions of several of the members.

After a speech from T. J. Lawlor, president of the Retail Merchants' Association of Western Canada, who was present by special invitation, it was decided, on motion of J. B. Curran and W. Gordon, that the Hardware Association should affiliate with the Dominion Association.

#### Election of Officers.

President Lindsay then expressed his regret at retiring from the chief executive office, and asked permission to nominate his successor. He paid a high tribute to the worth and ability



J. E. McROBIE, WINNIPEG.  
Treasurer Western Board.

of A. J. Falconer, of Deloraine, and nominated him for the office of president. The nomination was made unanimous and the elections resulted as follows:

President—A. J. Falconer, Deloraine.  
First vice-president—J. B. Curran, Brandon.

Second vice-president—W. M. Gordon, Winnipeg.

Secretary-treasurer—J. E. McRobie, Winnipeg.

Executive—Alberta—A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks. Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn. Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.

A motion was passed increasing the salary of Secretary J. E. McRobie by \$300 per year.

Messrs. Clements, Fox, Curran and McRobie were appointed a committee to meet a committee from the general merchants to discuss terms of affiliation.

The meeting then adjourned at midnight, and a flashlight photograph of those remaining was taken for Hardware and Metal.

#### WEDNESDAY MORNING.

At the Wednesday morning meeting a number of important resolutions were carried. It was decided to make an effort to have a few staple lines sold by the manufacturers to the trade under contract to retail them at fixed prices. As a beginning, it was decided to approach the manufacturers of enameled ware, tinware, stoves, barb wire, shells, nails and shovels.

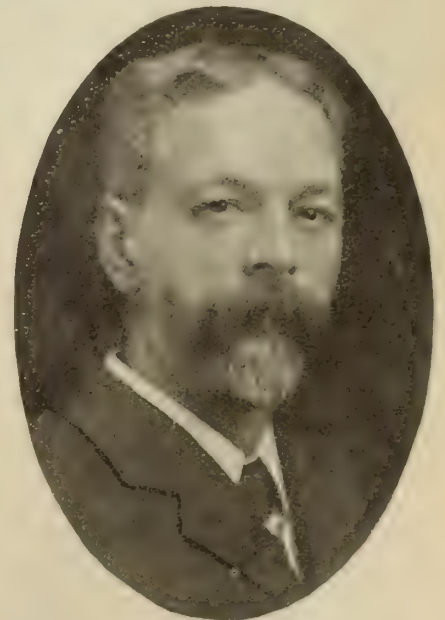
On motion of G. K. Smith, Moose Jaw, and Fred. Babb, Portage la Prairie, it was decided to notify hardware manufacturers that the association view with disfavor the placing of their lines in the catalogues of cut-price mail order houses.

On motion of O. Gilmer and H. S. Price, the secretary was instructed to inquire into the feasibility of having a hardwareman appointed official assignee for all hardware failures.

#### Sales in Bulk.

The legislation now before the Manitoba Legislature respecting the sales of merchants' stocks in bulk, was then brought to the attention of the meeting by President Lindsay, who read a synopsis of the bill and editorial comments thereon that recently appeared in Hardware and Metal. "I have been away, as you know," said Mr. Lindsay, "and the first I have seen of the matter is this article in Hardware and Metal. The paper is usually an authority on trade topics, and the matter is well worthy of our consideration."

A long discussion followed, and it was finally decided to defer action until the wholesale trade had been heard from.



J. A. LINDSAY, WINNIPEG.  
Auditor Western Board.

#### Honors for Mr. Lindsay.

Oliver Gilmer, Winnipeg, in an eloquent speech, then moved that retiring President Lindsay be made a life member of the association. Mr. Lindsay



was retiring from the retail trade, but the association could always count upon his friendship and assistance. The motion was seconded by H. S. Price, and carried amid enthusiasm.

#### Decide to Affiliate.

The committee appointed to confer with the general merchants then reported, and after some discussion their report in favor of affiliation with the other association was carried unanimously.

#### Western Board Meetings.

The first meeting of the Western Board was held on the afternoon of Wednesday, February 14, T. J. Lawlor presiding. There was a fair attendance of hardwaremen and general merchants and considerable enthusiasm was shown.

The first business was the election of officers and in this the utmost harmony prevailed between the members of the two executives. Both secretaries are on

their goods to be quoted in catalogues of mail order houses at cut prices.

On motion of G. K. Smith and T. J. Lawlor, a strong resolution was passed asking for legislation providing that corporations be made amenable to the law the same as individuals and that the president and secretary of a corporation be held personally responsible for the acts of a corporation. This resolution was passed on to the Dominion Board.

On motion of Messrs. Hunter and Payne a resolution was passed condemning the enforced payment by retailers of fees for the inspection of their weights and measures. Several members spoke strongly on this subject, complaining of the injustice of forcing dealers to pay these fees.

A motion by G. K. Smith and J. B. Curran was passed regarding fire insurance for members by the association. The motion instructed the officers of the Western Board to work in conjunction with the officers of the Dominion Board in Toronto to devise some practicable

measure wholly in the interests of the wholesale trade.

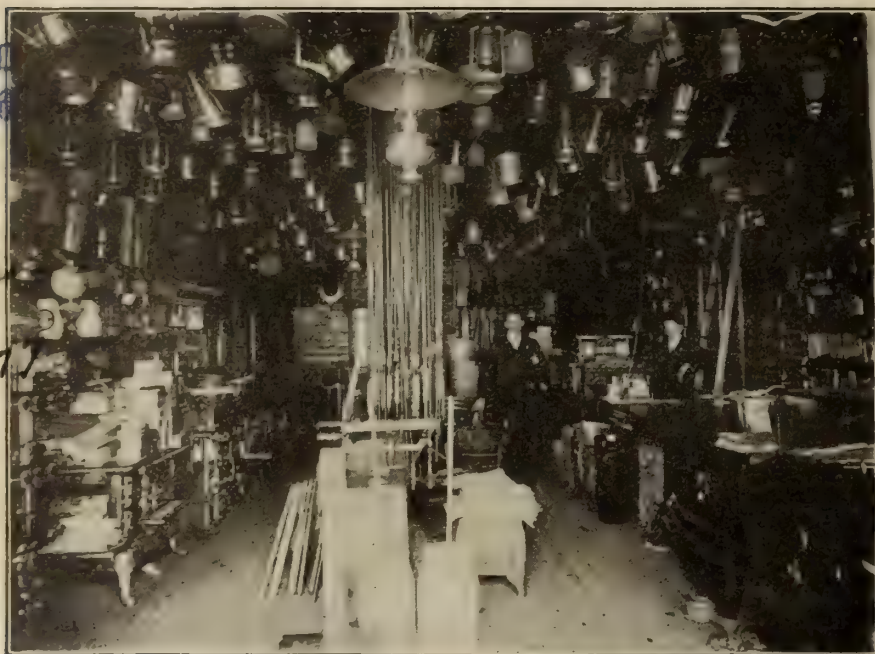
"It ties up and hampers the great mass of honest dealers," said he, "for the sake of a very few dishonest men. We have all to run some risk when we extend any credit and I don't see why the wholesale man should be protected when we are not. What would the farmers say to a similar measure designed to protect the retailers?"

#### Visitors From the Wholesalers.

A number of wholesale men attended the meeting of the Western Board on Wednesday evening by special invitation. Among those attending the meeting were A. L. Johnson, ex-president Board of Trade; Wm. Georgeson, of Codville-Georgeson Co., Limited; J. Y. Griffin, A. Strong, D. W. Bole, M.P., and A. Macdonald.

#### Plea for the New Legislation.

A. L. Johnson addressed the meeting at considerable length on the bill now before the Manitoba Legislature respecting the sale of stocks of merchandise in bulk, and, after expressing the pleasure which the wholesalers had in meeting the retail trade, he plunged into the discussion. He argued with the force and clearness of expression which always characterize Mr. Johnson's addresses, that while there might be some details of the measure in its present shape



M. ISBESTER & SON'S HARDWARE STORE, SASKATOON.

the executive of the Western Board, the general merchants are represented by the president and second vice-president, while the hardwaremen are represented by their first vice-president. J. A. Lindsay, retiring president of the Hardware Association, is auditor.

The executive is as follows: President, W. G. McLaren, Souris, Man.; first vice-president, G. K. Smith, Moose Jaw, Sask.; second vice-president, H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.

President-elect W. G. McLaren took the chair amid applause, and the meeting at once settled down to business. Many favorable comments were heard on the business-like management of the meeting by the president-elect. He made an excellent chairman.

#### Various Resolutions.

On motion of Messrs. Lindsay and Baine a resolution was passed asking the manufacturers to refuse to allow

plan of fire insurance by the association.

#### Sale of Stocks in Bulk.

An informal discussion then followed of the legislation now before the Manitoba Legislature respecting the sale of stocks of merchandise in bulk. As explained in an editorial in this paper some weeks ago, this bill provides some restrictions on the sale in bulk of merchants' stocks, the object being to prevent "midnight sales" by dishonest dealers who sell their stocks and pay the wholesale houses only a percentage of the amount owed them. The bill provides that before a sale can be made a merchant must obtain the consent in writing of at least 50 per cent. of his creditors and 75 per cent. of the value. Failing this the sale can be put through only by paying the amount of the purchase price to a trust company for the benefit of the creditors.

J. F. Hunter spoke strongly in opposition to the bill, as he considered it a

which would be objectionable to the wholesale trade, still the principle was as much in the interests of the retailers as of the wholesalers. The wholesale trade were anxious to have the retail trade endorse the principle of the bill; the details could be arranged to the satisfaction of both parties by a joint committee.

#### When the Retailer is Hit.

"It often happens," said Mr. Johnson, "that a man sells out his stock in a hurry for say 60 cents on the dollar and then he comes to Winnipeg to compromise with his creditors, or perhaps he doesn't come at all. Perhaps you think this is the wholesalers' funeral only, but think a minute. The purchaser of the stock gets it cheap, and what does he do with it? He slaughters it, of course, to the detriment of the legitimate regular trade, and any measure designed to stop this ruinous practice is in the interests of all branches of the trade.

"The bill is framed for the dishonest dealer, and surely no one will dispute that the wholesaler has some rights in the disposal of a stock for which he has not yet been paid. The wholesale trade do not desire to have legislation that will be onerous on the retail trade, but they do desire protection.

#### Many Misconceptions.

"I find in discussing the matter with retailers that there are many misconceptions current respecting the bill. It re-

#### OFFICERS OF WESTERN BOARD.

(Elected by general merchants and hardware men in joint session.)

President—W. G. McLaren, Souris, Man.  
1st Vice-President—G. K. Smith, Moose Jaw, Sask.  
2nd Vice-President—H. C. Hamelin, Winnipeg, Man.  
Secretary—W. A. Coulson, Winnipeg, Man.  
Treasurer—J. E. McRobie, Winnipeg, Man.  
Auditor—J. A. Lindsay, Winnipeg, Man.



fers only to stocks of merchandise and not to land, and we are anxious that it should be acceptable to you as well as to ourselves. We are willing and anxious to agree to any amendments in the details of the bill, but we think the principle should commend itself to you as well as to us."

#### Association and the Trade.

Wm. Georgeson, who was greeted with applause as he rose to speak, expressed his pleasure in the knowledge that the association was continuing to prosper. He believed it would do much to advance the interests of the retail trade.

Proceeding to discuss the merits of the bill, he contended that the interests of the wholesaler and the retailer were not far apart. In this particular instance, the interests of the wholesaler were also the interests of the retailer, who is injured by the slaughtering of stocks that invariably follows "midnight sales."

#### Principle, Not Detail.

"The point, gentlemen," said Mr. Georgeson, "is not whether this bill as it stands is what we want, but whether we approve of its principle. There may be clauses to which exception could be taken, but they can be amended, and if we are agreed as to the principle of the bill the Law Amendment Committee at the Legislature can fix it up all right. It will be amended to make its provisions as little onerous as can be."

#### Question of Ownership.

"As to the principle of the bill, I fail to see why there should be any disagreement. The wholesale trade are surely justified in holding that when a man does not own his stock of goods, when he has no interest in it, he should consult those who do own it before he sells it at so many cents on the dollar. This bill will never hurt a solvent merchant. There will be no trouble in getting the consent of the wholesale trade to a sale by a solvent merchant. You know the wholesale trade, and you know that you have always found them reasonable."

#### The Retailer's Views.

In the course of the general discussion that followed Mr. Georgeson's speech, J. F. Hunter contended that the provisions of the bill were unreasonably onerous. He asked if a merchant would have to show up all his affairs and get consent of all creditors for land and other things. Mr. Johnson replied that all direct liabilities would have to be faced. Mortgages would be indirect liabilities. This, however, was a point that would have to be made clear.

Wilfrid Ledoux, Arnaud; H. C. Hamelin, Winnipeg; and T. J. Lawlor, Killarney, took part in the discussion that followed in the course of which it was made clear that the purchaser of a stock will not be held responsible for the truth of the statement of his affairs made by the vendor.

Mr. Johnson said that the wholesale trade would be willing to have the bill amended so that its provisions would not apply in case the proceeds of the sale were as large as the liabilities.

#### A Law for all Branches.

J. F. Hunter said he would be glad to see a law that would protect all branches of the trade but he saw no reason why the wholesale trade alone should be protected to the embarrassment of the retailers. How would the farmers view a similar measure designed to protect the retail storekeepers? The wholesaler did not have to sell goods to a man whose credit was poor and if they gave him credit they did so at their own risk. He saw no reason why they should be relieved of that risk.

Probably it was quite true that the wholesale men would consent to the sales of their stocks by solvent retailers

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PAINT AND VARNISH MAKERS.

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## WIRE NAILS TACKS WIRE

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Limited.  
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but there would always be delay and probably the purchaser would change his mind while the vendor was running around getting the consent of his creditors to the sale.

Mr. Georgeson replied to this that sales would naturally be made subject to consent being obtained and the vendor could easily secure a deposit on the sale. He failed to see how a sale would be tied up by the provisions of this bill.

It was finally decided to refer the matter to the executive committee with instructions to report at the meeting the following day.

#### Concluding Session.

President McLaren took the chair about 4.30 on Thursday afternoon and the concluding business of the Western Board was put through with promptness. The executive presented the following report with reference to the bill respecting the sale of stocks in bulk:

"Your executive board desire to report that they have gone very fully into the proposed legislation respecting the sale of merchants' stocks in bulk and they have decided that, owing to the great importance of the measure to the retail trade, and in view of the short



time given for its consideration, the wholesale trade be asked to withdraw the bill for the present. Your executive board ask to be allowed to go further into the matter and consult with the wholesale trade in order that a bill may be prepared that will accomplish the desire of the wholesale trade and at the same time be acceptable to the retailers. Your committee will present a further report at the next meeting of the Western Board.

Signed — W. G. McLaren, G. K. Smith, H. C. Hamelin, W. A. Coulson, J. E. McRobie.

The report was adopted and the convention then adjourned to meet again at the call of the executive.

### BUSY WESTERN STORE.

One of Saskatoon's busy hardware stores is that of M. Isbester & Son, an illustration of whose store is shown on this page. The store is 60 x 30 feet in addition to which the firm have a warehouse 96 x 60 feet. Alterations being made will enlarge the floor space to 140 x 30 feet, making the store one of the largest in Western Canada.

Their interior display of hardware is one of the best in Saskatchewan, and shows the hand of a thoroughly experienced hardwareman. The illustration does not do justice to the store, an arrangement for displaying small tools near the front of the store being worthy of special mention. Sample tools are displayed on doors covered with green felt, behind the doors being the stock. The arrangement allows of a splendid display with stock easily got at and at very little cost. The large quantity of goods carried in stock and the variety of special lines can be seen in the photograph. Scales, churns, washing machines, tubs, carpet sweepers, etc., are all paying lines which every hardware dealer should sell. The large supply of tinware in view also indicates a paying business in that line.

Mr. Isbester informed a representative of Hardware and Metal, who called at his store recently, that every month showed a big increase in trade, this being largely due to intelligent advertising and keeping a well assorted stock. He also said that Hardware and Metal was always welcome and read from cover to cover by everyone in the store.

The Atikokan Iron Co., of Port Arthur, have made a contract with the Canadian Rand Drill Co., Sherbrooke, Que., for a full installation of mining machinery for the iron mine property they are developing 150 miles west of Port Arthur. There is as yet no railroad into the mine, but the Canadian Northern passes only a few miles distant and will be built in the coming Spring. The machinery is to be taken in before the road gets there at least as much of it as will be needed at once. There is to be a large jaw crusher, capacity 1,000 tons per 20 hours, with power, a Rand compressor and an outfit, at the start, of ten drills. The mine will be opened by tunneling and no hoisting machinery will be needed at present.

### OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

### Obnoxious Travelers' Taxes.

Editor Hardware and Metal: With reference to the letter in your last issue headed "A Test Case Urged," and signed "British Agent," I may state that a short time since when I had the honor of being upon the directorate of the Dominion Commercial Travelers' Association, the question of endeavoring to have these obnoxious and irritating provincial taxes upon commercial men removed was frequently brought up before the board. At the time the provincial tax imposed upon commercial travelers in Prince Edward Island was the one we wished to have expunged. Joining with the sister associations we paid for and took the highest legal opinion obtainable, and the opinion was that the Province of Prince Edward Island was strictly within its rights in imposing and collecting this iniquitous tax. A test case would, therefore, do no good. In fact, only last week a poor, unfortunate commercial traveler was pounced upon, arrested and fined for selling in Montreal without a license. As he feelingly remarked, "French lessons come high." The only remedy is to keep on agitating, and let the Britishers retaliate upon us when we go over there to sell our butter and eggs.

Yours, etc.,  
WILLIAM H. EVANS,  
Of Canada Paint Company.  
Montreal, Feb. 23, 1906.

### Nova Scotia Conditions.

Editor Hardware and Metal: Our business for 1905 showed a gratifying and healthful increase over 1904. Collections as a rule were better, and the country seemed to be generally in a more prosperous state. The causes which led to this were the extremely high price of codfish, which it is felt cannot be long maintained, and the fruit crop in the Annapolis Valley, for which excellent prices were realized. On the other hand the lumber industry and the gold mining industry of the province have been in a very depressed state.

It is somewhat difficult to forecast for 1906, but we do not look for any great improvement in the general condition of the province.

Yours truly,  
A. M. BELL & CO.  
Halifax, Feb. 10, 1906.

### Should Organize in Ontario.

Editor Hardware and Metal: The past year has been the most successful in my business career, and I hope to do a still larger business in 1906, as conditions seem very favorable.

I am very much in favor of the organization of a retail hardware association in Ontario, as we have been and are at present selling a number of staple articles at less than cost. I am sure our customers would much prefer to have a uniform price on staple articles, as they would be satisfied that they were not paying more for goods than

their neighbors were paying or more than they could buy them for elsewhere.

Yours truly,  
T. N. DUNN.  
Ingersoll, Feb. 17, 1906.

### Favorable Outlook in Saskatchewan.

Editor Hardware and Metal: Our 1905 business was the best in the history of the concern. Owing to the great building development occurring in Regina we find that branch of our trade showed the greatest growth. Farmers' trade did not show any increase on account of the crop failures of 1903 and 1904, the average farmer having very little money to spend. Collections have been very slow, but we have met with fair success by keeping persistently at it.

We anticipate a greater year for 1906 for the following reasons: The bumper crop of 1906 was a very heavy one to handle, making threshing extremely late and in spite of the laudatory self-advertising of the C.P.R. regarding their success in handling the crop of 1905, it is a well attested fact that at the principal wheat shipping centres there has been a glut of grain which the C.P.R. has found it impossible to keep up with. The tendency for this reason and on account of the consequent holding down of the price by the buyers has resulted in slow marketing, and many farmers have not yet realized on their crops. There will, therefore, be a lot of money in the farmers' hands for use during the season of 1906, and we anticipate better trade than ever in this direction, more particularly if as the season advances, prospects for the crop of 1906 are favorable.

Yours truly,  
THE SMITH & FERGUSON CO.,  
LIMITED.  
Regina, Feb. 10, 1906.

### Trade in Plumbing Supplies.

Editor Hardware and Metal: We found a considerable increase on our 1905 year's business, but the profits are getting smaller owing to the fact that the manufacturers seek the large buyers and leave the smaller and poorer trade to the jobbers.

Collections have been about the same as usual, but we are working to have our business put on a cash basis of 30 days, and are pleased with the results so far attained.

The branches of the trade that have shown the greatest increase are about general but we think that the building trades are certainly in advance of other lines. The greatest factor working towards an increase for this year's business would be the general prosperity of the country at large, and there seems to be a feeling that we are on the verge of several years of prosperity.

Yours truly,  
MECHANICS SUPPLY CO.,  
Per W. H. WIGGS.  
Quebec, Feb. 9 1906.

Credit is hard to get and easy to lose.

Those who make the best use of their time have none to spare.



## STOVES AND TINWARE

### ST. JOHN MEN WANT FREE TIN.

Tin plate should be on the free list. That is the opinion of Mr. J. Sutton Clarke, of St. George, N.B.

There is no one better qualified to speak upon matters connected with the canning industry, so far as this province is concerned. That this is the case will be generally admitted, for Mr. Clarke has had years of experience and has given the best of thought to the various and varying phases of the industry. Consequently, his opinion on matters affecting the business with which he has been so successfully connected, may safely be taken as authoritative. Mr. Clarke is opposed to the tin plate duty proposal on the ground that it must necessarily, if it should be adopted, make for an increased cost of production of canned goods, and, as a natural sequence, for an increased cost of canned goods to the consumers. The greater part of the tin plate that is imported into the Dominion is used by the fish canners. These men should be given every legitimate aid in building up and maintaining their industry, and aid will not come through increasing the cost of the materials used by them. For this reason Mr. Clarke is opposed to the asked for duty on tin plate. Mr. Clarke, in this view, has the approval of all the canned fish packers of Charlotte County, as, indeed, it is safe to say he will have the support of New Brunswick canned goods manufacturers generally.

Incidentally, it may be stated that Mr. Clarke is shortly to increase considerably his plant at L'Etang. New and improved machinery is to be installed and the plant will then have enlarged capacity, with equipment of the most approved style.

Mr. Joseph E. Quinn, of Messrs. Quinn & Co., a local hardware firm, also opposes the tin plate duty. Such a duty, he claims, can be of benefit to no one save some manufacturers. On the other hand, it would be detrimental to the interests of dealers generally, and the public at large. It must raise the price of all goods—there are very many varieties—in the manufacture of which it is used, and such an advance is not what is deemed desirable by Mr. Quinn. As stated, Mr. Quinn is unable to see in what way anyone, save perhaps some manufacturers, would be benefitted by the duty.

Mr. R. B. Emerson, of Messrs. Emerson & Fisher, one of the city's largest and most influential hardware firms, is of the opinion that the tariff, so far as it deals with tin plate, should be left unchanged. There is not, he claims, any

reason for alteration and it is not clear in what way a change would be beneficial.

This is the view of the matter taken by the committee of the Hardwaremen's Association here before the visit of the Tariff Commission. The view has not been changed since that visit.

### DUTY OPPOSED AT HALIFAX.

The canners and handlers of tin plate in Nova Scotia are strongly opposed to the proposed duty on tin plate requested by the Canada Tin Plate Co., of Morrisburg, and contend that it would be most ruinous to the packing industry in this province. No tin plate in the world can be used with satisfaction, outside of the Welsh article, for canning lobsters, which is one of the most extensive industries in Nova Scotia. The best tin plate made in the United States to-day cannot be used, and they point out that the product of the concern in Canada could hardly be expected to compete with that of the Welsh manufacturers.

John A. Neville, one of the largest lobster canners in Nova Scotia, says:

"The tin plate used by the lobster men must be of the first quality. We are using entirely the Welsh plate, as no other can equal it." Mr. Neville pointed out that the ammonia in lobsters is very great, and that lobsters packed in American tin plate cans have turned out poor, the meat turning black. In the case of the Welsh tin plate, the coating is very heavy, and it thus stands far better. With a duty on the tin plate of Welsh manufacture, the canner would be handicapped so as to be a heavy loser, as the cost of lobsters, etc., to-day is so high that any additional duty would simply kill the business, particularly the export trade.

Besides the lobster industry in this province; there are a lot of apples, small fruit, etc., packed, but the plate required need not be so good.

The canners of finnan haddie and kippered herring require a good quality of plate, and as this industry is growing fast, and a good trade is being worked up with Western Canada, any drawback, such as duty on tin, would be quite a serious matter, as the local packers now have all they can do to compete with the Scotch exporters of these articles, who now have a very firm footing in this market.

Mr. Neville says that anything tending to cost the consumer more money is not desirable. He does not think that such an industry in Canada could commence to supply the demand, and while it might benefit a few, the imposition of

such a duty would work to the injury of hundreds engaged in the canning industry.

"I have just imported fifty boxes of American tin plate," said Mr. Neville, "and I am again going to give it a trial." It costs about the same price as the Welsh plate. He is going to pack several cases of lobsters and open cans from time to time and note the effect and condition of the meat at the various stages.

Perhaps one of the strongest points made by Mr. Neville was in connection with the lobster canning industry, when he pointed out that several of the largest American canners who do business in this province use the Wales plate in preference to their own. They have tried the latter, but it did not give the satisfaction found in the Welsh plate.

• • •

A. M. Bell, a large hardware dealer, importer of tin plate and president of the Halifax Board of Trade, when spoken to on the subject, said: "My views on the matter are very brief. Canada is not ripe for such an industry at the present time, and will not be for a long period. Why, Canada now only has a population of a little over six millions. Just think that in the United States they had a population of seventy millions before they started such an industry. Then they were obliged to adopt the Welsh methods in every way, and even to-day the American plate is not quite equal to the Welsh plate. The price has been reduced to meet the Welsh article, with the view of capturing the trade."

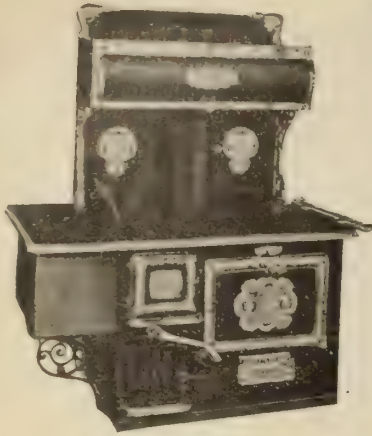
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Mr. Williams, manager for Robert Simpson Co., another of the largest canning firms in the province, said: "I am not opposed to the establishment of tin plate works in Canada, if they will be of a public benefit. I am in favor of any industry that will assist in building up the Dominion. Such an industry should be given the same opportunity as other manufacturing concerns. While I am not altogether in favor of giving bounties in this case I would suggest that a bounty be given on the tin plate produced, and in that case there would be no necessity for an increased duty on the plate imported. The public in this way would pay for the benefit the country received from the industry, and there would be no hardship on the canners or handlers of plate in this way."

### THE STOVE TRADE.

Stoves have not sold this Winter to the extent that they have in former years, but among the manufacturers at least this slackness has been amply offset by the increased sale of hot water and warm air equipments. The fact that building has gone on so steadily on account of the mild weather has enabled the heating men to fill orders and complete contracts which would ordinarily have been left until Spring.





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Built to sell and satisfy.

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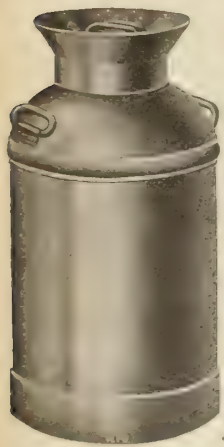
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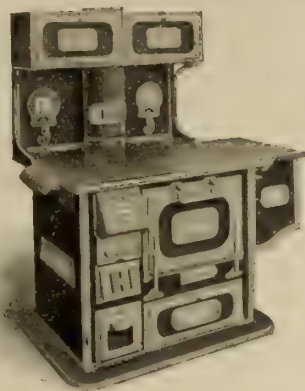
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Sole Makers, - - - TORONTO JUNCTION, ONT.

## Hardware Dealers!

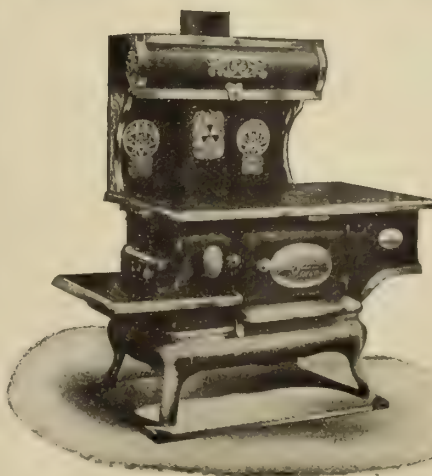
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OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 128 West Craig St., Montreal, Que., Agents for the Province of Quebec.



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President:

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## NEW ADVERTISEMENTS.

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Louden Machinery Co., Guelph, Ont.  
Standard Sanitary Mfg. Co. Pittsburg, Pa.

## A PRACTICAL PROPOSITION.

The suggestion made at a recent meeting of the Regina Board of Trade that the city should appoint a publicity commissioner at a good salary, is one that should be adopted. Brandon, Moose Jaw, Edmonton, and other western cities have either adopted a similar proposition or are considering it, while Toronto, London, Ingersoll, and other industrial centres in Ontario propose to spend considerable money to advertise the advantageous points in connection with the respective cities and towns.

The idea might even be carried farther and some lessons learned from the experience of Vancouver, Victoria and New Westminster, in each of which cities there is a Tourist Association, with a paid secretary, working under the auspices of the civic authorities, his duties being to boom the advantages of the cities named as stopping off places for tourists, and to see that all visitors are cordially welcomed and well taken care of when in town.

The two propositions—that of a publicity commissioner and that of a tourist association secretary—might well be combined in the case of the various cities named, with the possible exception of Toronto. The tourist and publicity commissioner of the western cities might, for instance, influence the railway corporations to allow stopover privileges on all tickets sold to trans-

continental or tourist passengers.

Visitors spending a day or a week in a town would spend some money with the merchants, and might also be impressed with the particular advantages of the place for some enterprise with which they or their friends are connected, and in other ways advantages would result.

The proposition is a good one. Push it along.

## A CUSTOMER WAS LOST.

There was a mad commercial traveler in a provincial town the other day; not a candidate for a straight jacket. His mind was sound enough, but he was mad clear through. He was saying things, too, but the young man he was praying for was safely and probably comfortably ensconced behind a ledger in the big wholesale house the traveler represented.

After a good deal of painstaking effort the salesman had made a customer of a man with a considerable trade in the town where he was. This was his next trip, and he had approached his new patron with a very kindly feeling. He met with a marked lack of cordiality and the statement that the merchant did not care to continue business relations with his firm.

The customer had written to the firm and had received a discourteous reply from the gentleman behind the ledger.

Courtesy is so cheap a commodity that many young men, and a few older ones, disregard it. They couldn't make a greater mistake. An engineer might as well try to run new machinery without oil. A florist might as well attempt to grow roses without sunshine.

Discourtesy as a response to impertinence is not justifiable, but to be discourteous when one is asked to grant a favor is a crime against one's better self.

There is a saying by a very ancient gentleman that might support the natural kindness of some young men of business if they would bear it in mind: "No man can do me an injury because no man can make me misbehave myself."

## A VIRTUE TO CULTIVATE.

There is no habit the young man entering business can more profitably cultivate than that of promptness and faithfulness in keeping appointments. Nothing is more exasperating or more inexcusable than the failure to keep a business undertaking or appointment. It is not only a personal affront to the other party, but has wasted his time, upset his arrangements and generally thrown

his plan of the day's work out of gear.

A gentleman recently starting in business in Toronto has very justly been voicing his grievances owing to the failure of the telephone company in installing his 'phone. Here was a case of direct money loss to the unfortunate business man, as the telephone was absolutely necessary for him, particularly on account of the many petty errands required before his work was put in smooth running order.

Another case in point was in connection with a small printing order. The job was promised at a certain time, was expected, was not delivered. The order was eventually filled, but will be the last one for that printer.

On the other hand the firm or man that wins or deserves a reputation for promptness and reliability need never be on the search for business or employment. Business will seek him.

It may mean a sacrifice of personal comfort to deliver goods just exactly on the minute agreed upon in some instances, but failure to do so may be just the thing that loses the trade of your best customer. Be prompt. See that your employes are prompt. You can confer on them no greater benefit than a sound training in this most desirable habit.

## WHERE DO YOU STAND?

Have you finished your inventory? Where do you stand? Have you made as much money as you expected or not? Have you hustled in season and out of season and failed to reap returns? If so, it is either time for you to turn over a new leaf or to get out of business and conserve what little you may be able to save.

The merchant must be thoroughly modern. In the days of our fathers, it was well enough to keep two books, one for what "I owe" and the other for what "Others owe me," says the Hardware Trade. In these days a store conducted on this system can not live. The retailer must first know what his goods cost, and keep this cost price constantly before him. He must know his stock as an open book and should be able at almost any time to give an approximately correct statement of his fiscal position, and the value of his stock.

He must conduct his credits with wisdom or they will swamp him in a wave of bad debts. A large number of retailers have cut out the credit system entirely. That there is wisdom in this action is more than probable because had they been able to do a larger busi-



ness, cash and credit, they would probably have maintained the dual system, provided it did not entail too serious a percentage of bad debts.

It is the time of year when the retrospective is as important as the prospective. "Let the dead bury the dead," may be well enough sometimes. But if the year 1905 was full of mistakes, the lessons of the year should not be lost on 1906.

If you sold on margins that were too small, mark up your prices. If you have figured your expenses too low, correct the error. Do business on a certain percentage of profits. From your experience you should be able to tell just how expensive your establishment is compared with the volume of business transacted. There is no use wasting your time in a business that doesn't pay and hasn't a future. Better get out and try something else, unless you can do better than split even.

### A BLOW TO THE TRADE.

Now that the era of trials and investigations is drawing to a close it may be in order to consider the effect upon the trade the trials at Toronto and Hamilton have had. From week to week this paper has given an accurate, though summarized, report of the proceedings, and while slight criticism has been offered by interested parties it has been considered in the best interests of the trade to thoroughly inform Canadian plumbers and steamfitters of the doings in Toronto and Hamilton rather than remain silent on the subject as the other plumbing trade papers in the United States have done.

To live in a fool's paradise and imagine that the interests of the trade have not suffered as a result of the investigations would be most unwise. As an indication of the feeling throughout the country the following extracts are given from a large number of letters received.

One of the oldest and best informed plumbers in Ontario expresses himself as follows:

"The matter of the association is a serious problem to solve. There is no doubt that the association has done a power of good in the past, but the history of the last six months has had a tendency to destroy all the good, and will brand us in the future as dishonest men unless the public can be made to understand that the association was not responsible for the acts of a few of its members, and that it has been the past efforts of the association that have brought the plumbing standard to the high grade that it is to-day. I think it is most important at the present time that the association should continue, and if carried out on the lines that were laid

down a year ago it would be more successful than ever. My motto is quality in membership, not quantity."

A representative firm in the eastern part of the province writes:

"We are afraid the trials in Toronto and Hamilton will have a very bad effect indeed. The result locally has been an increased difficulty in getting a fair price for our work. This applies both to our customers and competitors. We sincerely hope something can be done to improve the situation."

A Manitoba firm who have not been subscribers to *Hardware and Metal* and are consequently not so well informed speak very frankly. They say:

"We have no hesitation in calling the Toronto scandal a piece of highway robbery and would say that it has had a damaging effect on the general business ability and personal character of the master plumbers at large. After the publicity that the press has given the recent scandal the public are bound to look with suspicion on us and we cannot blame them."

These letters show the matter to be more than a local one, and if the criticism given is too severe on those who have been responsible for the conditions existing in Toronto, it is only because the trade generally must bear its share of the opprobrium resulting from the recent trials.

The matter has its financial side also as in some places customers are refusing to pay accounts rendered for plumbing and heating work, demanding that a large discount be given before payment, while still others are taking advantage of the situation to refuse to pay altogether. One stove dealer who has done some small repair work but has never been a member of the association says he will have to sue at least one customer—a lawyer—before he can collect a small account without taking 25 per cent. off the face of it.

But there is little use in crying over spilled milk. The harm has been done and the thing to do now is to remedy the evil. This is emphasized in the letters reproduced, and it is urged that the association be reorganized on such lines as to bring credit to the trade, the aim being quality rather than quantity. In any scheme of reorganization some are bound to hang back and while accepting any benefits to be derived from the organization, refuse to do anything towards making it a success. But the thing to do is to reorganize in spite of such laggards.

It is understood that President Walsh will issue a call for the regular annual convention of the Ontario association shortly. The response should be the largest in the history of the organization, as this is a crisis in the history

of the trade. Without an organization the effects of unfair competition will be felt by all. Already in Toronto jobs are being accepted on a 5 per cent. margin of profit—a margin on which no business can exist, provide a living for the plumber and allow him to keep his credit good at the supply house.

The duty of every plumber and fitter at this time is to aid every effort made to reorganize the trade upon a basis which will encourage the co-operative rather than the competitive spirit amongst the members of the organization.

### DANGER TO MANUFACTURERS.

The reference to the increasing competition of mail order houses in the report of the convention of western hardwaremen shows that this subject, which has been an important one in the United States, is becoming a live problem in Canada.

Objection to the retail catalogue house system of conducting business has heretofore been based on the theory that it was injuring the retail and jobbing interests alone. It is possible that the peril to manufacturers is as imminent. The policy of the mail order houses in the past has been to attract trade by offering reduced prices on certain well known articles, and to make good the deficit on other articles of unknown quality. The plan is based upon the theory that first impressions are lasting—that consumers will find the mail order value exceptionally good in some instances and assume it is good in all instances. The theory is sound and has been demonstrated to be such by empirical test. It is not probable that the policy will be changed.

The danger of this method to manufacturers is shown by an announcement appearing in the latest catalogue of one of these concerns, as pointed out by the American Artizan. Up to the past year the concern had been furnished saws bearing the trade-mark of a prominent manufacturer. In accordance with their policy, after the reputation had been made, and the recognized living profit killed, the retail catalogue house discontinued pushing this leader, and now claim that a saw stamped with a private brand of their own is better than the original trade-mark saw. The private brand is quoted at a comparatively low figure. Consequently, consumers are being taught that the trade-mark saw is in no wise superior—possibly inferior—and that the manufacturers are realizing an exorbitant, wholly unjustified profit. This particular saw manufacturer is being hurt to that extent.

It is unnecessary to comment at



length upon the irreparable injury that announcements of this kind are able to effect. To some manufacturers, a trade mark is worth many times the cost of the entire plant, the annual income and a private fortune. Thousands of readers will note the unfavorable criticism, not many will take time to verify the truth of the statement. These and other facts are readily apparent.

The mail order houses used the jobbers until they had grown so large as to be able to get better prices from manufacturers. It is possible they will ultimately grow still larger and find it profitable to manufacture most products themselves. They have already attempted this with success in several instances. There is no obvious reason why the scheme should not be extended to include many lines.

These are merely suggestions indicating, we believe, the far-reaching effect of the retail mail order house system of distributing merchandise.

### STORE INTERIORS.

Many merchants have great pride in the arrangement of the fixtures of their stores, and justly so, as Canadian dealers, particularly in the growing towns and cities in Western Canada are noted for the attractive manner in which their goods are displayed for sale and their willingness to spend money on procuring shelving, silent salesmen, and other fixtures for their stores.

It has been the aim of the publishers of Hardware and Metal to encourage dealers to adopt the most up-to-date methods of display, and from time to time illustrations are given showing how merchants have taken advantage of their floor space to show their goods. Photographs are invited from any hardware merchant, and illustrations will be made at our expense whenever the picture is considered worthy of reproduction in the paper.

An advance step was taken, however, in opening a competition for short articles and floor and wall plans of store interiors, the details of our prize offer appearing in recent issues of the paper and being published for the last time on page 80 of this number. The replies already received indicate that considerable interest is being taken in the competition, and some interesting articles are promised on this subject in the Special Number to be published on March 24.

There is still time for dealers to send in a brief description of their store arrangement, together with rough drawings to illustrate the articles, and we trust a fair number will avail themselves of the opportunity.

## SUCCESSFUL JOBBERS AND SALESMEN.

No. 19.

A traveler who spends close on to a quarter of a century on the road, and takes a retrospective view of this period, can see a great transformation both in the class of goods sold and in the persons and companies engaged in selling and manufacturing.

In paints and varnishes is this evolution noticeable, the great volume of trade now being in mixed and paste paints, surfaceers, etc., where formerly dry colors and white lead were the demands of the painter who did his own mixing.

It is twenty-two years since Mr. H. Clucas, whose likeness is produced below, first engaged with the Wm. John-



H. Clucas,  
Sales Manager Toronto Branch Canada Paint Co.

son Co., Montreal, to represent them and introduce their specialties in the Province of Ontario. Mr. Clucas had been a practical painter of reputation, and consequently had an intimate knowledge of the materials he decided to sell.

When the Johnson business was taken over by the Canada Paint Co., Limited, fifteen years ago, Mr. Clucas continued on with the new firm, and since 1901 has been manager of the sales department for Toronto, with offices at 90 Bay Street.

His long experience and practical knowledge of paints and varnishes has made him an interesting conversationalist and an undoubted authority on the goods he sells. Few excel him as a

salesman, and we look forward to seeing him continue for many years in the important position which he now holds.

### DEATH OF W. G. McFARLANE.

Western readers will be sorry to learn of the death on Monday last of W. G. McFarlane, vice-president and Winnipeg manager of the Marshall-Wells Co. Mr. McFarlane's death was not unexpected as he has been suffering for more than a year from a lingering disease and but slight hopes were entertained of his recovery. Southern climates and eastern sanitariums were tried, but they were unable to arrest the ravages of tuberculosis.

In the untimely death of Mr. McFarlane, Western Canada loses one of her brightest and brainiest young business men. Although only 34 years of age he had already attained to a position of prominence in the business world and had climbed much higher than the majority of men do in the course of a long lifetime. He was born in Peterboro, Ont., and, when a very young man, he moved west to seek his fortune. For some years he was manager in Brandon of the J. T. Wells Co.'s store and when he left this firm it was to accept a position with the J. H. Ashdown Hardware Co. After some time spent in the service of this firm he was appointed representative for Western Canada of the Marshall-Wells Co. of Duluth. So rapidly did the Canadian business of this firm grow under Mr. McFarlane's care that it was soon decided to start a branch in Winnipeg. Mr. McFarlane was accordingly appointed manager of this branch and vice-president of the company.

Mr. McFarlane was popular in business and social circles in Winnipeg and his loss is widely deplored.

### THE CLERK'S CATECHISM.

Don't wear soiled linen of any description.

Don't think you are too good for the position you hold.

Don't forget that it does not cost a cent to be polite to everybody.

Don't forget all instructions must be obeyed and must be remembered.

Don't drink intoxicating liquors during business hours or before business hours any day.

Don't be disloyal to your firm; stand by it as long as you depend on it for your bread and butter.

Don't permit envy or bad feeling to exist between you and other salesmen; work together as if one person.

Don't forget to read carefully any notices sent to you from the head of the firm, and don't forget a thing in them.



## HARDWARE TRADE GOSSIP

### Quebec.

Mr. Mahon, of Lefebvre & Mahon, Howick, is touring in Florida.

J. A. Paquin, general merchant, of St. Eustace, was a buyer in Montreal a few days ago.

C. O. Gervais, of C. O. Gervais & Frere, St. Johns, visited Montreal during the past week.

The business of W. J. Clelland, Hemmingford, has been taken over by Lipsey & Robinson.

J. B. Rolland, of the Rolland Paper Co., St. Jerome, spent a short time in the Royal City this week.

Mr. Demers, of Demers & McGee, general merchants, of La Prairie, visited Montreal during the week.

Patrick Filion, tinsmith, of Ste. Therese, was among out-of-town buyers in Montreal this week.

Fish Bros. have bought out the stock and goodwill of Keddy & Kenny, general merchants, Hemmingford.

C. A. Kathan, of Kathan & Hopkins, general merchants, Rock Island, was in Montreal on business during the week.

J. G. Lewis, of Lewis Bros., Limited, Montreal, is enjoying a couple of weeks' vacation at different United States points.

W. V. Shaw, secretary-treasurer of the Robert Mitchell Company, Limited, Montreal, spent a portion of this week in Toronto.

James Davidson, president of the Thos. Davidson Manufacturing Co., Montreal, left on Thursday to enjoy a two months' vacation.

Joseph Ostigny, of J. Ostigny & Fils, general merchants, Chambly Basin, called on some of the Montreal supply houses recently.

J. B. Walsh, general merchant, of Ormstown, who has been confined to his home through illness for a couple of weeks, is getting along nicely.

A. E. Bregent, dealer in hardware and sporting goods, Montreal, was married last Tuesday. He was well remembered by "the boys" on that occasion.

Geo. Baird, of Thos. Baird & Son Company, Limited, general merchants and brick manufacturers, Ormstown, has returned from a pleasant trip to Ottawa, and is now busy stocktaking.

C. Holden, western sales manager for the Canadian Rubber Co., was a visitor at the company's head office in Montreal this week. Mr. Holden is in charge of the sales from Fort William to Calgary.

Robert Munro, managing director of the Canada Paint Company, has returned from an extended visit to Old Country markets. He states that the outlook in the United Kingdom was never better. All the leading industries are crowded with orders, and trade conditions generally are extremely healthy.

The annual meeting of the Canada Paint Company is being held to-day, in the board room at their main works in

Montreal. A most encouraging report is being presented, and heavy expenditures will likely be authorized, to keep fully abreast of the demands for painting materials, which continue to pour in upon this company.

### Ontario.

W. E. Yerex, Little Britain, was a buyer in Toronto this week.

M. R. Barr, of Barr & Anderson, Vancouver, left Toronto for home on Sunday.

Wm. Welsh, of Peterboro, has leased premises at 426 Water street for a tin-smithing establishment.

W. Clark, W. J. Clark, and Andrew Rogers, plumbers, Hamilton, were visitors in Toronto during the week.

W. B. Converse, manager of the Colonial Cordage Company, spent the early part of the week in Montreal.

C. L. Lightfoot, British Columbia agent for the Gurney Foundry Company, left Toronto for Vancouver Monday.

A. J. Graber, of the Cunningham Hardware Co., Chatham, has been visiting at Stratford, his family accompanying him.

Hendrie Leggat, of Wood, Vallance & Leggat, wholesale hardware merchants, Vancouver, is spending a couple of weeks at Hamilton.

Sylvester & Dougherty, hardwaremen, of Stouffville, have dissolved partnership. Mr. Dougherty will go into the timber business.

Mr. and Mrs. James Shildrick, of Hagersville, have returned home after spending two weeks in Buffalo visiting their daughter, Mrs. Will Green.

Aitchison Bros., of Stouffville, have sold their hardware business to Mr. Ern. Button, who will take possession on the completion of stock-taking.

James Wilson, Toronto, treasurer of the Ontario Master Plumbers' Association, is on the mend, but it will be some time before he gets around again.

G. A. Stetham, manager of Wells & Emmerson's hardware store, Fort Frances, attended the funeral of his uncle, A. H. Macdougall, at Port Arthur last week.

J. C. Feeley, of Howie & Feeley, Brantford, was in Toronto during the early part of the week. Mr. Feeley reports good times in all branches of trade in Brantford.

R. Scarfe, representing Scarfe & Co., varnish manufacturers, Brantford, left last Saturday on a trip to Manitoba and the west and will call on the retail trade in the interests of his firm.

A. Moyer, of Mildmay, is opening a hardware business in connection with his general store, and L. S. Karstedt, formerly a hardware merchant at Moorefield, has been engaged to manage the business.

The employees of W. W. Chown & Co., of Belleville, have formed a hockey

team and call themselves the "Champion Rangers," after the company's best selling range. D. J. Barker & Co., of Preston, who make the Champion Range, presented the team with a set of sweaters.

Henry Richards, senior member of the firm of Richards Bros., plumbers, Toronto, died a week ago. He had been ill for about five months, and confined to the house for the past two months. For the past thirty-five years Mr. Richards, who was in his sixty-fifth year, had resided in Toronto.

J. J. Sophus, of McLean & Sophus, Montreal, returned home on Thursday after a couple of weeks' successful work in introducing his firm's hardware specialties to the trade in Toronto, Hamilton and the Niagara district. Mr. Sophus made many friends who will be glad to meet him when he visits the west again.

In the death of John R. Minnhinnick, of London, that city lost one of its oldest and most prominent citizens. Mr. Minnhinnick went to London when a young man of nineteen, and being a plumber and gasfitter he soon became interested in oil, and with Mr. Wm. Gerry and the late George Moncrief, conducted the Crown Oil Works. Mr. Minnhinnick was also prominently connected with the Imperial Oil Company and the Empire Brass Manufacturing Company. In the January elections Mr. Minnhinnick was elected as water commissioner.

### Western Canada.

J. A. Lindsay, retiring president of the Western Retail Hardware Association, is commencing business in Winnipeg as a manufacturers' agent. He will represent several strong American manufacturing houses.

The Toronto Pressed Steel Company, manufacturers of railroad contractors supplies and tools, have opened a permanent office in Winnipeg in the National Trust Building, under the management of P. W. L. Briar.

Fire broke out in the store of Cameron & Co., hardware merchants, Winnipeg, last Monday, and completely gutted the building. The loss will total \$10,000. The loss to Cameron & Co. on stock will be about \$5,000, upon which there is \$1,000 insurance.

### BINDER TWINE OUTLOOK.

The Colonial Cordage Company, of Toronto, are optimistic in regard to their binder twine outlook for the coming season. From different parts of the country have come inquiries and orders for their cordage and binder twine. For the west, E. H. Bissett, their agent at Winnipeg, reports prospects very bright for their binder twine in Manitoba and the new provinces.

### OPEN AN OFFICE.

The two western retail associations—Hardware and General Merchants—having united for certain purposes under a common executive, have secured offices in No. 53 Scott building, Main street, Winnipeg. Secretaries McRobie and Coulson will be glad to welcome merchants who are visiting the city.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 74.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

**Pig Lead**—Price this week is 5 cents higher.  
**Oil Cloth Binding**—Staple lines are slightly advanced.  
**Sheet Zinc** is a little lower.  
**Turpentine** has advanced.  
**Lead Pipe** has declined. Discount now is 20 per cent.

### TORONTO.

**Lead Pipe**—Some dealers have lowered prices 5 per cent.  
**Antimony**—A half cent advance has been made.  
**Coal**—Soft coal is a trifle higher.  
**Turpentine**—The market is advancing and prices have advanced about 2 cents.  
**Cement**—Quotations are 5c. higher.

## Quebec Hardware Markets.

Office of **HARDWARE AND METAL**,  
 232 McGill Street,  
 Montreal, Feb. 23, 1906.

Trade is gradually becoming better week by week, and during the past week some of the local jobbers have been obliged to procure extra help in their packing departments and even to work night shifts getting orders out. These, however, are chiefly from Ontario and the other provinces, as the Quebec trade has not yet opened up to any appreciable extent. Business coming from this province consists largely of sorting up orders, although there are also inquiries for later shipments. Many merchants are asking for deliveries by the first boats after the opening of navigation.

Freezers and green wire cloth are the two lines which occur most often on travelers' orders. The freezers are being shipped right along now, while the wire cloth is for the most part being booked to be shipped after opening of navigation.

Price changes have been few and unimportant. Staple lines of oilcloth binding have advanced slightly, zinc 8-4 being quoted at \$1.20 and brass 8-4 at \$2.40 per dozen rolls.

**Axes**—There is little doing in the lumber camps at present and indeed the whole season has been poor owing to the lack of snow, consequently the consumption of axes has been comparatively small. We quote prices as follows: \$6.00 to \$9.50 per dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Lanterns**—Conditions are somewhat unsettled and there is really no station-

ary price. A few orders are being shipped mostly in six dozen lots, and others are being taken for Fall shipments. We quote: Cold blast, \$4.25.

**Rivets and Burrs**—Market conditions are unchanged and prices remain steady at the following figures: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—There is very little doing in this line and quotations are steady, as follows: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Screws**—Business is picking up quite rapidly in this as well as the majority of staple lines. We quote as follows: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—Our discounts remain as follows. 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

**Horsenails**—Manufacturers report they are sending good shipments to all parts of the country. Our price remains: \$2.15 per keg f.o.b. Montreal.

**Cut Nails**—Sales are small at \$2.20 per keg f.o.b. Montreal.

**Wire Nails**—As the season opens up for building operations, the sale of this article increases. Price remains: \$2.15 per keg f.o.b. Montreal.

**Horseshoes**—Business is satisfactory and our quotations still are as follows: P.B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern. No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes. No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

**Sporting Goods**—Though it is too early for shipments of fishing tackle many orders are being booked and there are big inquiries for bamboo fishing rods, which promise to have a tremendous sale.

**Building Paper**—Market conditions are

the same as at our last report, though trade may be said to have quickened somewhat as the result of the early resumption of building operations.

**Cement and Fire Brick**—There are good inquiries for the various lines of cement now coming in, but shipments are still small. Our quotations are as follows: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00 to \$2.05. Firebrick, English and Scotch, \$17.00 to \$21.00; American, \$30 to \$35; White Bros. Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—We are still authorized to quote as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

**Shot**—We still quote net list.

**Freezers**—Big shipments in this line are being made by all the local jobbing houses. We give prices as follows: American Twin, 2 qt. \$2.30, 3 qt. \$2.65, 4 qt. \$3.25, 6 qt. \$4.15, 8 qt. \$5.10, 10 qt. \$6.40, 12 qt. \$7.75, 15 qt. \$9.95, and 20 qt. \$13.00; Gem, 1 pt. \$1.35, 1 qt. \$1.60, 2 qt. \$1.75, 3 qt. \$2.15, 4 qt. \$2.60, 6 qt. \$3.25, 8 qt. \$4.20, 10 qt. \$5.45, 12 qt. \$6.50, 14 qt. \$7.25; Blizzard, 1 qt. \$1.25, 2 qt. \$1.70, 3 qt. \$1.95, 4 qt. \$2.35, 6 qt. \$2.95, 8 qt. \$3.70, 10 qt. \$4.80, 12 qt. \$5.75, 14 qt. \$6.75.

**Green Wire Cloth**—Bookings in this line are very large, but present shipments are light, most retailers preferring to wait the first boats in the Spring. We quote: \$1.45 per hundred sq. ft.

**Binder Twine**—Binder twine orders are being booked on the priceless contract basis notwithstanding the fact that many merchants seem opposed to this principle. A feeling has become widespread which may compel manufacturers to make prices general. As it is, however, merchants are entering into these priceless contracts again, though on account of the fact that manilla hemp is advancing, it is understood that prices this year will

### Raw Furs.

Minks have declined in value, and, indeed, the demand for this class of fur is practically nil, at the present time. Aside from this feature, however, trade is very good. Of course, the mild weather throughout the Winter has militated against heavy sales, and the Russian trouble has been another adverse circumstance. If it had not been for these conditions it is hard to say how high prices would have climbed, as dealers report a satisfactory business. Wolverines are very scarce on the local market. We quote:



		No. 1.	No. 2.	No. 3.	No. 4.
Bear.....	Black	\$12 00	\$8 00	\$4 00	\$1 00
".....	Yearlings	7 00	5 00	2 00	0 30
Fisher.....	"	7 00	5 00	2 00	"
Fox.....	Red	3 00	2 25	1 00	0 20
".....	Cross	5 00	4 00	2 00	0 50
Lynx.....	"	7 00	5 00	4 00	"
Marten.....	Dark	10 00	5 00	2 00	0 50
".....	Pale	6 00	3 00	1 25	0 50
Mink.....	Dark	6 00	4 00	1 50	0 50
".....	Pale	3 25	2 50	1 50	"
Muskrat.....	Spring	0 25	0 18	0 15	0 03
Raccoon.....	"	1 50	1 00	0 50	0 20
Skunk.....	"	1 75	1 50	0 75	0 45
Weasel.....	White,	35 to 50c.	for prime skins.		
Wolf.....	Timber	3 00	"	"	"
".....	Prairie	1 25 to 1 50	0 75	0 35	"
Wolverine.....	"	5 00 to 6 00	"	"	"

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
10 Front Street East.  
Toronto, Feb. 23, 1906.

Business generally is a little brisker. Sorting orders have been coming in steadily, and travellers have been booking orders for early delivery. Builders' hardware has been fairly active all along, and the season's large shipments will go out earlier this year than usual. Indications point to another good year in this line, as building throughout the country will be on a large scale. All staples are firm, with no change in prices. Cement shows a tendency to advance, and orders are coming in very good.

Prospects are bright in the sporting good line, and although a little early in the year orders for later delivery are being received.

**Axes and Handles**—Business in handles has been quiet during the winter. Some houses are importing fine lines of American goods on account of the scarcity of wood in Canada.

**Cutlery and Silverware**—Trade is inactive just now.

**Sporting Goods**—Fishing tackle and other summer goods are in fairly good demand considering the time of year, and prospects are good.

**Washing Machines**—Orders for Spring delivery are still being received.

**Chain**—Sales are fair. We quote as follows: 1 inch, \$6.60; 5-6 inch, \$4.55; 3-8 inch, \$3.95; 7-16 inch, \$3.80; 1-2 inch, \$3.65; 9-16 inch, \$3.55; 5-8 inch, \$3.45; 3-4 inch, \$3.35.

**Extension and Step Ladders**—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

**Wire Fencing**—Poultry netting is in good demand, and barb and coil spring wire is also picking up. On galvanized wire we now quote \$2.27 1-2, f.o.b., Cleveland, and \$2.52 1-2, f.o.b., Toronto.

**Wire Nails**—Open season and anticipated early spring has made business very good in this line. We quote: \$2.15 per keg, f.o.b., Toronto.

**Cut Nails**—Trade is about the same as usual, with no change. We quote: \$2.40 per keg, f.o.b., Toronto.

**Horse Nails**—Business continues good, and sales to blacksmiths have been very fair.

**Horse Shoes**—Market is firm, with orders coming along regularly. We quote as follows: P.B. base, \$3.65; "M.R.M. Co., latest improved pattern"

Iron shoes, light and medium pattern, No. 2 and larger, \$3.80; No. 1 and smaller, \$4.05; snow No. 2 and larger, \$4.05; No. 1 and smaller, \$4.30; light steel shoes, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; featherweight, all sizes, 0 to 4, \$5.75; toe weight, all sizes 1 to 4, \$7.00. If shipped from factory 15c. less. More than three sizes in keg, 25c. per 100 pounds extra.

**Saddlery**—Little change is expected until spring really opens. Business quiet.

**Rivets and Burrs**—No price changes have been made, and trade is satisfactory for this season.

**Screws**—Spring trade is being booked in satisfactory quantities.

**Bolts and Nuts**—Stocks are light and the advancing prices for iron are making quotations very firm.

**Cordage**—Trade continues good in this line, with prices same as last week. Binder twine is commencing to move. We now quote as follows: Manila, 15c.; British manila, 11 1-2c.; sisal, 10 1-2c.; double lathyrn, 10 1-2c.; single lathyrn, 10c.; sasheord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16 1-2 to 17c.; cotton waste, colored, 6 3-4c.; white, 9c.

**Cement**—Business is somewhat better in this line. Orders are beginning to come in and prices show a tendency to advance generally. We quote: For car-load orders, f.o.b., Toronto, Canadian Portland, \$1.95; American Portland, \$1.95. For small orders ex warehouse, Canadian Portland, \$2; American Portland, \$2.40.

**Firebrick**—Prices continue unchanged; English and Scotch firebrick, 27c. to 30c.; American low-grade, 22c. to 25c.; high-grade, 27 1-2c. to 35c.

• **Building Paper**—Spring orders are coming in fairly good, but the usual March rush is not expected on account of the quantity that has been used during the mild weather for some weeks back.

**Hides**—Chicago is still unsettled and dealers here are expecting something to happen; they don't know what. Some of the big fellows stocked up a while ago on a falling market by crowding weaker men, but prices, contrary to expectations, continued downward, and it is a question now how long these heavy stocks can be held. A peculiar fact is that the consumers of leather in the Old Country cannot get enough for their needs, yet hides are 2 1-2c. less than two months ago.

Fox and muskrat skins are in good demand, and for the better class of red fox 25c. more is being offered. For the low grade skunk skin there is practically no demand, and 10c. has been shaved off the price.

Hides, inspected, steers,	No. 1		0 11
" " "	No. 2		0 10
" " "	cows,	No. 1	0 10
" " "	No. 2		0 09
Country hides, flat, per lb.			0 09
Calf skins, No. 1, selected			0 13
" " No. 2			0 11
Sheep skins, No. 1		1 25	1 35
Horse hides, No. 1		3 00	3 25
Rendered tallow, per lb.		0 04	0 04
Pulled wool, super, per lb.		0 22	0 24
" " extra		0 24	0 25

## Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Feb. 23, 1906

On the whole business in metals during the past week has been very good and the only complaint heard among the jobbers is that in some lines they are not able to get the price which market conditions warrant. This is notably the case in galvanized iron. As remarked last week, advances have been made to the wholesale trade, so that under present circumstances jobbers who are short on certain sizes and sell at current prices, are actually getting more money for handling the goods.

Pig lead stiffened up somewhat during the week, as the result of a very sharp advance in the London market. It is still, however, far from being as strong as it was some few weeks ago.

Copper may be said to be slightly easier, though prices are unchanged. It is difficult to forecast the future conditions of this market, owing to the fact that price-making is so largely in the hands of speculators.

An uneasy feeling in lead, spelter, tin and some other metals has persuaded many buyers to hold off awaiting further developments, but on the whole the demand for consumption is good. Another circumstance which works against lively trading is the tightness of money in New York and foreign markets.

Pig iron is fairly quiet after recent advances. For immediate delivery, that is, before the opening of navigation, prices are, if anything, a little higher, but as consumers are pretty well booked up only a fair business is being done. These interests will wait until they have used what they have before coming into the market again. The United States market has been a little off lately, owing to a slack demand in certain lines, but it is thought that this condition is only temporary. It is largely the result of manufacturers anticipating severe weather, which did not come to pass, so that the large buying was done earlier in the season, and stocks at present are comparatively large.

Steel is very strong in all lines, even in England, where excessive speculation in wariants resulted in a slight scare a few days ago. Canadian mills are very busy and are booked up months ahead.

**Canada Plates**—We quote as follows: 52's, \$2.60; 60's, \$2.65; 75's, \$2.75; full polished, \$3.75; galvanized, 52's, \$4.10; 60's, \$4.35.

**Copper**—This metal is again a little weaker in tone, but the price remains as follows: ingot, 20c. to 20 1-2c.; sheet copper, base sizes, 25c.

**Ingot Tin**—Conditions are unchanged from last week. There is considerable feeling of uneasiness among Canadian buyers of tin, which can to a great degree be traced to the agitation for 33 1-3 per cent. duty on tin plate entering the country. Even aside from this, however, the market cannot be considered a strong



one, and we still quote: 40c. to 40 1-2c.

**Pig Lead**—A very sudden advance in the London markets is followed by a slight increase in price here, and we now quote: from \$1.40 to \$1.50.

**Boiler Tubes**—We quote: British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

**Pig Iron**—Prices remain practically the same as last week, although prompt deliveries demand somewhat higher figures. We still quote as follows:

"Dom.", "No. 1, \$1.19.50 to \$20.00 delivered Montreal.	
Usual difference in price for lower grades	
Ferrona No. 1.....\$19 50 delivered Montreal.	
" " No. 2.....19 00 " "	
" " No. 3.....18 50 " "	
" " No. 4.....18 00 " "	
Londonderry.....20.50 " "	
Carron No. 1.....24.00 " "	
" (special).....23 00 " "	
" No. 3 (soft)....22 75 " "	
Summerlee No. 1.....25.00 " "	
Clarence No. 1.....20.00 " "	
" No. 3.....19.50 " "	

**Tool Steel**—Our prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

**Merchant Steel**—In common with all steel products these lines are held very firm, and are quoted as follows: Sleigh shoe, \$2.17 1-2; tire, \$2.27 1-2; spring, \$2.75; toecalk, \$2.82 1-2; machinery iron finish, \$2.27 1-2; ruled machinery steel, \$2.75; mild, \$2.17 1-2 and upwards; square harrow tooth, \$2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

**Cold Rolled Shafting**—Our prices are now as follows: 3-16 inch to 1-4 inch, \$6.80; 5-16 inch to 11-32 inch, \$5.78; 3-8 inch to 17-32 inch, \$4.76; 9-16 inch to 47-64 inch, \$4.08; 3 1-8 inch, to 3 7-16 inch, \$3.60; 3-4 to 1 7-16 inch, \$3.75; 1 1-2 to 3 inch, \$3.50; 3 1-2 inch to 3 15-16 inch, \$3.75; 4 inch to 4 7-16 inch, \$4.08; 4 1-2 inch to 4 11-16 inch, \$4.42.

**Galvanized Iron**—Most buyers are pretty heavily booked and have enough orders to meet their requirements for some time. The smaller buyers, however, are in many cases obtaining goods from time to time, and the jobbers are pretty well filled with orders for prompt delivery. Considering all the circumstances, the prices now being quoted to the retail trade are very cheap. We give quotations as follows: Queen's Head £8 gauge, \$4.25; 26 gauge, \$4.00; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, \$3.50; Fleur-de-Lis, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals "Best Best," 28 gauge, \$4.10. "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots 25c. extra.

**Black Sheets**—The demand continues very active. We quote as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—The market is practically bare. Local stocks have all been exhausted with the exception of one leading interest, which is said to hold some two hundred pounds only. We quote: 16 3-4c. to 17c. for Cookson's.

**Tin Plates**—There is a kind of feeling of expectancy pervading the market, and buying is somewhat unsteady in consequence. We quote as follows: Cokes, base size, 1C, 14 x 20, \$4.00; charcoal, base size, 1C, 14 x 20, \$4.25.

**Terne Plates**—Our price is \$6.85.

**Ingot Zinc**—No further decline has taken place this week, but the market is unsettled. We quote: 7c. to 7 1-4c.

**Sheet Zinc**—Following up the decline in spelter, sheet zinc has fallen off slightly. The price is somewhat uncertain at present, but we are quoting: 8c. in casks, 8 1-4c. in less than casks.

**Sheet Lead**—We still quote: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—Business is very brisk and prices firmly maintained at \$2.05, f.o.b. Montreal.

**Old Material**—Copper is about the same as last week and lead, while lower in tone, is still commanding about the same price. Cast iron is in good demand at firm prices, but wrought scrap is still inactive. In the rubber market there is a feeling now that prices may take a turn for the better. Stocks are good just now, owing to the fact that an early spring is hastening collections, but the outlook for a scarcity is promising, as the winter throughout has been so mild that the same number of shoes as usual will not be available. For the present our quotations are: Copper wire, 14 1-2c.; light copper, 13 3-4c.; heavy red brass, 12 3-4c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 80c. to \$1.00 per 100 lbs.; old rubbers, 6 1-2c. to 6 3-4c.

## ONTARIO.

Office of **HARDWARE AND METAL**,  
10 Front Street East,  
Toronto, Feb. 23, 1906.

Jobbers report continued good business as the mild weather is encouraging orders. Shipments are also being made quite largely on booked orders subject to stipulation as to date of shipment.

Pig and bar iron continue firm, and orders are fair. Lead has fluctuated, but is again steady and held at the same prices. Spelter is active and copper in steady demand. The only change is an advance of half a cent on antimony and a slight rise in soft coal.

**Pig Iron**—Quotations are as follows:

Middlesboro, f.o.b., Toronto.....	\$22 00	\$22 50
Hamilton, No. 1, at furnace.....		20 30
" " No. 2, ".....		20 00
Midland, No. 1, ".....		20 50
" " No. 2, ".....		20 00
Radnor, at furnace.....		30 00
Londonderry, f.o.b. Toronto, No. 1.....		22 00
" " No. 2.....		21 50

**Bar Iron**—Trade continues active and prices unchanged. We quote as follows: \$2.10 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—Conditions are unchanged, although there is much talk about the proposed duty, everywhere there being determined opposition to it. We still quote: 40c. per pound.

**Tin Plates**—Jobbers report an active demand. Prices are firm.

**Galvanized Sheets**—Prices unchanged, but prices are firmer.

**Brass**—With copper firm and the American interests coming together, many look for higher prices.

**Boiler Plates**—The demand is good. Quotations are: Plates per 100 lbs., \$2.20; heads, per 100 lbs., \$2.45.

**Lead**—An advance in outside markets has given firmness to the market. We now quote Canadian pig lead at \$4.50, and English pig at \$4.75 per 100 lbs., with bar lead at \$5 per 100 lbs.

**Zinc Spelter**—Prices remain practically the same, and we quote: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Both sheet and ingot copper are firm and the demand continues good. We quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—Stocks are scarce and prices have again been advanced. We now quote 17 1-2c.

**Old Material**—Dealers' buying prices are: Heavy copper and wire, 15c. per lb.; light copper, 13 1-2c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10 to \$10.50; No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 7c. per lb.; country mixed rags, 90c. per 100 lbs.

**Coal**—Prices remain the same as last quotation with the exception of soft coal, which shows a slight advance. Anthracite in cars at bridges, grate, \$5.25 per gross ton; pea, \$3.50 per gross ton.

**Standard Hocking, soft coal, in cars**, f.o.b. at mines: Lump, \$1.50; 3-4 inch, \$1.40, run of mine, \$1.30, nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

**Youghiogheny soft coal in cars**, bonded at the bridges: 1 1-4 inch, \$2.60; 3-4 inch, \$2.50; mine run, \$2.40; slack, \$2.25.

**For Manitoba, British Columbia and Maritime Provinces markets** see pages following.

## UNITED STATES METAL MARKETS.

Advance proofs furnished **HARDWARE AND METAL** by  
The Iron Age, February 22, 1906.

Practically all of the leading distributing points report a dull pig iron market, which may continue for weeks. This



does not trouble the makers, since they have their order books filled well into Summer, and since their customers are still crowding them for prompt deliveries and are even asking for shipments ahead of contract time. But there are some sellers who want to book orders for the third quarter, and it is for forward iron chiefly that some weakness has developed. In some instances this has extended to lower grades, and thus some sales of southern forge have been made in the Pittsburgh district on the basis of \$12 per ton at furnace. In the Central West second hands are offering moderate quantities of both basic and Bessemer at a concession.

In the Chicago district the withdrawal of an inquiry for 16,000 tons of foundry iron on the part of the Allis-Chalmers Company has found some imitators and has had an adverse effect.

New business is not coming up in finished iron and steel in any large volume, but there is nothing discouraging in this. Ordinarily December and January are dull months all along the line in the finished trades. This year they were exceedingly busy months, and the usual mid-winter lull has only appeared in February. Furthermore, the mills are booked so far ahead that buyers are satisfied to wait until definite arrangements can be made for deliveries before placing their orders.

In the lighter lines, in sheets, tin plate, wire products and tubes, shipments continue in excess of production. The open question on which we cannot expect any light until the middle of March is whether these deliveries, coupled with the freer consumption due to an open Winter, really amount to a practical anticipation of the usual Spring trade. While prices have been kept relatively low during this boom, they would naturally weaken somewhat if an effort were made to secure orders for later delivery before this situation is thoroughly cleared up.

In the plate trade some further business has been placed with Pittsburgh mills by lake shipbuilders.

During the past ten days there has been a flood of inquiries for comparatively small lots of steel rails for minor extensions of steam roads and for trolley lines.

A very interesting export order has just been taken by the American Bridge Co. It is for 15,000 tons of fabricated structural material for bridges in Korea, in connection with railroad construction which the Japanese are carrying out.

### LONDON METAL MARKETS.

From Metal Market Report, February 21, 1906.

**Pig Iron**—Cleveland warrants are quoted at 48s. 7 1-2d, and Glasgow standard warrants at 48s. 3d, making prices as compared with last week 9d lower for Cleveland warrants and 9d lower for standard warrants.

**Tin**—Spot tin opened steady at £163 5s., futures at £164 2s. 6d., and after sales of 300 tons of spot and 250 tons of futures closed easy at £166 for spot.

£163 15s. for futures, making price as compared with last week £1 lower on spot and £1 5s. lower on futures.

**Copper**—Spot copper opened easy at £78 5s., futures £75 15s., and after sales of 250 tons of spot and 300 tons of futures closed easy at £78 for spot, and £75 10s. for futures, making price as compared with last week, unchanged on spot and 10s. lower on futures.

**Lead**—The market closed at £16 5s., making price as compared with last week 10s. higher.

**Spelter**—The market closed at £25 17s. 6d., making price as compared with last week 2s. 6d. higher.

## Nova Scotia Trade News.

Halifax, N.S., Feb. 21.

The Maritime hardware markets are very steady at the present time. With regard to prices there is no special change worthy of note, except an increase in the price of turpentine. The recent rise amounts to five cents per gallon, the price quoted here now being \$1.10. Very few orders are coming to hand, but the jobbers are not complaining as it is a little too early yet for the Spring trade to be opening up. Collections on the average are fairly good, in most cases being up to expectations.

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The recent snowfall throughout the province has been of immense benefit to the lumbermen, and active operations have been resumed at all points. While the fall of snow was not very heavy, it is sufficient if it lasts to enable the lumbermen to remove their cut from the forests. The Sheet Harbor Lumber Company has succeeded not only in removing all the logs cut this season, but several thousand that were cut last year, and left in the woods. The outlook for the industry has now become much brighter, and the prospects are that the season's operations will be more successful than was anticipated some weeks ago.

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Thus far no official return has been made of the output by the Richardson Gold Mining Company of Stormont, but it is stated that the yield for the month was about 490 ounces, and the yield for February is expected to be about the same amount. The value of the 490 ounces is estimated to be worth about \$9,310.

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The Steel Works at Sydney are still running day and night to keep up with the orders on hand. During the week thirty earloads of products were sent forward.

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The Micmac and Jack Pot gold mines at Leipsigat, Lunenburg Co., have been sold to New York capitalists for a large sum. P. H. Moore, who negotiated the sale, says that \$50,000 will be expended

at once in development. The new company is incorporated under the laws of the State of Maine, and has a capital of \$1,500,000.

### WELSH COAL FOR CANADA.

The possibility of a coal strike in the United States has stirred up the Welsh exporters and they are preparing to be able to supply coal suitable for use in Canada in case it is required here. They desire to work up a permanent trade with this country and point out that dealers having a connection established before a strike happens are the ones who are most likely to secure the most satisfactory results.

W. A. Mackinnon, Canadian commercial agent at Bristol, England, reports the following correspondence with coal mining companies in Wales:

"There is no doubt in the mind of the Welsh anthracite coal shipper that our anthracite coal is far and away superior to that of our competitors in Canada. From the samples exhibited at the Swansea Exchange, it would appear that the Canadian people require a handy size coal, which we term on this market as cobbles, but there would be great difficulty in making a shipment of 3,000 or 4,000 tons of cobbles, and our suggestion would be that your friends should buy large coal, and break it up to suit their convenience at its destination. We think our coals here will stand transhipment quite as well as American anthracite."

Another correspondent writes: "In whatever form Welsh anthracite is shipped the method of shipping will break a proportion of it into smaller pieces, and it has to be screened on arrival and delivered into various sizes, and when these different sizes are made on the other side the coal will travel any journey by railway and cart without further breakage of any importance, just the same as it does in this country.

"We want to get hold of a good firm of importers who are prepared to handle the matter as it should be handled. The question as to whether it is better to take large coal and break it down into the sizes required, or to take a size of broken coal approximating to that which is required by the consumers, is one that can only be decided by experiments. Take, for instance, the Rouen market—at one time nothing but nuts was shipped there, then the importers decided that it would pay them to take large coal and break themselves. This, however, does not mean that the importation of nuts had been stopped there, but that the import has been increased by the quantity of large that is shipped."

Forced orders call for no gratitude, and in some cases have been treated in a most off-hand manner, much to the detriment of the reputation of Welsh coal in Canada and the United States. Canadian firms, therefore, who may later on be in need of supplies from this country, should establish their connections now before a pressing necessity arises, and they may then, as permanent customers, look for the best possible treatment.



# Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, Feb. 23, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,

Winnipeg, Man.

Bonspiel and Hardware Association visitors have now left town and the local trade has resumed a normal aspect. There are very few price changes of note this week, but business continues very active for the season of the year.

## Game Traps—Quoted as follows:

H. & N., discount.....	50 and 5 p.c.
Victor, .....	66½ p.c.
Newhouse, .....	35 p.c.
Bear.....	\$7 each

Lanterns—Prices are quoted about as follows in an "open" market:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns .....	7 25 "
Cold blast dash .....	7 75 "
Lift Lanterns .....	4 25 "

Bluestone—Selling well at \$6.25 to \$6.50 per cwt.

## Wire—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8.....	\$3 39 9..... \$2 50 2 90
" " 10.....	3 50 12..... 3 10
" " 13.....	3 20 14..... 3 90
" " 15.....	4 45 16..... 4 60
Plain twist .....	3 00
Staples.....	3 50
Oiled annealed wire, 10.....	\$2 96 11..... \$3 02
" " 12.....	3 10 13..... 3 20
" " 14.....	3 30 15..... 3 45
Annealed wires (uncoiled) 10c. less.	

Horseshoes—Quotations are as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
" " No. 2 and larger .....	4 40
Snow shoes, No. 0 to No. 1 .....	4 90
" " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " No. 2 and larger.....	4 75

Horsenails—Revised list and discounts are now as follows:

No. 10 .....	\$0 20 per lb.
" 9 .....	0 22 "
" 8 .....	0 24 "
" 7 .....	0 26 "
" 6 .....	0 28 "
" 5 .....	0 32 "
" 4 .....	0 40 "

Discounts are quoted as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

Wire Nails—Steady at \$2.60 per keg.

Cut Nails—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

Pressed Spikes—Prices are firmly held at following quotations:

Pressed spikes, ¼ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " ¾ x 6, 7 and 8.....	4 10
" " 7-16 x 7 and 9.....	4 00
" " ¾ x 8, 9, 10 and 12.....	3 90
" " ¾ x 10 and 12.....	3 75

Screws—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " .....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " .....	70 and 10 p.c.
Coach .....	70 p.c.

Nuts and Bolts—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up .....	55 p.c.

Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire .....	65 p.c.
Bolt ends .....	55 p.c.
Sleigh shoe bolts .....	65 and 10 p.c.
Machine screws .....	70 p.c.
Plough bolts .....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½c.
" " case lots.....	3c.
" " smaller lots.....	2½c.

Rivets—Quotations continue as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	34½
" " No. 12.....	40

Coil Chain—Unchanged in price. We quote:

Coil chain—	
3-16 inch .... \$3 25	¼ inch ... \$7 20
5-16 inch .... 5 20	¾ inch.... 4 60
7-16 inch .... 4 45	¾ inch.... 4 30
¾ inch..... 4 10	¾ inch.... 4 00

Shovels—Discounts on spades and shovels continue 40 and 5 per cent.

Harvest Tools—Discounts are now 60 and 5 per cent.

Axe Handles—Quoted as follows:

Axe handles, turned, s.g. hickory, doz ..	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra. 2 30	No. 1..... 1 60

Axes—Prices are quoted as follows:

Bench axes, discount off list .....	40 p.c.
Broad " .....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, " .....	8.25
Model " .....	8.50
Black Prince .....	7.25
Black Diamond .....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, " .....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King, per doz.....	11.00

Butts—The discount on wrought iron butts is 70 per cent.

Churns—The discounts from list prices are 45 and 5 per cent.

Chisels—Quoted at 70 per cent. off list prices.

Auger Bits—Discount on common auger bits is 65 per cent.

Blocks—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

Fittings—Discounts continue as follows:

Wrought Couplings.....	60 p.c.
Nipples .....	65 and 10 p.c.
T'and elbows .....	10 p.c.
Malleable bushings .....	50 p.c.
Malleable unions.....	55 p.c.

Grindstones—The price is now 1 3-4c. per lb.

Fork Handles—The discount is 40 per cent. from list prices.

Hinges—The discount in light "T" and strap hinges is 65 per cent. off list prices.

Hooks—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " per doz.....	1.70

Draw Knives—The discount is 70 per cent. from list prices.

Rules—Discounts are 50 and 10 per cent.

Washers—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

Wringers—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

Files—Discounts are quoted as follows:

" Arcade " .....	75 p.c.
" Black Diamond " .....	60 p.c.
" Nicholson's " .....	62½ p.c.

Building Paper—There is a quiet, seasonable demand at steady prices. We quote:

Joliette, plain .....	40c.
" " tarred .....	65c.
Cyclone, plain .....	55c.
" " tarred .....	80c.
Anchor, plain .....	55c.
" " tarred.....	65c.
Pure fibre, plain .....	60c.
" " tarred.....	80c.

Tinware—Quotations are as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2½ p.c.
" " pieced.....	30 p.c.
Japanned ware .....	37½ p.c.
Enamelled ware, Famous.....	50 p.c.
" " Imperial.....	50 and 10 p.c.
" " (one coat) .....	60 p.c.
" " Premier .....	50 p.c.
" " Colonial .....	50 and 10 p.c.
" " Royal .....	60 p.c.
" " Victoria .....	45 p.c.
" " White .....	45 p.c.
" " Diamond .....	50 p.c.
" " Granite .....	60 p.c.

Cordage—Cotton rope is now quoted at 21c. Other quotations remain as before. We quote:

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lathyrn.....	11 25
Cotton rope, per lb.....	00 21

Solder—Quoted now at 24c. per lb. with concessions for large quantities.

Vises—Prices are quoted as follows:

" Peter Wright," 30 to 34 .....	14½c. per lb.
" " 35 to 39 .....	14c.
" " 40 and larger .....	13½c.

Anvils—"Peter Wright" anvils are selling at 11c. per lb.

Power Horse Clippers—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$8. The "1904" sheep shearing machines are sold at \$13.60.

Ammunition, Etc.—We quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
" " Dominion, C.F., pistol.....	20 p.c.
" " military.....	20 p.c.
Ammunition, cartridges, American R.F.	33½ p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

Loaded shells:

Dominion Eley's and Kynoch's soft,	
12 gauge.....	
black.....	16 50
chilled, 12 gauge.....	17 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	20 50
Shot, Ordinary, per 100 lb.....	7 00
Chilled .....	7 50
Powder, F.F., keg, Hamilton.....	4 75
F.F.G., Dupont's.....	5 00

Iron and Steel—We quote:

Bar iron (basis) .....	2 70
Swedish iron (basis) .....	4 75
Sleigh shoe steel .....	2 75
Spring steel .....	3 25



We have just completed an extensive brick factory at Winnipeg, to accommodate our rapidly increasing business in

**STEEL AND WIRE FENCING  
HOG FENCING  
ORNAMENTAL FENCING  
GATES, Etc.**

We can supply you with a Fence that has more points of merit than any other fence made, and the price is reasonable.

**Don't** buy a fence that will injure your stock, when you can get a "**Munro.**"

**MUNRO WIRE WORKS, Limited**  
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

**ARTISTS' MATERIALS  
AND ARCHITECTS' SUPPLIES, ETC.**

We carry a complete line of **WINSOR & NEWTON'S** and other leading manufacturers' goods in stock. Ask for our new catalogue.

**THE WINNIPEG PAINT AND GLASS CO., LIMITED**  
WINNIPEG, CANADA

**WINNIPEG CEILING and ROOFING CO.**

Manufacturers of

**Corrugated Roofing and Siding, Metal  
Ceilings, Cornices, Etc.**

**WINNIPEG, - MAN.**

**CANADIAN PREFERENCE**

For Canadian made goods is the one way to build up home industries. High tariff would help the manufacturer and benefit the people too, if in some way tacking on the duty to the price of the home-made goods could be prevented. However, this is political. We started out to say that the rush time for using **CHURCH'S ALABASTINE** is near at hand, and to urge dealers who have not yet sorted up in colors to do so at once. Don't wait and be obliged to say to a customer "Just out of that shade." It means loss of business and possible loss of customer, as people somehow get in the habit of going to a store that is so well managed as to never get "Just Out" of anything.

**ALABASTINE** is made in Canada, by Canadian labor, from rock taken out of Canadian mines. Can there be anything more of a home production than **ALABASTINE**? In point of merit **ALABASTINE** has no competitor. It is persistently advertised and in demand all the time—more especially so, Spring house renovating time.

Dealers, sort up your stocks if you have not already done so. Order direct or from jobber. Spring dating.

**The Alabastine Co., Limited, - Paris, Ont.**

**SERVICE**

The prompt service of **G. F. Stephens & Co., Limited**, has been an important factor in the rapid increase of their business.

Nine out of ten orders are shipped the same day as received. The tenth is held for some sundry article which even the manufacturer does not carry in stock.

With Branch Warehouse in Calgary our service is better than ever. We know that when you order paint it is needed. Hence, our system, which assures accuracy and prompt shipment.

**G. F. STEPHENS & CO.**

LIMITED

Manufacturers and Jobbers of Paints,  
Oils, Glass and Painters' Supplies

**WINNIPEG AND CALGARY**



Machinery steel.....	3 50
Pool steel, Black Diamond, 100lb.....	9 50
Jessop.....	13 00

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

**Pig Lead**—Pig lead is now quoted at \$5.00.

**Iron Pipe**—Prices are still quoted as follows:

Black iron pipe, 3/4 inch.....	2 45
Black iron pipe, 1 inch.....	2 85
Black iron pipe, 1 1/4 inch.....	3 15
Black iron pipe, 1 1/2 inch.....	4 00
Black iron pipe, 2 inch.....	5 75
Black iron pipe, 2 1/2 inch.....	7 85
Black iron pipe, 3 inch.....	9 40
Black iron pipe, 3 1/2 inch.....	12 90

**Galvanized Iron**—The local market is quiet and featureless. Prices are as follows:

Apollo, 16 gauge.....	3 90
18 and 20 gauge.....	4 10
22 and 24 gauge.....	4 45
26 gauge.....	4 40
28 gauge.....	4 65
30 gauge or 10 3/4 oz.....	4 95
Queen's Head, 24 gauge.....	4 60
26 gauge.....	4 65
28 gauge.....	4 90

**Tin Plates**—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box.....	9 50
" IX.....	11 50
" XXI.....	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—We quote:

Canada plate, 18 x 21, 18 x 24.....	3 50
Canada plate, 20 x 28.....	3 75
Canada plate, full polished.....	4 25

**Black Sheets**—No change in price. We quote as before:

Black Sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10

**Petroleum and Gasoline**—Prices are steady. We quote:

Silver Star, per gal.....	21 1/2 c.
Sunlight.....	22 1/2 c.
Eocene.....	24 1/2 c.
Pennoline.....	25 1/2 c.
Crystal Spray.....	24 1/2 c.
Silver Light.....	22 1/2 c.
Gasoline, 70-72 (Engine).....	25 1/2 c.
(In barrels f.o.b. Winnipeg.)	

**Paints, Oils and Turpentine** — We quote:

White lead (pure).....	\$6 50
Bladder putty, in bbls.....	0 02 1/2
in kegs.....	0 02 1/2
Turpentine, pure, in barrels.....	1 04
Less than barrel lots.....	1 09
Linseed oil, raw.....	0 66
Boiled.....	0 69

**Window Glass**—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2.25
26 to 40.....	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4.00
26 to 40.....	4.52
41 to 50.....	4.75
51 to 60.....	5.25
61 to 70.....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches.....	7.35
41 to 50.....	8.40
51 to 60.....	9.45
61 to 70.....	10.50
71 to 80.....	11.55
81 to 85.....	12.60
86 to 90.....	14.75
91 to 95.....	17.30
96 to 100.....	

## British Columbia Trade News

Vancouver, B.C., Feb. 15, 1906.

The salmon canning interests are a unit in opposition to the proposed application to have a duty imposed on tin plate. A meeting of the Fraser River Cannery Association, which comprises practically every canner in the province, decided on prompt and forcible action. A memorial was drafted and forwarded to the Government through the local member, Mr. R. G. Macpherson, who has intimated already that he forwarded the memorial, together with strong personal representations on his own behalf, to prevent a duty being imposed.

The canners' memorial opposed the duty on broad general grounds, pointing out the material increase in cost of what is one of the raw materials of the industry. They urged that in various ways the salmon industry is now badly handicapped, without adding any additional burden, which cannot well be defended on business or any other grounds.

\* \* \*

W. H. Barker, general manager of the B.C. Packers' Association, one of the largest concerns in the salmon packing trade, discussing the question, said:

"Why do not these people who ask for a duty get to work and make some tin plate before they ask that a measure be taken which will so gravely affect large interests, not only here but in eastern Canada. It is up to them to make some tin plate. If the Canadian article is as good as that made in England, where the bulk of the supply now comes from, the canners will buy it. They are patriotic enough for that.

"But a single small, new concern could not handle the trade of Canada. In the United States the American Tinplate Co., which is a combination of nearly all the leading tinplate mills in that country, turn out annually 8,000,000 boxes of tinplate. The Pope Manufacturing Co., which is a pretty large concern in the States, turns out but 800,000 boxes. The principal thing the American manufacturers have to contend with is the English tinplate, because when it is imported into the States there is a 'draw back' of 99 per cent. of the duty in case of the exportation of the tin in manufactured shapes, such as cans for meat, fruit, salmon, etc. In that way the British tinplate manufacturers are able to sell in the United States as freely as here.

"Were the British Columbia packers to be subjected to a heavy duty on the imported tinplate, they would be very badly handicapped in competition with Puget Sound canners, who are now the strongest opposition we have in the industry. They could get their tin practically free of duty on account of the 'draw back,' and they compete with us in all our chief markets for salmon. They practically dominate the British market, which is the largest. In Australia, where the consumption is about 100,000 cases annually, they have captured the field. In New Zealand, where

friendly tariff legislation helps us, we are free from this competition. The home market in Canada, while growing satisfactorily, is still not much greater than 60,000 cases annually.

"Competing with the Puget Sound canners is hard enough on us as it is without adding a duty on tinplate. They catch the fish propagated in our river (the Fraser), for which we have to contribute heavily to the cost, and they have trap regulations which are a snap compared to the conditions under which we have to catch our fish. The Puget Sound canners would be delighted, no doubt, to see that duty imposed.

"My suggestion is, if these people require encouragement to start their industry, give them a bounty, but do not disturb the whole system of trade in many important industries all over the country, and put them all under tribute merely to aid one projected enterprise of doubtful size. It is quite likely if a Canadian manufacture of tin were begun, it would either be in reality subsidiary to the American manufacturers from the start, or would eventually be bought or controlled by either the American or British manufacturers.

"Speaking of that, there is not much difference between the British and American manufacturers. They are nearly all Welsh together. When the duty was imposed on tinplate entering the United States, the Welsh manufacturers, many of them, moved right over and located in Pennsylvania, Ohio and Indiana, where most of the American plate is made. They brought their own employees, and in many of their communities and nearly all their factories, the native Welsh Gaelic tongue is heard almost to the exclusion of the English. And this spirit of exclusiveness is fostered. I know men who tried to get permission to see through the works in some places and had the greatest difficulty. Yes, you may say for me, I see little show for an independent industry in tinplate being developed in Canada with its comparatively small market. Then the important factor of freight has to be considered by us here on the coast. We get cheap ocean freight from England. If a duty were imposed, that duty, as well as the difference between the ocean freight and a cross continent rail haul, would be added to the price of tinplate. The British manufacturers would simply have to cut that a few cents a box, and still get our trade. But the consumer would be paying for the enhanced price of tinplate."

\* \* \*

Other canners interviewed emphasized the opinions expressed by Mr. Barker, and all were strongly opposed to any such action as that reported to be asked for.

The hardware men naturally feel that their opinion, in view of the comparatively small proportion of the material they buy, when considered along with the canners, is not material to the case. They, however, coincide with the views



expressed by the canners as to the injustice it would work.

J. E. Elliott, of McLennan, McFeely & Co., says that in his view of the case the experience would be exactly similar to that when a duty was put on white lead. The Carter people of Montreal went into the business, but they could not handle the trade. The lead and paint grinders simply had to buy in England and pay the extra duty, thus enhancing their cost.

"I think," said Mr. Elliott, "they should wait till they can show that they can supply the trade. Tin at any rate is hardly what can be classed as a finished product. It is really the raw material for a large range of industry. The canning industry, for instance, has to manufacture its tin plates into cans and so on wherever the material is used. It is therefore more of a supply for manufacturers, and in the ordinary accepted understanding of a protective tariff, the raw material for a protective turer is, as a rule, very properly exempted, or at least in large degree. The hardware and tinware trade, however, uses but a very small proportion of the importations.

"There is another point," concluded Mr. Elliott, "and that is, the raw material for the proposed tinplate manufactory, the black plates, would have to be imported, for there is no rolling mill in Canada prepared to go in for that line, for all there would be required."

#### ITEMS OF INTEREST.

After a thorough investigation of reasons for the lack of endurance of fence wire manufactured in the last few years, as compared with the superior wire of twenty years ago, the United States Department of Agriculture has concluded that electrolysis is responsible for most of the trouble. The wire now put out, the expert of the department says, contains magnesia unequally distributed. This forms a resistance to the passage of electricity, and hence follows the electrolysis. Much of the wire manufactured to-day lasts five years, while but a short time ago it was not uncommon for fence wire to be serviceable for twenty years.

\* \* \*

A repeating rifle of small size has made its appearance in the firearms trade. It will take either 0.22 short or 0.22 long rifle cartridges, and is made on the solid top and side ejecting principle. The barrel, which may be either round or octagonal, is of first quality open-hearth gun barrel steel, with a tensile strength of from 60,000 to 80,000 pounds to the square inch. The frames are drop forged from best quality open-hearth gun frame steel, each piece in the action being made from steel best suited for the work. The locking-bolt and firing-pin are so adjusted that it is impossible for the cartridge to be exploded by the firing-pin until the cartridge is in the chamber and the action fully closed and locked.

## invincible "Empire"

Why not convince your friends who intend to build of the advantages of "Empire" Metallic Shingles over wood shingles?

Many have been so convinced by other dealers and a good trade created by just keeping alert to local building operations and getting out after the trade. It requires but slight effort to prove to anybody that wood shingles are things of the past, and once the point is made clear the profit and trade are yours instead of your business rivals'.

"Empire" Metallic Shingles are fireproof, stormproof and never rust. Their capacity for wear is wonderful and dealers who will but take the trouble to push their sale are assured of goodly profits.

#### OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

### THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

#### We also manufacture:

"Eastlake" Metallic Shingles  
"Metallic" Ceilings and Wall Plates  
"Metallic" Cornices, Skylights and Ventilators  
"Metallic" Sheet Metal Fronts  
"Metallic" Siding, (Stone, Brick, etc.)  
"Metallic" Crestings and Finials  
"Impervia" Fireproof Windows  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eavetrough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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## HARDWARE AND METAL WANT ADS. PAY

THE PEOPLE'S HARDWARE STORE

IVESON L. COOKE

Essex, Jan. 27, 1906

HARDWARE AND METAL

Toronto, Ont.

Dear Sirs,—Within one month I have "bought and sold" with the best of satisfaction--the result of \$1.68 worth of condensed ads. in HARDWARE AND METAL.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly,

*Iveson L. Cooke*



## FOUNDRY AND METAL INDUSTRIES

### SCHWAB'S HOUSE WARMING.

That "Charley" Schwab has not lost the democratic qualities which made him beloved of the iron workers in Pittsburg was demonstrated anew, this week, when in conversation with some of his friends he made known his plans for the "warming" of his new \$8,000,000 palace on Riverside Drive, which is said to be the most wonderful and artistic residence in America. Every detail of its construction was entrusted to artists, who were instructed to spare no expense and take all the time needed, but to make the home as nearly perfect as possible to poor humanity when it was done. To tell of its magnificence in detail would be merely bewildering, and yet it is said by art lovers that not a jarring note has been struck throughout. It is to be considered as a gem cut and polished by loving hands, and a worthy demonstration of the quality of American art. "My friends here are dear to me," Mr. Schwab is reported to have said, "but those I love are the men and women I grew up with. I walked side by side with those men, in our dirty overalls and with blackened hands. Their wives I know for whole-souled, honest, God-fearing women. They have helped their husbands in their struggle upward. They cheered their 'men' when they were despondent, and were good comrades when success came. I love them, every man and woman of them. They were the friends of my youth. That's why I am going to have them attend my house warming. We won't bother with split-tailed coats then, I guess. We'll forget the vanities and put on our Sunday clothes, and then, before we start for the party, the wife will look us over and give the necktie another yank and pat our fraying hair into place. And we'll all have a good time."

The way the general and cordial invitation came to be issued was this: When the committee from Braddock Hospital travelled to New York to get \$10,000 from W. E. Corey, head of the United States Steel Corporation, for the hospital fund, they received the check on sight. Then one of them suggested going up to see "Charlie's new house."

They were admiring its magnificence at long range when some one came up behind them and slapped each one on the back with a hearty "Hello, boys!" It was Schwab, who knew them well, and liked them, and under his escort they viewed the grand interior.

"I'm going to have a housewarming," he said, "a regular old-timer, with a hoe-down like we used to have in Braddock. I want you all to come, and all my old friends and their families in Braddock. That takes in the town, but I'll make room here; if not, I'll make it."

"Hobnail shoes and all?" said one of the men shyly.

"Yes, hobnails and all, and no dress suits, but just our old Sunday clothes, as we used to call them. If you want it, I'll tap a keg myself, or put barley in the wine like we used to in the water at the mills. I'll send a formal invitation at the proper time, but let them know now I want them all to come."

### NEW METHODS OF IRON PRODUCTION.

Mr. Sontum, commercial agent for Canada in Sweden and Norway, reports the discovery of two very important inventions in connection with the iron and steel industry, which are at present attracting considerable attention. The inventors are two Swedish engineers, Messrs. Grondill and Kjellin, who have found a new method for producing iron from the ore. By Mr. Grondill's system the ore is crushed to fine dust and the iron is drawn out by the aid of strong magnets. It is then moulded into the form of bricks. Mr. Kjellin uses electricity for the same purpose. The patentee has closed contracts with French, German and Italian firms for the employment of Mr. Kjellin's method in the production of from two to three million tons of iron and steel per year. Similar agreements for the production of iron and steel under the Grondill method have been made with other firms, notably the Krupp works at Essen, Germany.

### PRODUCTION OF ALUMINUM.

The following data show the growth of the world's aluminum production and the reduction in price. The kilogram is equal to 2.2 pounds.

Year.	Tons.	Value per kilogram.
1878 .....	2	\$19.30
1886 .....	16	19.30
1889 .....	70	9.65
1891 .....	333	.965
1894 .....	1,240	.965
1896 .....	1,800	.965
1897 .....	3,400	.85
1899 .....	5,300	.73
1900 .....	7,300	.48

The production of the last few years has kept pace with the demand of existing factories, which are multiplying the products manufactured from it. One European firm has sold its entire output for an unlimited time, and consequently will receive no new orders. Should this intense demand continue, the price will certainly increase. Already, according to reliable information, it has gone up a slight degree. It is quoted this year at 82 cents per 2.2 pounds, whereas the price in 1900 was 48 cents.

### EXPERIMENTS IN STEEL PRODUCTION.

Edwin von Molitz, a German steel expert, is conducting experiments at the Illinois Steel Works that are expected to reduce the cost of production one-third. The company has such confidence in Von

Molitz's methods that it is building a special laboratory for him which will contain several miniature furnaces of a new type, holding about 100 pounds of metal each, and a miniature steel mill.

The aim of the experiments is to make a better grade of steel at less expense and with a great saving of time. Von Molitz is confident he can accomplish this and the steel company and its officials are giving him every assistance. The experiments are conducted secretly and only the most trusted employees are admitted to the German's department. It is said, however, that his plans for the revolutionizing of the Bessemer process of making steel are formidable. He proposes to substitute a cylindric or egg-shaped vessel which will be suspended on an axle and will be revolved at a high rate of speed for the present oval-shaped ladle.

Instead of blowing the impurities off as at present centrifugal force in the new process will be so great that molten steel will be dashed up against the sides of the vessel, which will be lined with a substance to which the impurities will adhere. The steel will be purified in this manner, and it is figured that the cost of production will be reduced at least one-third and possibly more and the quality of the steel will also be much better. Extensive improvements are also planned for the furnaces and as soon as these experiments are successful it is possible that new furnaces will be built on the improved lines. Improvements, it is said, are also to be made to the rolls in the plate mill and the rail mill. If these experiments are successful the new systems will be installed at all plants of the United States Steel Company.

The Canadian Rand Drill Co., Sherbrooke, Que., will build extensive additions to their works, including the erection of a new foundry.

The Dominion Coal Company have commenced the erection of a new foundry at Glace Bay, N.S. A machinery storage house, 30 x 110, is also being erected, and further work will be carried on in the near future in the construction of a machine shop and the sinking of a well.

### POPULARITY OF WIRE FENCING.

Each year sees wire fences come more and more into use as their merits become known, and rail fences and board fences are scarcely ever rebuilt. The high price of lumber has prohibited this to a great extent, but the beauty and utility of the wire fence has also contributed to its so universal adoption. The hardwareman has benefitted largely by this change, and has usually handled one or more popular lines with considerable profit. One of the latest fences to come on the market is the Peerless brand, manufactured by the Banwell, Hoxie Wire Fence Company, of Hamilton, for which many points of superiority are claimed. It has met with success in the United States for some time, and has recently made its advent on the Canadian market. Dealers who write the firm for prices, etc., are requested to mention this paper.



## "DOMINION"

The hall mark of quality on

Bar and Hoop Iron  
Polished Steel Sheets  
Polished Canada Plates  
Charcoal Tin Plates

**A. C. LESLIE & CO.**  
MONTREAL.

## Deseronto Iron Co

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR  
PARTICULARS AND PRICES

General Offices  
**43 EXCHANGE PLACE**  
NEW YORK CITY

## "MIDLAND"

BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.**  
MONTREAL, QUE  
or to  
**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

## NOVA SCOTIA STEEL & COAL Co., Limited

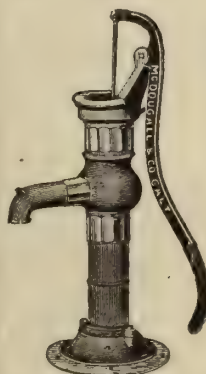
NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS-MARTIN

## OPEN HEARTH STEEL



Enterprising  
Hardwaremen

handle our

ANTI-FREEZING  
PUMPS.

They know that the sale of a good Pump brings about the sale of many other things from satisfied customers.

Do you handle our PUMPS?

Write for catalogue and prices.

The R. McDougall Co., Limited  
GALT, ONTARIO.

## OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

## 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

**JOHN FORMAN, - 644 Craig Street**  
MONTREAL.

## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

## CANADA SMELTING CO.

Limited

STANDARD Babbitt Metal, Phosphor Tin  
Needle Metal, Type Metal, Etc

Cor. Brennan and Ann Sts., MONTREAL

## B. K. MORTON & CO'S

### B. C. BRAND DRILL STEEL

stands well up in drilling hard rock, is not easily spoiled by indifferent tempering, and with good tempering is the best steel to be had.

Every hardwareman should be equipped with a stock of B.C. Brand Drill Steel.

Agents:

Toronto, Can., BAINES & PECKOVER  
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Canadian Representative:  
D. W. CLARK, P.O. Box 521, Toronto, Can.

The Best South Wales Produces

## IN STEEL COKE TIPLATES

"ELYN"

"LYDBROOK"

"ARTO"

"FRONTIER"

## IN CHARCOAL TINPLATES

"CYMMER"

"ALLAWAYS"

"JUANA"

"SPARTAN"

**FRANKLIN SAUNDERS & CO.**  
Limited

MONTREAL

Wholesale Trade Only Supplied



## MANUFACTURER OPPOSES TIN PLATE DUTY.

Asked regarding his opinion of the proposed duty on tin plate, Mr. C. Dolph, manager of the Metal Shingle & Siding Company, Preston, expressed decided opposition to the proposal. Speaking for his company, he said:

"We do not anticipate that the Canadian Government will for a moment seriously consider the request of a 33 1-3 p.c. duty on tin plates and galvanized sheets at the present time, as its adoption would interfere too largely with the best interests of almost every Canadian, and disturb trade without any compensating results of moment. We are desirous of seeing all possible industries established in Canada, but their advent must not be a detriment to the Canadian public, and the Government can devise means of fostering the tin plate and galvanized sheet industry, if they find the present time opportune, without disturbing trade and ruining many established industries. The advent of a 33 1-3 p.c. duty under existing conditions would increase the cost of one-half of the articles used in almost every household and add to the cost of most buildings, and in many other ways work to the disadvantage of Canadians, and should not be considered at the present time. Such a change would speedily work incalculable harm generally, and only benefit a single industry."

## THE COAL SITUATION.

How the threatened coal strike across the border will affect Canada is a question that is uppermost in the minds of many just now. It has been stated that the Canadian steel industry would be greatly benefitted by an American coal strike, for the reason that while the American companies would be compelled to close down from want of coal, the Canadians would still be able to continue their operations by the use of native coal. While this would seem to be an advantage to the Canadian makers, it must be borne in mind that already the capacity of both the Canadian steel industries and the Canadian coal mines are taxed to their fullest extent, and have orders for months ahead booked. A prolonged strike would, of course, give the Canadian makers an opportunity of increasing their capacity so that they could meet this demand, but they would scarcely be warranted in putting in additional plant for this reason alone. It is safe to assume, though, that prices of steel must go up, should a monopoly of trade be forced upon the Canadian makers through the strike.

It has been pointed out by Patrick Dolan, president of the Pittsburgh District United Mine Workers, that a soft coal strike has never yet been won under the leadership of President Mitchell. At the joint conference of miners and operators recently held, President Dolan, representing Western Pennsylvania, was in favor of adopting the scale offered by the operators, and for this his resignation was demanded by that branch of the union over which he presides. In a reply to this demand Mr. Dolan said: "Let us be honest about this thing. Our wages have been increased 100 per cent., and our hours

of labor have been decreased from ten to eight since 1897. Is it right to jeopardize these things? Let me tell you that the miners of this country have never won a soft coal strike under President Mitchell. In the anthracite coal strikes, Mark Hanna settled the first, and President Roosevelt settled the second. The soft coal strikes under the direction of President Mitchell we have always lost. From boyhood I have learned that it is a leader's duty to tell his people not what they would like to hear, but what they should know. They must be told when they are wrong and applauded when they are right. This is my platform, and I am willing to stand or fall with it before the miners of this country." President Dolan has been prominent for years in labor circles, and these words from him are full of significance from the miners' viewpoint of the success of the strike.

The advisability of abolishing or reducing the duty on bituminous coal has been discussed by different bodies and corporations. In St. Catharines, the local gas company asked the board of trade to make application to the Tariff Commission requesting that the duty on bituminous coal be removed, but the board declined to take action on the matter.

W. C. Milner, secretary of the Free Coal League, an organization which has the free importation of coal as its object, appeared before the Commission, asking that the duty of 60 cents a ton be removed. This, he said, would allow coal to be delivered at Montreal at from \$3.20 to \$4.95 per ton, the lower price even then being 45 cents a ton more than the price the Dominion Coal Company receives from the Montreal

Gas Company. Mr. Dick, for the Dominion Coal Company, replied that if the duty were reduced the Montreal market would be lost to Nova Scotia, and stated that if the railway companies were more reasonable in their rates they could put coal in Montreal at a lower cost, and also be able to ship into Ontario, which at present they could not do on account of prohibitive rates.

If the strike is called the operators will be in a better position to fight the union than they were three years ago, at the time of the last strike. The coal companies have a large surplus of coal on hand, and in addition to this the railway companies will not need so much from the mines, as they too have been quietly storing up coal in anticipation of another struggle. Organization has been going on quietly among the mine owners, and to-day they are in a position to fill nearly all the mines with competent foremen and superintendents to direct the energies of the strike breakers.

Whatever the result of the strike is, it is a satisfaction to feel that with the development of our Canadian coal fields the day is at hand when we shall not be helplessly dependent upon others for our fuel.

The Manufacturers' Life Assurance Company have purchased 80 feet on King street west, Toronto, at \$1,500 per foot.

## FOR SALE.

**H**ARDWARE and Tinware business for sale in one of the leading towns of Manitoba, population about 1,500; one opposition; two railroads. Box 508, HARDWARE AND METAL, Toronto. (8)

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence or attack can be had than the Iver Johnson

Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

# IVER JOHNSON

## REVOLVERS



need not be handled carefully; with chambers fully loaded, drop it on the floor, hammer the hammer—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.80

Write for our bright little booklet, "Shots" and complete catalogue, free.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.





# H. S. HOWLAND. SONS & CO.

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HARDWARE MERCHANTS

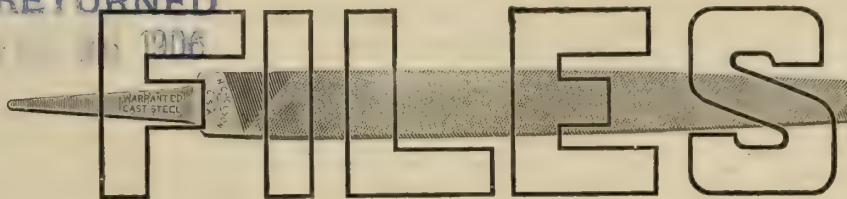
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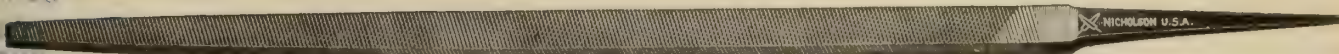
*Taper Files*—Ordinary and Slim, 3 to 8 inches long.

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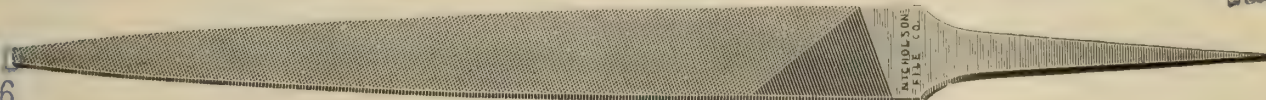
*Round Files*—Bastard and Smooth, 3 to 16 inches long.

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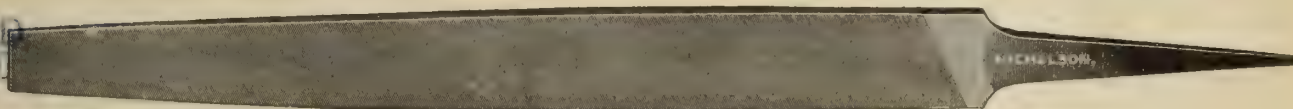
*Square Files*—3 to 16 inches long.

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*Warding Files*—Bastard and Smooth, 3 to 6 inches long.

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*Flat Files*—Mill, Second Cut and Smooth, 3 to 14 inches long.

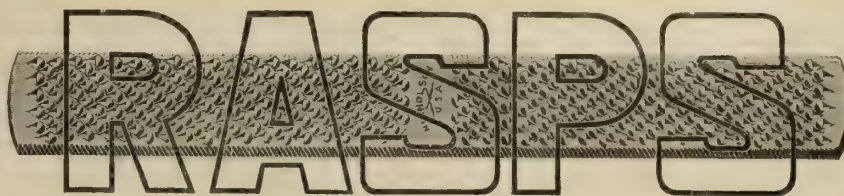
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*Flat Bastard*—Hand and Bastard Cut, 4 to 16 inches long.

*Half Round*—Half Round, Bastard and Smooth, 4 to 16 inches long.

H. C. Currier  
Cur Book 46  
page 98  
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CABINET FILES  
" RASPS  
SHOE RASPS  
MOWER FILES

See our Catalogue.

*Horse Rasps*—Plain and Tanged, 12 to 16 inches long.

For  
PLANER KNIFE FILES  
PIT SAW FILES  
CROSS CUT SAW FILES  
DOUBLE ENDERS

See our Catalogue.

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*Horse Mouth Rasps*—Straight and Jointed.

FOR A FULLER LINE SEE OUR CATALOGUE

## H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST.

We Ship Promptly.

Factory: Dufferin Street, Toronto.

Our Prices Are Right



# PAINT, OIL AND BRUSH TRADES

## A CHANGE OF POLICY.

As will be seen by the announcement on another page, an important change in policy has been made by Henderson & Potts Co., Ltd., in the management of their western sales. About a year ago this firm established themselves in Winnipeg, with Mr. John Irwin managing their office, and Mr. H. T. Lawlor chief of the selling end of the business. The trade grew so rapidly that their quarters soon became very cramped, and finding it difficult to secure more satisfactory premises they decided to accept a proposition made by the Marshall-Wells Co., one of the leading jobbing houses of Winnipeg. By the terms of the agreement, Marshall-Wells Co. became western dealers for Henderson & Potts, Ltd., and both Mr. Irwin and Mr. Lawlor entered into the service of that company, Mr. Irwin as manager of the paint department, and Mr. Lawlor as travelling paint specialist.

Already the results of this policy are being shown in the increased sales of the Henderson & Potts "English" paints and Brandram's B.B. white lead, the most satisfactory feature of the new arrangement being the greatly increased stock which is now carried in Winnipeg, available for immediate shipment.

## MINERAL PIGMENTS OF CANADA.

Under the above name a pamphlet has just been issued by the Geological Survey Department, setting forth the results of experiments conducted by Mr. C. W. Willimott, and extending over two years.

The conclusion reached by Mr. Willimott is that Canadian manufacturers are not taking advantage of the materials at hand for making first-class paints. The more important results of experiments on some hundreds of samples of our Canadian ores are included in the report, in the hope that they may help the Canadian paint manufacturers to give the home product a chance. It is shown that, in almost every color, a paint of good body and permanent tone may be produced.

The materials with which the experiments were conducted included such numbers of ochres, clays and other minerals as were thought might possess sufficient coloring matter. Each substance, after being reduced to a fine powder and ground in rectified linseed oil, was applied to the surface of academy board and allowed to stand exposed to sunlight and dampness for two years. Recently the same substances were again put through the same process and the fresh paint compared with that which had been exposed. While some had changed their tints entirely

and others had darkened to a greater or less extent, a great number had remained permanent, a noticeable feature with nearly all the ochres being their tendency to darken rather than lighten after long exposure. Imported pigments invariably lighten under such circumstances.

Speaking of present conditions, Mr. Willimott says: "That the class of pigments at present in use in the majority of cities of Canada is of very inferior quality no one who knows anything of the pigment trade will seriously deny. Most of the imported paint is adulterated to an almost incredible degree. A sample of Venetian red in this city examined by me did not contain 20 per cent. of the sesquioxide of iron. Allowing some 20 per cent. for coloring matter, it would then be adulterated to the extent of about 60 per cent."

A point which is not made very clear in this report is the quantity of these various pigments available. Manufacturers will not feel disposed to take the matter very seriously unless some definite information on this point is ad-

duced. One eastern manufacturer tells of a farmer in the vicinity of his works who came in one day with tales of unlimited quantities of mineral pigment which he had discovered on his premises. He was asked to ship a carload immediately. Several days later the consignment arrived, consisting of rather less than a ton. Things are not always what they seem.

## WHITE LEAD SCARCE.

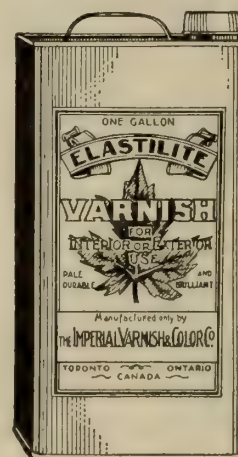
The paint trade is in a somewhat demoralized condition at present owing to the inability of manufacturers to get white lead. Paint companies are feeling this drawback to a great extent, and many are outspoken in their denunciation of the 30 per cent. duty which was placed on white lead last September.

The Canadian Oil Company have had a very satisfactory season in oils, and report the outlook for future trade to be good, but on account of the scarcity of lead in the country are not putting forth much effort to push the paint trade, fearing they will be unable to fill orders unless white lead can be procured.

"After many years of extensive use from the Atlantic to the Pacific, in all kinds of climates, by all kinds of painters and decorators,

## ELASTILITE

has won the universal verdict of Excellent, Reliable, Safe and Satisfying. With a varnish like **ELASTILITE** on your shelves, you can rest easy after recommending it to your most exacting and particular customers."



MANUFACTURED ONLY BY

# The Imperial Varnish & Color Company

TORONTO, Ontario, Canada

Limited



Here's a Line You Shouldn't Overlook  
When Making Out Your List.

## BLACKBOARD SLATING

We manufacture Slating, in Black and Green colors, from the best material, and guarantee our goods to give satisfaction in the finishing of blackboards, etc.

Make a note to sample our **Blackboard Slating**. You will find our prices as fair as the Slating is excellent.

*Look up SLATING in our last Catalogue.*

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

## Most Floor Paints

are very unsatisfactory. By the time they are thoroughly dry, they have begun to wear out.

They always make a sticky floor, and are more or less affected by washing.

These are the paints you have always needed to apologize for.

Want Something New ?

## Our Floor Enamel

is just what you are looking for.

It gives a mirror-gloss finish to the floor. It dries hard over night, and is never sticky. Moreover, it will out-wear any floor **paint** on the market.

WRITE US FOR COLOR CARD AND PRICES.

**R. C. JAMIESON & CO.**

LIMITED

Sole Manufacturers,

MONTREAL

## McCaskill, Dougall & Co.

**Manufacturers**



RAILWAY, CARRIAGE AND BOAT VARNISHES.

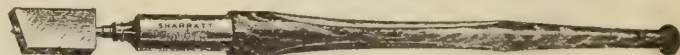
HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the  
principal Hardware  
Dealers and Glass  
Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

# OILS

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION"  
BRAND**

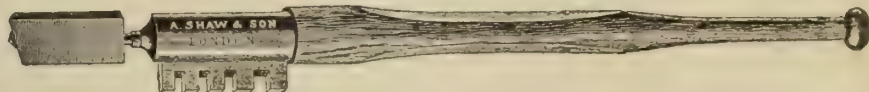
OILS GUARANTEED GENUINE.

Canadian Agents—  
J. A. BERNARD,  
21 St. Peter Street., Quebec  
HOMER TAYLOR,  
Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
LONDON, ENGLAND.

## GLAZIERS' DIAMONDS



Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL

## Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

**WHOLESALE ONLY**

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.





The **CANADA PAINT** Company, Limited. The largest makers and shippers of **Paint and Varnish** in the Dominion of Canada.

Ample stocks.  
Quick shipments.

The  
**Canada  
Paint  
Company**  
Limited

**MONTREAL and  
TORONTO**



## PAINT AND OIL MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Feb. 23, 1906.

As is usual at this time of year when stocks of turpentine are beginning to get light, and the new product is not yet in sight, an advance has been declared, and the price now ruling is 99c. for single barrels. There is, moreover, every prospect of still higher prices being reached in the immediate future.

Linseed oil remains unchanged and without any special feature. Dry white lead is very firm and prominent members of the trade are looking for higher prices still. Supplies from the Old Country are being rushed overland from the Atlantic coast, as many dealers find their stocks too short to await the opening of navigation.

In fact, the outlook is most optimistic in all class of materials which enter into a building, from lumber and bricks to paint and varnish. All of these are bound to show very high prices and there is scarcely an item in these lines which does not look encouraging.

**Linseed Oil**—We are still quoting the following prices: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c., f.o.b., Montreal, net 30 days.

**Turpentine**—As forecasted in the last minute reports of our previous issue, an advance has been declared in turpentine. Stocks are very light, and all indications point to continued high prices. We quote: Single barrel, 97c. per gallon; two barrels or over, 96c.; for smaller two barrels or over, 94c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

**Ground White Lead**—Our prices are: Best brand Government standards, \$6.25 to \$6.50; No. 1, \$5.90 to \$6.05; No. 2, \$5.55 to \$5.80; No. 3, \$5.30 to \$5.55, all f.o.b. Montreal.

**Dry White Lead**—We quote: Barrels, \$5.50; 100-lb. packages, \$5.75; 6 to 10-lb. tins, \$6.75.

**Dry White Zinc**—Our prices remain as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc** (ground in oil)—We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We quote as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—In spite of declines on for-

eign markets, we still quote. Genuine red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Paris Green**—We give quotations as follows: C. P. Co's pure Paris green: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; drums, 50 lbs., 18c.; drums, 25 lbs., 18 1-2c.; 1-lb. packets, 100 lbs. in case, 19c.; 1-lb. packets, 50 lbs. in case, 19 1-2c.; 1-2 lb. packets, 100 lbs. in case, 21c.; 1-lb. tins, 100 lbs. in case, 20c. Berger's English: Barrels, 600 lbs., 15 3-4c.; kegs, 250 lbs., 16c.; drums, 25 lbs., 17c.; drums, 50 lbs. and 100 lbs., 16 1-2c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packages, 20 1-2c. per lb. Terms, 2 per cent. off, 30 days.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Prices range from \$1.20 to \$1.40 per gallon.

**Castor Oil**—Although advances are expected to occur very soon, we are still quoting: Firsts in cases 8 1-2c., in barrels 8c., seconds, in cases 8c., in barrels, 7 1-2c.

**Refined Petroleum**—Our prices are as follows: American water white, 17c.; Canadian prime white, 15 1-2c.; astral, 20c., ex warehouse.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto Feb. 23, 1906.

The white lead situation remains unchanged as regards any easing of the market, and the feeling generally is that it must still further advance before very long. Manufacturers of paints are experiencing great difficulty in getting supplies and are greatly handicapped in making up their stock. Turpentine is on the advance, and the ruling quotations are \$1.00 to \$1.02, with a possibility of a marked increase occurring almost any day. The heavy rains in the turpentine belt have decreased the flow and there is a scarcity as a result. This month's output is considerably lower than the corresponding month last year.

Linseed oil is easy, with no change in prices at present. In England an excessive seed supply has caused oils to decline a little, but the local markets have not felt it so far.

Ready mixed paints are fairly active, with no change in prices.

On account of the scarcity of arsenic,





# YOUR MONEY BACK

Every can of the celebrated

## "ARK BRAND" PAINT

is guaranteed to give the user perfect satisfaction, to cover as much surface and outwear any other paint made. If it proves otherwise you are authorized to refund their money and charge same to us.

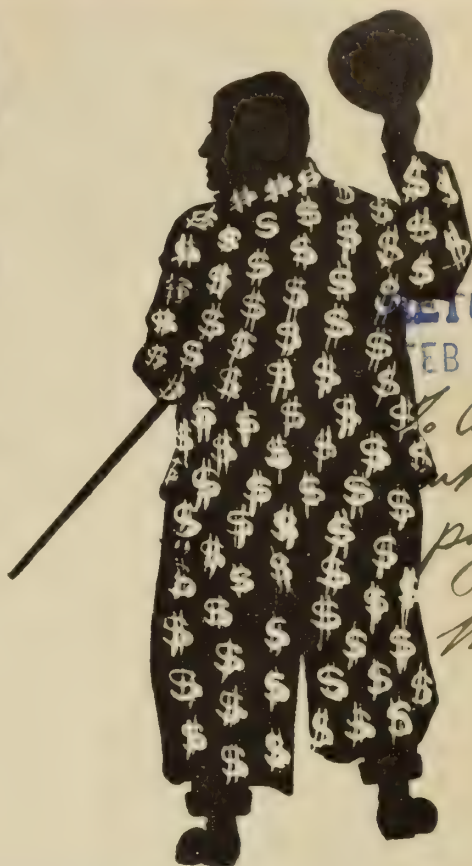
A strong, permanent and wealth producing business can be built only on goods of merit—on goods which will satisfy your customers. Sell "ARK BRAND" Paints—"Canada's Best."

The **Francis-Frost Co.,** Limited.

**TORONTO, ONT.**



Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish



## TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

**VARNISH MANUFACTURERS**

**WALKERVILLE, ONT.**

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.



there are indications of an advance in Paris green shortly.

**White Lead**—Ex Toronto, pure white, \$6.30; No. 1, \$5.92 1-2; No. 2, \$5.55; No. 3, \$5.30; No. 4, \$5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, 5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.00; No. 1, in casks of 500 lbs., \$5.50; ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs, 8 1-2c.

**Shingle Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Canadian Government Standard: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; 50-lb. and 100-lb. drums, 18c.; 25-lb. drums, 18 1-2c.; 1-lb. packets, 19c.; 1-lb. tins, 20c.; 1-2 lb. packages, 21c. Berger's English: 600 lb. barrels, 15 3-4c.; 250-lb. kegs, 16c.; 50 and 100-lb. drums, 16 1-2c.; 25-lb. drums, 17c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packets, 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 58c. to 60c.; 5 to 9 barrels, 57c. to 59c.; boiled, 1 to 4 barrels, 61c. to 63c.; 5 to 9 barrels, 60c. to 62c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, \$1.00 to \$1.02 f.o.b. point of shipment, net thirty days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' round, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Plaster Paris**—New Brunswick, \$2.00 per barrel.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.


**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

## Oiled and Annealed Wire Fence Staples

Two lines that at this season should have particular attention and stocks replenished so as to be in good shape to supply all demands when Spring fencing operations begin.

We manufacture **Oiled and Annealed Wire** in large and small diameter coils.

**Fence Staples** both polished and galvanized.

ASK FOR  BRAND

## The Montreal Rolling Mills Co.



### OAK CABINET

Free of charge, given away with an order for  
Five half-dozen Scissors as illustrated above.

Can be had through  
All leading Wholesale Hardware Firms.



# ***Announcement***

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**W**E take pleasure in advising our friends and customers that for the better and more widespread pushing of our manufactures in Manitoba, Saskatchewan, Alberta and British Columbia, we have associated ourselves with Marshall-Wells Company of Duluth and Winnipeg, who will now control our goods in the Western Provinces.

The arrangement will be mutually of the greatest advantage. Messrs. Marshall-Wells Company obtain the sole agency of our **"ENGLISH LIQUID HOUSE PAINTS"** in which the only white lead used is the celebrated **BRANDRAM BROS. GENUINE**, as well as our other goods; and take into their employ our Winnipeg manager, Mr. John Irwin, as head of their Paint Department staff, also Mr. H. V. Lawlor, one of our most popular salesmen, as their travelling paint specialist. On the other hand, we get the advantage of the very great experience of Messrs. Marshall-Wells Company in pushing the sale of paints over new territory, and of their ten other travellers who cover an enormous tract of country. The stock of our goods carried in Winnipeg is to be much larger than before, and orders will be filled with greater despatch.

Marshall-Wells Company have carried on a jobbing paint business of giant proportions in Duluth, and their 1906 spring order for that Branch amounted to a train load of 25 cars. Besides the stock which we carried in Winnipeg, and which Marshall-Wells have taken over, the order placed with us for prompt despatch, will amount to about 7 carloads of **"ENGLISH LIQUID PAINTS AND OTHER SPECIALTIES."**

It is our intention to keep in the closest touch with Marshall-Wells Company, so that the pushing of our manufactures in the West may have the advantage of our united efforts. We bespeak for them and their representatives the courtesy that has been extended to us in the past.

**HENDERSON & POTTS CO., Limited**  
MONTREAL AND WINNIPEG

**HENDERSON & POTTS, Limited**  
HALIFAX AND ST. JOHN



**Consolidated  
Plate  
Glass  
Company  
of Canada  
Limited**

**WINDOW**

**GLASS**

**PLATE**

**GLASS**

**TORONTO  
MONTREAL  
OTTAWA  
LONDON  
WINNIPEG**

**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The directors of the Winnipeg General Hospital have decided to erect a nurses' home.

The factory of the Canada Glue Co., Brantford, is about completed and will soon be running full time.

The Canada Jute Company and the Dominion Bag Company have amalgamated and will build a large factory in Winnipeg.

Leon Vanhavrebeve, representing the Belgium Packing Company, is in Lethbridge negotiating for the establishment of a packing house there.

The Norris Safe & Lock Company will build a five-storey block in Vancouver. The company has recently completed a six-storey building in Seattle.

After expending \$25,000 the Western Gas & Oil Company has struck gas at Edmonton at a depth of 1,450 feet. The pressure of the flow is 250 pounds, and it produces a clear white light.

The Dominion Coal Company's earnings for 1905 were \$1,573,000, as compared with \$1,602,000 for 1904. The decrease is owing to an unremunerative contract at present existing with the Dominion Iron & Steel Company.

The stone quarries owned by the Western Fuel Company on Newcastle Island, near Nanaimo, B.C., which have been idle for some time, have been reopened under the management of the Northwestern Construction Company.

The Lock Safety Pin Company, of St. Louis, are negotiating with Smith's Falls with a view to establishing a plant there for the manufacturing of the Lox safety pins, hair pins, hooks and eyes, etc., which at present are all imported.

The City Council of Hamilton, in opening the tenders for the cement supply, were somewhat surprised at the increase in price asked by the different dealers. The uncertain condition of the coal situation has had a tendency to make the cement men cautious.

Mackenzie & Mann have given a contract to J. P. Mullarkey and M. J. O'Brien to build 100 miles extension to the Great Northern Railway in Quebec. Eighty miles will run from Garneau Junction to Quebec City, and twenty miles from Montfort Junction to St. Jerome.

The Hamilton Cataract Power, Light & Traction Company have decided to open the radial extension from Burlington to Oakville on May 1. Arrangements were made to double-track the radial from Hamilton to the canal early in the Spring. A dividend of five and a half per cent. was declared for the past year.

A valuable deposit of graphite has been found at French Vale, Cape Breton, by Mr. Neil L. Campbell. At a depth of 25 feet a 13-foot seam was discovered, samples of which on analysis were found to contain 75 per cent. of graphite. It is within four miles of the I.C.R. line, and six miles from Bras d'Or Lake.

Tests made by the Canadian Northern Railway with Edmonton coal show that a train hauling 700 tons of freight from Edmonton to Vermillion burned seven and a half tons of this coal, as compared with eight tons of Crow's Nest coal used under the same conditions. The company use 800 tons per day, and will make further tests.

W. G. Trewethey, of Toronto, and John McMaster, of Cornwall, promoters of the Cobalt Mining Company, have decided to locate in Hamilton. They have taken over the Hoefner Refining Company premises and have bought five acres additional. Hamilton council has passed a by-law recommending a fixed assessment for a period of years.

The Canadian Shipbuilding Company will build for the St. Lawrence & Chicago Navigation Company one of the largest fresh water vessels afloat. It is expected she will be ready to go into commission in the Spring of 1907, and will be in the 10,000 ton class between 450 and 500 feet in length, although as yet the dimensions are not given out.

Tenders have been called for the building of one of the most important sections of the Grand Trunk Pacific, from Touchwood Hills to Edmonton. Among those who tendered were Foley Bros. & Larson, J. McArthur, the Canadian White Company, McDonald, McMillan & Co., and Johnson & Sons. This section of the Grand Trunk Pacific is 450 miles in length.

It is said that negotiations are in progress between the Atikokan Iron Co., of Port Arthur, and the Dominion Steel Co. for the shipment of Ontario ores to the steel company's works in Nova Scotia. This company last year received a large amount of ore from the American side of the lakes, and would find it much more profitable if they could get ore mined in Canada.

The Montreal Copper Refining Company, the only company refining copper in Canada, offer their stock for sale. Before the formation of this company all Canadian copper ore was shipped to the United States to be refined, and then re-shipped back to Canadian users. Besides supplying the home market to some extent, the Montreal refinery also export their product to Great Britain and Germany.

Frederick Nicholls, of the Electrical Development Company, has twice absented from the Royal Commission on hydro-electric power, although subpoenas have been served upon him. He feels that in giving information he would be guilty of a breach of faith with the shareholders, and wanted the permission of the president, Sir Henry Pellatt, who is abroad, before he would give testimony.

The aggregate value of the contracts for the two sections of the National Transcontinental Railway for which tenders are asked will be from twelve to fourteen million dollars. The new syndicate, headed by W. J. Poupore, of



Montreal, will be a strong rival to Foley Bros. & Larson for this contract. This latter firm have at present the contract of double tracking the C.P.R. from Port Arthur to Winnipeg.

The Whelpley Skate Company, of Greenwich, is asking concessions from Fredericton, N.B., with a view to going there to manufacture. The company ask for a free site or nominal rental, exemption from taxation, free water and a loan of \$5,000. In return the Whelpley concern will erect a \$20,000 plant that will have an annual output of \$30,000, and for the first year will employ 25 men. The Whelpley skates are well known in Canada.

The Great Northern Railway is to construct a connecting line between their Similkameen county system and their trunk line. The object of this is to more easily get coal for the Hill railways and steamships. At present most of the coal used by the Hill people is brought from Montana, which, as well as being a long haul, does not give them the high quality of coal that is to be had from the Similkameen mines. The construction of this road will be commenced in about three months.

#### Companies Incorporated.

The Dominion Stove & Heater Works have been incorporated with a capital stock of half a million dollars, headquarters in Montreal. The provisional directors are L. E. Kimpton, H. L. Mitchell, R. I. Henicker, W. C. Strachan and W. G. Mitchell, all of Montreal.

The Western Canada Coal Mining Company has been incorporated with a capital stock of \$50,000, for the purpose of carrying on a coal business. The provisional directors are J. W. Cockburn, J. A. Christie, W. A. Black, J. G. Dagg and S. H. Dagg, with head office at Winnipeg.

The Silver Leaf Mining Company has been incorporated with a capital stock of five million dollars, for the purpose of carrying on mining, milling and reduction operations. The provisional directors are C. A. Foster, J. H. Spencer and Mary A. Hodgson, with head offices at Toronto.

Messrs. A. Prudhomme & Fils, Montreal, have been incorporated with a capital of \$145,000, to manufacture electric motors, dynamos, etc., and to acquire the business now carried on by A. Prudhomme & Fils, and Canadian Hardware Co. The charter members include A. Prudhomme, H. Godin and S. Beaudin, Montreal.

The Allward & McCormick Glass Company have been incorporated with a capital stock of \$100,000 for the purpose of manufacturing and dealing in glass throughout Manitoba. The provisional directors are J. R. Allward, A. McCormick, G. F. Stephens, M. F. Christie, and L. C. Stephens, with headquarters in Winnipeg.

London Fence, Limited, Portage La Prairie, have been incorporated with a capital of \$250,000, to manufacture wire, iron or wire fencing and gates, etc. The incorporators include J. S. Willmott, Portage La Prairie, Man.; H. G. Gray and A. E. Blashill, London, Ont., and A. E. Hinds, Winnipeg, Man.

The Canadian Key Registry Co., Winnipeg, have been incorporated with a capital of \$1,000, to manufacture key rings, etc. The incorporators include F. J. C. Cox, R. A. Taunton and S. H. Matheson, Winnipeg, Man.

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**CINCINNATI, O., U. S. A.**

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## Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

**Better Write To-day.**

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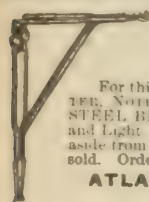
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For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanese, strong and light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

**ATLAS MFG. CO.,**

New Haven, Conn., U.S.A.

**PRIEST'S CLIPPERS**Largest Variety.  
Toilet, Hand, Electric Power**ARE THE BEST.**

Highest Quality Grooming and

Sheep-Shearing Machines.

**WE MAKE THEM.**

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of Saracen House, Snow Hill, London, E.C., Eng., visits Canada in March, representing British Manufacturers of up-to-date metal and aluminum fancy goods, photo frames, calendars, match boxes, ash trays, advertising novelties, etc. of high-class. Appointments from Jobbers will be valued.

**COVERT MFG. CO.**

Troy, N.Y.

**Auto Screw Jack**

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

**"THE EMLYN" SAW BENCH**

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

**CHARLES D. PHILLIPS,**

Cables— Emlyn Engineering Works.  
"Machinery," Newport. NEWPORT, MON., ENGLAND

**HOLZMAN BROTHERS****BANKERS**

401 Broadway, NEW YORK

Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed.

**ONE CENT**

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

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Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (at \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

**YEARLY CONTRACT RATES.**

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
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50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

**FOR SALE.****\$2,000 Tin, Stove and Furnace Business for Sale**

in the best market town in Ontario; very enterprising; turnover \$18,000; the leading tin business in the town; a good money maker; store, with house attached, for sale or rent; ill health the cause for selling; can be bought right by a quick buyer. C. J. Werner, Dunnville, Ont.

**TINSMITH'S TOOLS** for sale. Second hand cornice brakes, shears, beadars, etc. Send for list and prices, or call at 58 Latour St., G. W. Reid & Co., Craig St. west, Montreal. (8)

**SITUATIONS VACANT.**

**WANTED**—Tinsmith, good all-round man for country village; yearly job; must be temperate; one with knowledge of plumbing preferred; state wages and experience. Apply Box 503, HARDWARE AND METAL, Toronto. [6]

**A** N experienced hardware clerk wanted, who has also a knowledge of stoves. Apply, stating experience and salary expected, to Howie & Feeley, Brantford. (11)

**WANTED**—Tinsmith at once, experienced in roofing and furnace work; must be temperate; steady job to the right man; single preferred. State wages and experience to S. B. Merrill, Enterprise, Ont. [6]

**SITUATION WANTED.**

**A** BLE and energetic young man, open for responsible position as manager, sales manager or traveler; best of references and connection; 14 years' experience in hardware and sundry lines. Apply Box 504, HARDWARE AND METAL. [6]

**A** YOUNG MAN with 5 years experience at the hardware business would like a position as clerk, or on the road; strictly temperate; A1 references. Box 506 HARDWARE AND METAL, Toronto. [6]

**P** OSITION as salesman wanted by hardwareman; four years' experience; strictly temperate; A1 reference. Box 26, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (9)

**WANTED** a position of trust by a young active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co. [10]

**BUSINESS CHANCES.**

**G** OOD hardware, stove and tinware business in a live town on the main line of C.P.R. between Peterboro and Perth; stock clean and up-to-date; only one opposition in town; present owner going into the manufacturing business; a golden opportunity for someone; best of references given. Box 507, HARDWARE AND METAL, Toronto.

**DIAMOND EXPANSION SHIELDS.**

The use of reinforced concrete in building construction has increased very rapidly and with it a growing demand for an expansion bolt that can be used for attaching fixtures, etc., to floors which oftentimes are not more than two inches in thickness.

To meet this demand the Diamond Expansion Bolt Company, Murray Street, New York, are making three new sizes



Diamond Expansion Shield

of their Diamond Expansion Bolt, as follows: for 3-8, 1-2 and 1-4 diameter bolt, the shields of which are only 1 1-2 inches in length. The Diamond Expansion Shield is now made in sizes ranging from 1-8 to 2 inches diameter of screw. The smaller sizes are used with regular wood screws and the larger sizes with the common lag screws. Further information will be sent to any one interested if this paper is mentioned.

**BUILDING NOTES.**

A new Methodist church will be erected in Moose Jaw.

The Rosthern School Board will spend \$5,000 in school improvements.

J. S. Donahue and D. D. McLeod will put up a \$40,000 hotel at Regina.

H. L. Jansen & Son, florists, Berlin, Ont., will erect a large conservatory.

Plans are being made and land selected for the erection of a hotel at Midale, Sask.

C. H. Wilson will build a three-storey hotel in Vancouver, to cost about \$10,000.

The Bank of Ottawa is having plans prepared for a new bank building in Ottawa.

The Raymond Mill & Elevator Company will build a \$25,000 mill at Magrath, Alta.

T. Long & Bro. will erect a large elevator and cold storage warehouse at Collingwood.

Wilson Bros. will build a livery barn and a carriage and harness emporium in Saskatoon.

The National Trust Company will erect a large building in Saskatoon during this year.

Wimder Bros., of Berlin, will build a four-storey furniture factory in that city, 52x100 feet.

The McGill Chair Company, of Cornwall, Ont., are asking for tenders for the rebuilding of their factory.

Joseph Cameron is erecting a shingle mill on some limits he holds near the Port Moody road in Coquitlam, B.C.

J. E. Beliveau will erect a three-storey, forty-room hotel at Brantford, corner of First avenue and 22nd street.

The Peterboro' Board of Education are asking for \$30,000 to build a new public school in the south end of the city.



J. K. Paisley, proprietor of the Grand Union Hotel, at Ottawa, will erect a modern apartment building, particularly constructed for light house-keeping.

Klein & Binkley, jewelers, of Hamilton, who occupy one of the city's stores, offer to build a skyscraper on the city's property if they are given a 25 years' lease.

Brantford's ratepayers have voted \$45,000 for school purposes, and a large school will be erected on Darling and Huron streets, midway between the principal existing schools.

The total value of building in Vancouver for the month of January was over \$177,000, and the indications are, from the way permits are being issued, that they will have a great building year.

Vancouver lodge, Independent Order of Oddfellows, will erect a temple on the corner of Hamilton and Pender streets, costing \$25,000. It will consist of two storeys and a basement, brick and stone.

Joseph Zuber, of Berlin, will build a large addition to the Market Hotel, which he has purchased, when the present lessee leaves in September. He will also put up a large modern opera house on the adjoining property.

It is estimated that about \$15,000,000 will be expended in building operations in Winnipeg in 1906. In the new provinces \$10,000,000 worth of contracts are open, and in railroad work \$7,500,000 will be expended in the west.

Hyslop Bros. will erect an automobile factory on the northwest corner of Shuter and Victoria streets, Toronto, on what is known as the Brown property. The property has 101 feet frontage on Victoria street, and was bought for about \$30,000.

The contract for the engineering and construction of Toronto's new Union Station is reported to have been let to the Westinghouse, Church & Kerr Company, of New York. This contract embraces both the erection of the station and the signalling devices.

Tenders for the construction of a four-storey and basement block in Vancouver have been invited by J. S. Wood of that city. Local Chinese capitalists have laid a plan before Mr. Wood having in view the adding of a fifth storey to be used as an Oriental cafe.

Tenders will be invited for the new barracks for the permanent corps at Toronto. The administration building will be 189x44 feet, the men's quarters on either side of administration building each 268x44 feet. A spacious drill hall and recreation hall will also be erected. The total cost will be about \$350,000.

The Caledonia Skating & Curling Club, Toronto, will expend \$100,000 upon the construction of a hockey palace. Accommodation will be afforded for 7,000 spectators, and an ice area 250x90 feet will be provided. An artificial ice plant, at a cost of \$25,000, will be one of the accessories to the new building. For horse show purposes, stable facilities will be provided in the basement.

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**Galt "Sure-Grip" Shingles**  
Quick sellers, quick layers, best roof made.

**Galt "Art" Sidings**  
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

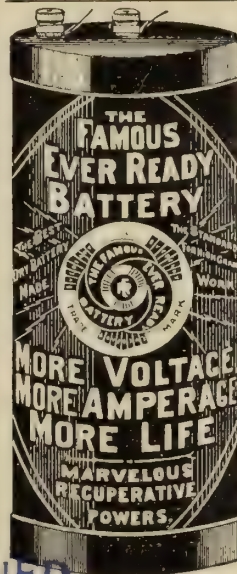
**Galt Classik Ceilings**  
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

**Cornices and Skylights**  
Any design or style; work from architects' details our specialty.

**Corrugated Sheets**  
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

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Dealers should have our catalogues.

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FOR AUTOMOBILE and  
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Hardwaremen, these are money-makers. You can earn 100% selling them. The demand is steady.

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**J. H. ROPER, Representative**

**82 St. Francois Xavier St., Montreal**



## TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

140. A Yorkshire engineering firm, manufacturing steam plows of all kinds, together with accessories, desire to get in touch with Canadian importers.

141. A large and long-established firm of Yorkshire engineers, manufacturing all kinds of locomotives, both of the contractors' type and main line of engine, desire to get in direct communication with railway contractors and railway companies using these class of engines.

146. A large and long-established Sheffield firm of the highest standing, manufacturing cutlery, silver, electro plate of all kinds and descriptions, desire to get in touch with wholesale dealers of these goods in Canada.

147. A Leeds firm manufacturing cast steel and best hammered spades, shovels and contractors' tools, picks, hammers, vices and handles, etc., desire communication with wholesale dealers and hardwaremen in this class of goods.

160. A Welsh firm seeking supplies of copper, silver, lead and antimony ores for re-smelting purposes, has inquired for addresses of Canadian mines and mine-owners.

162. A London firm makes inquiry concerning the trade to be done with Canada in steam motor wagons, stable fittings, staircases, fireproof doors and general ironwork.

167. A Lancashire firm desires the addresses of Canadian manufacturers of wheelbarrows.

168. A Copenhagen firm asks for the addresses of Canadian exporters of resin.

164. A window and plate glass manufacturer of Charleroi, Belgium, wishes to appoint a representative or agent in Canada.

200. A Leeds firm manufacturing "Kaves Oil Cans" desire to extend their Canadian trade and ask to be put in communication with dealers in Canada.

201. A Leeds firm manufacturing steel letters for marking wood, brass, iron, etc., also brands for timber casks, boxes and ladders, etc., desire to get in touch with dealers in Canada requiring these goods.

229. A Yorkshire engineering firm manufacturing clothes wringers and mangles, suitable for laundries, hotels and private houses, desire to place their goods on the Canadian market, and would appoint a merchant as selling agent in Toronto or Montreal.

240. A London house are desirous of getting in touch with reliable firms in Canada who are open to take up an agency for motor tyres.

247. A Yorkshire company manufacturing patent valves and boiler mountings is prepared to appoint suitable Canadian resident agent.

250. A Lancashire firm inquires as to the production of magnesite in Canada and desires the addresses of shippers, if any.

251. A North Country firm purchasing large supplies of edge tool and file

handles, hammer and pick shafts and hay fork, spade and shovel handles, invites quotations from Canadian manufacturers of these lines.

## FIXED PRICES ON WIRE NETTING.

At a recent meeting of the Sheffield Ironmongers' Association, the chief topic was that of fixing uniform retail selling prices for wire netting for next season. One member stated that the cutting of prices of this material had reached such a pitch that many dealers were coming to the conclusion that if some drastic means were not promptly taken to put an end to or modify it, they would have to cease stocking the article. A member remarked that the manufacturers sold large quantities of netting direct. Another said that when the manufacturers were last approached on the subject of adopting fixed retail prices they replied that it was difficult to make such an arrangement owing to the many sizes of netting. There was, however, a standard list, and he thought the manufacturers might be asked to fix a minimum discount at which a retailer could sell one bundle and upwards of any of the sizes in the list. The meeting adopted a resolution expressing the opinion that the time had arrived when the manufacturers of wire netting should be called upon to fix retail selling prices for next season's trade.

## CHEAP NAILS FOR NEW ZEALAND.

J. S. Larke, Canadian Trade Agent at Sydney, Australia, writes that he is informed "that in order to meet the preferential tariff granted to British goods in New Zealand, United States manufacturers are reducing the price of their goods. Thus nails, on which the duties are 3s. on United States and 2s. for Canadian, the prices have been reduced from 12 to 20c. per hundred, to prevent the Canadian article from getting into the market. As the Canadian has to pay a higher freight from Montreal to New York than has the manufacturer in the United States, this is likely to stop a trade which had some promise in it."

As the Canadian exports of nails to New Zealand are not very large the matter concerns only one or two companies. It would appear that New Zealand should take some action to prevent dumping to be consistent with their preferential tariff.

## BATHROOM FIXTURES.

The Carriage Mountings Company, of Toronto, have had a very successful season. While the demand for sleighs and cutters has been light this Winter, they have not felt it as have the dealers, as their sales are largely to manufacturers and jobbers. This company also makes an extensive line of nickel-plated bathroom trimmings, such as soap dishes, tooth brush holders, hand shower bath sprayers, etc., which is being well received by the trade. They are designed with a view to both utility and beauty. Their bright appearance and the ease with which they are kept clean especially commend them to the trade.

## LAFARGE (non-staining) CEMENT

for setting, pointing and backing Limestone, Granite or Marble where freedom from discoloration is desired. Send for descriptive catalogue.

Drain Pipes, Sewer Bricks,  
Fire Bricks, Building Bricks,  
Portland Cement,  
Road Paving Bricks and Blocks.

## F. HYDE &amp; CO.

KING, QUEEN and WELLINGTON STS.  
MONTREAL

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. . . . . Prompt shipments

THE IMPERIAL CEMENT CO., Limited

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"IMPERIAL" PORTLAND CEMENT

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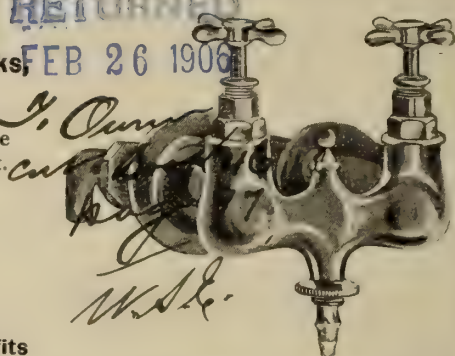
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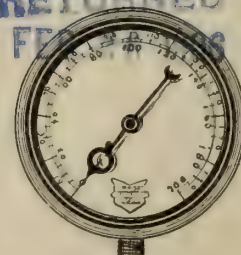
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# PLUMBING AND STEAMFITTING

## PLAIN TALKS ON PLUMBING, HEATING AND VENTILATION

*A Series of Practical Articles Written in Plain Terms, Devoid of Technical Phrases, Algebraical Signs, etc., so as to be Easily Understood by all Interested in these Subjects.*

By M. J. QUINN, Mechanical Superintendent for the Ontario Government.  
[Registered in accordance with the Copyright Act]

### ARTICLE XXVII.

#### EXHAUST STEAM HEATING.

In this article on exhaust steam heating we deal with a subject of great economic importance, especially to the manufacturer who uses machinery and drives it with his own power, because in his case, if the volume of steam used for power amounts to anything at all, the question of heating the building is an exceedingly simple one, and the cost of fuel for heat is likely to be nil, or at the most, not more than a fraction of what it would be under other circumstances.

In these days, when fuel is becoming dearer, building space is becoming scarcer, and competition is compelling retrenchment wherever possible, it is natural that manufacturers should look about them for means to enable them to fit themselves to changing conditions, and it was only natural that the question of power and heat, usually one of the largest items in any large plant, should be one of the first to receive attention, with the result that to-day in every power plant having any pretence to be economical and modern, provision is made for utilizing to the fullest extent possible every ounce of power generated by the consumption of fuel, and the consequent expenditure of money, so that to-day the steam generated for running engines, pumps, etc., is used for the purposes of heating buildings instead of being blown into the atmosphere as was the general custom not so very long ago.

From the standpoint of the heating engineer the question of making connections for the purpose of harnessing the exhaust steam in order to do further work, is not a difficult one, and if he will keep in mind a few important points he will have no trouble in producing the desired result.

In the first place he must, of course, prevent the free escape of the steam through the exhaust pipe by some kind of device which will divert it into the heating system, but which will open when the pressure on the latter reaches a certain point—never more than five pounds to the square inch—and allow any steam not required for heating to escape into the atmosphere, and this device is known as a back pressure valve, and is indicated by letter (D) on the accompanying sketch.

He must also have a device for feeding live steam from the boilers to the heating system, should the engines fail to deliver the required amount, or should they be closed down temporarily, and this device must be of such a character that it will open and close automatically every time there is a differ-

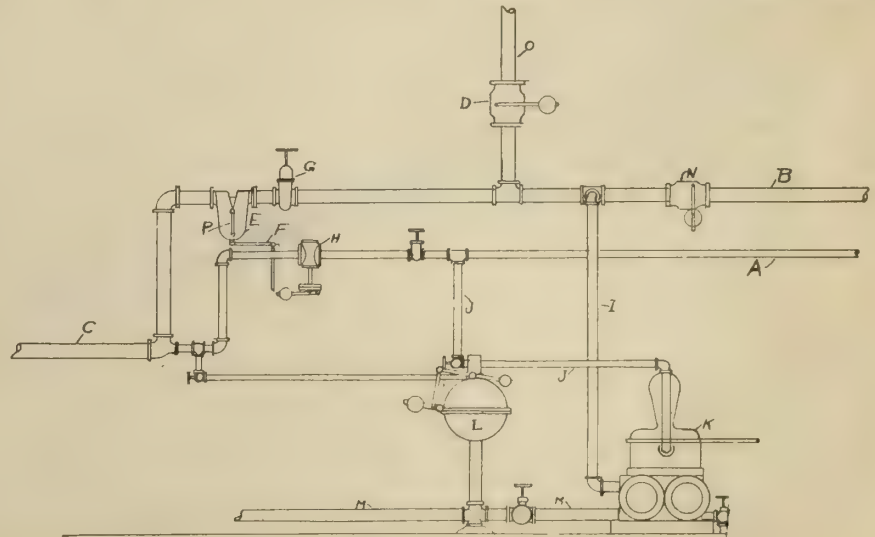
ence in pressure in the heating system, and it must be capable of maintaining any desired pressure in the latter, no matter what pressure is on the boilers, and such a device is called a pressure reducing valve, and is indicated at letter (H) in the sketch, and, as will be seen, is placed on the same pipe that supplies the pump (and any other machinery) with power.

Then it is necessary to have some apparatus on the connection between the exhaust pipe and the heating system to remove the cylinder oil and entrained water from the engines, and this is shown at letter (E), and is known as a separator.

It will be obvious that the condensation from the heating system in which there is only, say, two to five pounds

to the roof, and thence into the atmosphere; however, as we require to use it for heating purposes, we place on pipe (O) the back pressure valve (D), the weight on the lever of which is arranged to maintain the desired pressure below the under side of the valve, therefore the exhaust steam is compelled to pass onward through the gate valve (G), which is used when it is desired to cut off the heating system, as in Summer, and through the separator (E), which collects the water and oil out of the steam and the latter is indicated in gauge glass (P) and drawn off through pipe (F).

(C) represents the steam main to the heating system, and (M) the return therefrom, the water of condensation filling up in chamber (L) and actuating a hollow float (as described in Article XXII) which automatically allows the steam to pass through (JJ) to the pump (K) which delivers the condensation back to the boiler, and it will be noted that the exhaust (I) from the pump is connected to the heating system through the main exhaust pipe so that as little as possible of the steam is lost.



pressure, cannot be returned by gravity to the boiler in which there may be seventy or eighty pounds of pressure, and consequently some apparatus like that shown, viz., the pump, and its automatic governor, (L), must be used, and a full description of the operation of the latter will be found in Article XXII, so that it is unnecessary to recover the ground in this article.

Referring to the sketch, the operation of the various connections there shown is as follows, viz:

(A) is the high pressure main from the boilers, and supplies steam to the engines in the building (not shown), from which the exhaust steam is taken through pipe (B), and, were it not required for heating, the said exhaust steam would pass up through pipe (O)

(N) is a nicely balanced check valve, which allows a free passage for the steam to the exhaust pipe through the roof, or the heating system, as desired, but prevents condensation from the latter passing back to the engines when the latter are not in use, and the power for heating is being supplied through high pressure main (A) through the reducing valve (H). In exhaust heating the work of piping the system, so far as mains, returns, risers, radiators, etc., are concerned, is exactly the same as that which would be used with boilers installed for heating only.

On the top of pipe (O), after it passes through the roof, is usually placed what is known as an "exhaust head," which by changing several times the direction of the current of steam, precipitates the



water and oil carried therein, and returns the same to the boiler room through a small pipe. This prevents the surrounding roof and buildings from being marred with oil, which soon very much soils them unless arranged as described.

### SUPPLY MEN ON TRIAL.

After about a month's rest, the trial of the manufacturers and supply men charged with conspiracy to restrain trade was resumed before Chief Justice Sir William Mulock this week. The grand jury had brought in true bills against those accused, but, contrary to the precedent set in the former trials of master plumbers, the supply men are putting up a strong fight, and apparently have no intention of lying down without a struggle. Fortunately for them their case is not prejudiced by an indefensible Bonus system. Representing them are G. H. Watson, K.C., while G. T. Blackstock, K.C., and E. B. Ryckman are also acting as special counsel. It was announced that H. T. Bush, of the Standard Ideal Mfg. Company, was seriously ill in a Detroit hospital and would be unable to appear. A. A. McMichael, of the James Robertson Company, was also reported ill, while B. J. Morris, secretary of the Central Supply Association, became incapacitated on Monday by falling downstairs and breaking his collar bone and damaging his face considerably. Still another, John Minnick, of the Empire Brass Mfg. Company, London, died in that city a few days ago, reference to this being made in another column.

The defendants pleaded not guilty, and the taking of evidence was proceeded with, this being largely a rehash of that given in the previous trials, amongst those going into the box being James Sherlock, W. H. Meredith, G. W. Guest, J. A. Berridge, Henry Morley, W. A. Stevens, A. W. Mann and Edward Gurney, the latter being about the only new witness.

Mr. Gurney explained at some length his personal connection with the Central Supply Association, and his relations towards the Master Plumbers' Association. He said he had been instrumental in organizing the manufacturers, because he thought it was an absolute necessity that something should be done to keep out these "alleged curbstone plumbers," in order to keep the interests of the trade in hands of an efficient body of men. Mr. Gurney said he had never refused to sell goods to a recognized plumber who had a place of business. Regarding the agreement which was made between the supply men and the master plumbers, Mr. Gurney believed that it was not illegal, and that the manufacturers of plumbers' supplies had just as much right to have protection in this way as any other combination of manufacturers.

Up to the time of writing little of importance had developed, and the end of the case was not looked for until the beginning of the week. Speaking to Hardware and Metal, one of the supply men stated that Chief Justice Mulock appeared to be taking a very sensible and businesslike view of the case, and he fully expected the trial to result in a complete acquittal of those on trial.

## WARMING FARM HOMES BY WATER

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Water is generally considered by those who deal in warming apparatus and by those who have tried several other methods to be the best for warming residences. This method of making the modern home comfortable and cleanly is often erroneously termed the "hot water" method, yet it can be stated with confidence that the part which the word "hot" plays in this descriptive term should be properly understood as referring in some degree to the character of the water, and should not be confounded with the result which is experienced in the use of this method.

baths) of Roman cities in the first century of the present era. According to Monnier, in one of the public baths of Pompeii, which in many respects was similar to the so-called Turkish baths of the present time, there was a bathing apartment called the "Caldarium," the air of which was partially warmed by the hot water therein exposed. It is quite evident from Monnier's description that there were also certain arrangements in this room by which a moist warmth was exhaled from the walls and ceilings, which were said to have been partially hol-

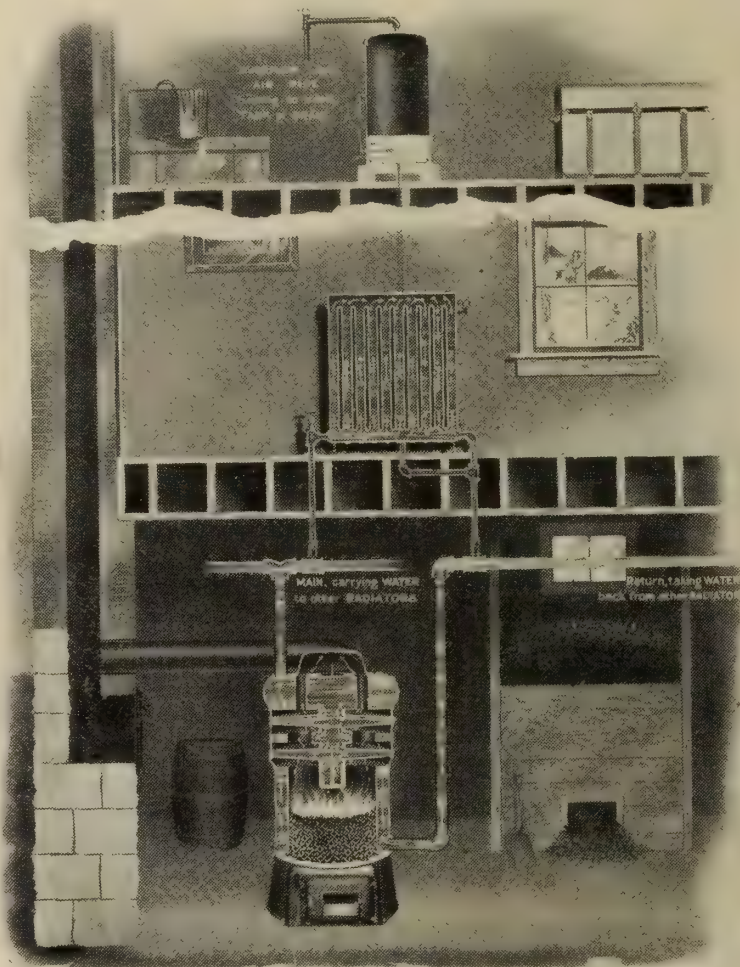


Figure A—Showing the principle of hot water circulation through one radiator only, and the expansion tank in the attic.

The water method produces such a genial, balmy and very agreeable condition of the air throughout a home that the words "warm" and "warmth" should play a more important part in designating the features of the system. So, while we can truthfully state that the water itself is circulated with a very moderate degree of heat, the conditions produced in the air of the home can be well described by stating that they are genially and agreeably warm—just warm enough.

The origin of water warming is veiled in obscurity. To some extent it was utilized in the *thermae* (or public

low. The water was heated in twin boilers located in a boiler room in the back part of the building and was conveyed through conduits to the apartments, for bathing and warming purposes.

Among the interesting household apparatus exhumed at Pompeii a large water heating brazier made of bronze was found, and is now exhibited in the British Museum. It is equipped with lids and draw-off cocks and was evidently operated with the use of charcoal. This water heater was undoubtedly placed in the "*triclinium*" (dining room) of some palatial Pompeian



home, in which it was probably used to assist in warming the dinner party and minister to various other uses of the "tricladium."

In more modern times the first suc-

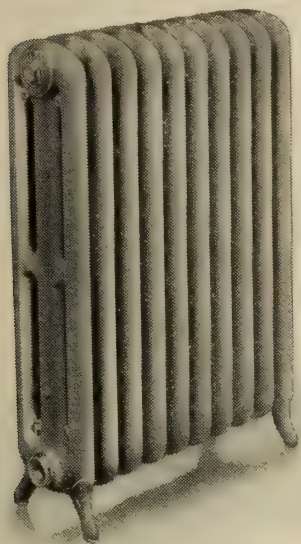


Figure C—An American Radiator, direct form.

cessful trial of which we have any record was made by Sir Walter Triewald, a Swede, who lived at Newcastle-on-Tyne in England and who in 1716 described a method of warming green-houses by hot water. Later in the same century—about 1777, the method was employed in France on a large scale by Francis M. Bonnemain, in a building used for the hatching and culture of chickens for the Paris market. It was introduced into England generally in one of the earliest years of the last century, by the Marquis de Chabannes, who was long regarded as the inventor of the first practical system. While it was probably used in Canada during the first half of the last century, the idea did not make its appearance in the United States until



Figure B—An Ideal Water Boiler, or Heater, in square sectional form, with parts broken away to show water chambers and combustion circulation.

about 1850, and did not come into anything like a general use until 1875-80.

The evolution of the method in America has brought out many highly perfected mechanical devices which

have extended the utility of the water method to nearly all sorts of buildings in which the rural homes of the modern progressive American farmer figure very extensively. Competition, better and more direct methods of manufacture, have so decreased the cost of the apparatus to the house-owner, that at the present moment complete water heating outfits are within the range of purchase by nearly all classes of house-holders, capitalist, farmer, merchant, manufacturer, the daily wage earning artisan, employer and employee. And among those who contribute the most to the structure and sinews of our unified national life, the modern farmer has not been slow in recognizing the value of the water warming method as a proper adjunct to the comfort and well-being of his family.

For the assistance of those who do not know about the mechanical features of the method it may be well to briefly outline a description of the appliances used. First the boiler (more properly termed the heater—for the water never "boils") is usually located in the cellar and is made up of hollow cast-iron, water-tight connected sec-

side duct is also shown which provides for a rotary circulation of air within the room itself, (when the damper in the outside supply duct is shut off). The air is drawn downward through the register, (near the wall), passes over the heated surfaces and then up into the room through the register located over the box. This method takes about the same amount of surface as the "direct radiator" method but if the air supply is to be taken from the outside during the extreme cold weather, from 50 to 75 per cent. more surface is required because of the necessity of counteracting the chill of the zero air.

The outfit operates by a continuous circulation over and over through the hollow spaces of the boiler, the pipes and the hollow radiators—the water gathering heat at the boiler and throwing out the warmth at the radiators.

The accompanying large engraving (Figure A) is an ideal sketch suppositionally opening up to view the inside of a part of a water warming outfit. It shows boiler, one direct radiator, piping, etc., illustrating the extreme simplicity of the idea. It also shows

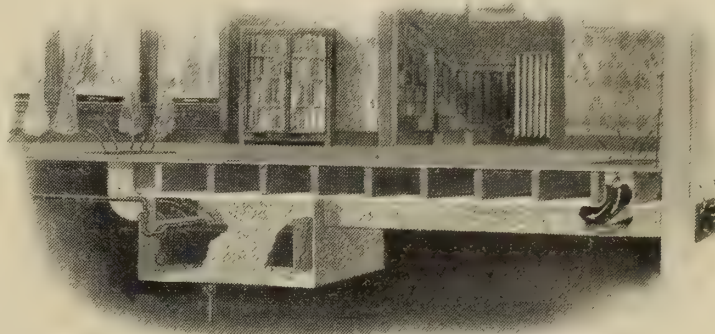


Figure D—An American Indirect Radiator in a cellar box, with supply ducts.

tions through which the water circulates. Sometimes the heater is round in form, sometimes square or rectangular. A transverse view of the round form is shown in Figure A and an open view of the square form in Figure B. The water passes through the chambers or water spaces of the heater around and over the ignited coals, flames, heated gases and smoke. As many pipes as may be necessary to supply the radiators are conducted from the top of the heater, and similar pipes return the water to its base. These radiators (which should not be confounded with registers) are, in most cases, placed directly in the room to be warmed, and in this form they are termed "direct radiators"—see Figure C. When placed in boxes under the floor, air from outside is circulated over them and passes up into the room through registers with latticed gratings placed in the floor. Radiators for this purpose are called "indirect"—because the warming of the room is accomplished from surfaces not located within the room.

The engraving marked Figure D shows an "indirect radiator" in a cellar box with a duct which brings in the fresh air from the outside. An in-

the expansion tank located at the highest point for the purpose of permitting a small variation in the volume of the water caused by the influence of heat—expanding and contracting its bulk. This tank is always open to the air so that there is no artificial pressure whatever.

(To be continued.)

#### TORONTO CIVIC INVESTIGATION.

The inquiry being conducted by Judge Winchester, Toronto, into the circumstances surrounding the giving of the plumbing contract was gone on with a week ago, the chief witness being Wm. Mansell, who returned from Denver, Col., to give evidence. Mr. Mansell's appearance showed that his health was anything but good, he being invited to be seated while giving his evidence.

He gave his evidence without reservation, admitting that he had received \$3,000 from Mr. S. S. Clark, of the Bennett & Wright Company, on account of the city hall plumbing contract, out of which he had paid Worthington, Garrett & Armstrong \$1,000.

Judge Winchester was evidently satis-



ried with Mansell's endeavor to tell everything he knew, as after cross-questioning him, he said the witness might return to Denver at once if he wished.

Mr. Mansell said he was a member of the firm of Purdy, Mansell & Mashinter in 1896, and figured out the quantities for tendering on the city hall plumbing contract. The plans were in Mr. Lennox's office, and he remembered seeing Mr. Worthington, Mr. Clark of the Bennett & Wright Co., Mr. Muirhead of the Keith & Fitzsimons Co., and the late Mr. Fiddes of Fiddes & Hogarth, there. He had paid \$1,000 to Worthington, Garrett & Armstrong in compliance with an arrangement made with Mr. Worthington on the instigation of Mr. Clark. He did not remember the positive arrangements, but if Mr. Worthington said it was paid for withholding his figures he would not deny it.

Purdy, Mansell & Co. were to get \$2,000 out of it to the best of his recollection. He had agreed to give Mr. Clark his make-up, or figures, on the job before they became public. He did not know if any other firms had got

followed this up by an examination in the witness box. The giving of evidence, however, at this inquiry does not exempt the witness from being proceeded against in any criminal charges which may follow the inquiry. The examination of Mr. Clark will probably conclude the investigation.

#### NEW LEGISLATION REQUIRED.

The Toronto Plumbers' and Steamfitters' Union intend to ask the Ontario Legislature for legislation which will compel all men in charge of the heating apparatus of large office buildings or public institutions to have an engineer's license. This statement was made by J. G. O'Donoghue at an inquest to ascertain the cause of death of James Geary, who died from the effects of a scalding received in the McKinnon Building, Toronto.

Frank Davidson, who had charge of furnace, said his duties consisted in polishing the brasses, cleaning the sidewalk, relieving the elevator man, sweeping the floors and tending the boilers. He could not remember when he had last blown the sediment out of the return pipes, but thought it was about two weeks before the accident.

Thomas Patterson, another steamfitter, who was working with Geary, said that the angle valve was out of order through being clogged with sediment. This should have been blown out with the steam.

The jury brought in a verdict condemning the owners of the McKinnon building, and calling upon them to have their steam plant thoroughly overhauled and repaired if found necessary.

#### NEW PLUMBING REGULATIONS.

The plumbing inspector at Kingston has issued a notice that changes have been made in the regulations of his department and the by-laws governing it will be strictly enforced in the future. Plumbers must now submit their plans of work for approval before a permit to begin work is issued. Hitherto these have been sent in afterward and changes have had to be made at additional cost to the owners. Since the new rule went into force a number of plumbers have presented plans which have been condemned, showing the wisdom of the action. All the plumbing is now compelled to bear both a preliminary and final inspection in which the fixtures are subjected to both the smoke and water test in every part.

#### CLUFF'S NEW WAREHOUSE.

R. J. Cluff & Co., Toronto, representatives in Ontario of Warden King & Son, Montreal, manufacturers of the Daisy boiler, announce the closing of arrangements for their new warehouse building, reference to which was made in these columns some months ago. A site in rear of the general post office on Lombard street has been purchased for \$12,000, and contracts have been let and work commenced on the new building, which will be 80x90 feet in size and four storeys in height, besides the basement. The structure will cost about

\$50,000, and no expense will be spared to provide the most up-to-date ware-rooms and showrooms for heating goods in Canada. A lane on the east side and the post office court on the west will provide plenty of light.

Both the Warden King and Cluff companies are enterprising concerns, and in addition to this expansion of their Toronto business they are planning additional enlargements, one being the opening of a large pipe yard convenient to their new warerooms, where a very large stock will be carried.

Mr. L. Payette, of Montreal, was in Toronto this week completing the above arrangements with Mr. Cluff.

#### MONTREAL BEAUTY NIGHT LAMP.

We present herewith cut of the Montreal Beauty Night Lamp, which is being distributed in Canada by L. J. A. Surveyer, 6 St. Lawrence street, Montreal. This lamp burns ordinary coal oil and from one filling will burn 40 hours without odors. Each lamp is provided

RETURNED

MAR 7 1906



with 21 inches of wick which, with ordinary care, will last several years. The lamp is made of brass handsomely nickel-plated and gives a light which greatly resembles the electric light. For entries, doorways, stairways, or in case of sickness, this lamp will be found of great value. It retails at seventy-five cents. Mention this paper when writing for information.

#### PLUMBING PARAGRAPHS.

Kentville, N.S., may install a sewerage system.

A water works system will be installed at Rosthern, Sask.

St. Stephen's, N.B., expect to spend \$90,000 on a new water works system.

The electric light plant has arrived and is now being installed at Treherne, Man.

The Berlin Electric Company have sold out their business to Dolan & Jackman.

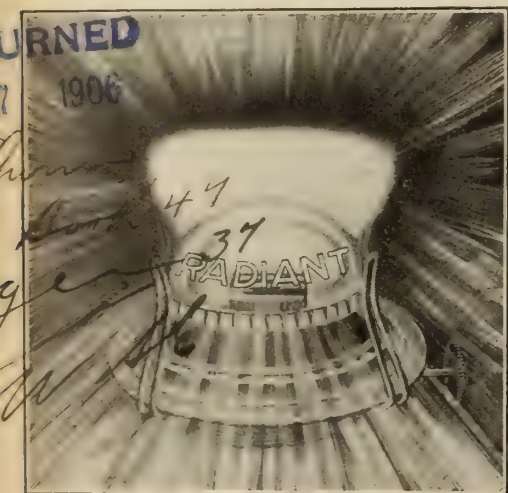
A national association of plumbing inspectors was organized at Washington a fortnight ago.

Electric lighting, water works and sewerage systems will be installed at Dalhousie, N.B.

Moncton, N.B., is considering the advisability of spending \$25,000 for a new pumping station.

Water works extension, involving an expenditure of \$750,000, is being discussed at Vancouver.

Dunnville has passed a by-law appropriating \$20,000 to establish a municipal gas plant. Arrangements have been made to buy natural gas at 10c. per 1,000 feet.



"Radiant" Glass Cone Lamp Burner.—See page 66.

anything. He thought Mr. Clark had come to him to see if Purdy & Mansell were anxious to get the contract, which they certainly were at that time. He had handed the \$2,000 into the hands of the bookkeeper, Frank Purdy, and told him to put it through the books as merchandise.

Mr. McCulloch, secretary-treasurer of the Bennett & Wright firm, was questioned by the judge as to Mr. Clark's movements. He said he had sent him \$100 to Redlands, Cal., about the first of the month, but had not heard from him since. A telegram produced by Mr. Drayton showed that he had gone to Los Angeles. The judge suggested that he be sent no more money, but, rather, given a return ticket.

The inquiry was then adjourned until Feb. 26, when Mr. Clark will be examined if he has returned to the city by that time.

A feature of the inquiry has been the personal work done by Judge Winchester, he having visited a large number of the master plumbers, asking them what they knew of the city hall contract. Whenever he considered it necessary he



# PLUMBING MARKETS

## MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, Feb. 23, 1906.

Following the recent declines in pig lead, the past week showed lower figures on lead pipe, the discount having changed from 15 to 20 per cent. off list. It may be remarked, however, that this situation was declared just before the remarkable jump in pig lead following a long continued weakness. Pig lead suddenly went up about 8 cents on the London market, and, if this price is maintained, it must be expected that lead pipe will go back to the old quotations before long.

Supply houses are scarcely so busy as last week in the various plumbing lines. Very few buyers from outside towns have come in, and travelers' orders are seasonably small.

Outside of lead pipe, there is no price change to report. A somewhat altered condition, however, exists in solder, owing to the falling market, which has, up till the past week, been the rule. Although our quotations stand, a disposition to shade them is manifest.

**Range Boilers**—Prices remain steady, although the turnover is rather small at present. We quote as follows: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28.00. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Just previous to the advance in pig lead shown a few days ago, dealers reduced prices on lead pipe. Whether they will remain at present figures or not, depends very largely on how pig lead quotations go. We give discounts: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Sales are not large at present. We give prices: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—Conditions remain substantially the same as at our last report. We quote: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2

inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—No change is reported in price or conditions. We quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—As was to be expected, the steady decline in the lead and tin markets has resulted in a weakness here. Although prices are, nominally, unchanged, they will be shaded for quantities. We still quote: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder) 18c.

**Enamelware**—Sales continue very satisfactory. We are quoting prices as follows: Baths, rolled rim, 5 feet 2 1-2 inch rim, American, \$22.25; Canadian first quality, \$18.65; special, \$16.65; 3 inch rim, American, \$29.25; Canadian first quality, \$20.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, Feb. 23, 1906

The weakness in pig lead has caused some of the local supply houses to grant a larger discount while others are still holding to the old rate of 15 per cent. off. The latter point to the additional strength shown during the week in the lead market and say prices should stay where they have been.

Copper is looked upon as likely to go higher on account of the amalgamation of the warring interests in the United States, and this will tend to make all brass goods firm and steady.

Solder is a trifle easier because of the weakness of lead, but as tin is still firm there has been no change in prices as yet.

The mild weather is allowing plumbers to keep busy and while orders are slow at present they are as large and plentiful as could be expected at this season. Of the lines that are moving, enamelware is in the greatest demand, while iron pipe is also being bought in fair quantities.

**Lead Pipe**—Some dealers are offering larger discounts and the market is not as strong. We quote: Lead, 7c.; lead

waste pipe, 8c.; discount, 15 to 20 per cent.

**Soil Pipe and Fittings**—The usual demand is reported. Prices are firm. We quote as follows: Medium and extra heavy nine and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Trade continues fair, with unchanged prices. We quote as follows: Black, 1-4 inch, \$2.09; 3-8, \$2.09; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch, \$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

**Iron Pipe Fittings**—Demand continues satisfactory, with prices unchanged. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—There is little doing at present and prices continue the same. We are still quoting as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—Prices are a trifle weaker because of the recent weakness in lead. We quote as follows: Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enamelware**—Demand for enamelware is large and much finishing work is being done. Orders for Spring delivery are also being placed in fair quantities, the outlook being for another big season. Prices very firm. We quote: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.



## ELECTRICAL AND LIGHTING

### GLASS CONE LAMP BURNER.

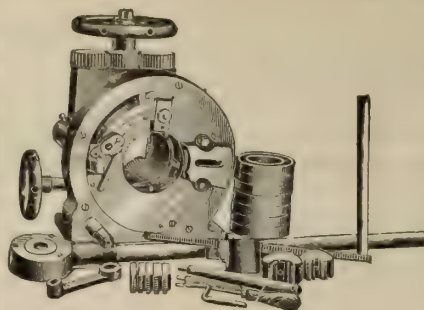
The R. H. Maple Co., Dayton, Ohio, are placing on the market the Radiant Glass Cone Lamp Burner. The glass cone is made in two sections, from tough, specially annealed glass, held free but in perfect position by a brass band so constructed as to allow ample expansion from heat without any resistance from the band, and yet it cannot get out of position nor come apart from handling. It is easily replaced if accidentally broken by careless handling. The shoulders on each side of cone fit snugly into recesses in the band, insuring correct alignment of the flame opening with the wick tube. The makers guarantee absolutely that the cone will not break from the heat. There is no odor from the lamp when this cone burner is used; it can be easily and quickly cleaned and made bright as new. It is said to give about 50 per cent. more light than the ordinary brass burner from the same oil consumption, and the body of the burner is kept cooler. This partly accounts for the ready and large sales. The reflected light from the glass cone adds to the illuminating power. It makes an excellent night lamp when turned low, giving a mellow light without any odor. Nothing but brass and glass is used in the construction of the device. The sales of this device have been rapidly increasing and give satisfaction. The manufacturers will send a sample burner free to any dealer for his own personal demonstration if this paper is mentioned. It retails for a nominal price, being but a slight advance over brass burners.

### "EVER READY" DRY BATTERY.

John Forman, importer of electrical supplies, Montreal, is handling for Canada, the famous "Ever Ready" dry battery, which is manufactured by the American Electrical Novelty & Manufacturing Co., which concern has, for the past seven years, been making dry batteries such as are used for portable electric flash lights. Realizing, however, the growing demand for a high grade battery of standard size and one that would give absolute satisfaction, this company, after devoting considerable time and sparing no expense in making experiments, succeeded in perfecting the "Ever Ready" dry battery.

The style "J" 6-inch cell, will give from 22 to 25 amperes, 1.6 volts, from 30 to 40 per cent. better recuperative powers, and, it is claimed, will last longer, than almost any other dry battery on the market. Its uniformity is a remarkable feature.

These batteries, after having been carefully tested by large users, have been adopted by them, and John Forman has received orders covering the year's supply. In about six months, he has placed over 50,000 of the 6-inch cells in Canada, for use in automobiles and gasolene engines.



### Rapid-Working

Both in threading and cutting off.

### Merrell Portable Hand Machines

do better and more rapid work than other hand machines. They make quicker changes from size to size of pipe; have a greater range of work.

Four sizes—Nos. 5, 6, 9 and 11. No. 5 cuts and threads pipe 1 to 4 inches, inclusive; No. 6, 1 to 6 inches; No. 9, 2½ to 8; No. 11, 4 to 12 inches, inclusive.

Catalogue sent on request

THE **CANADIAN FAIRBANKS CO.**

Sole Agents for Canada Limited  
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Don't Forget the Name...

### NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

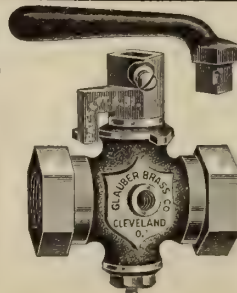
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GUARANTEED



At the Same Price

Isn't it Best to use the Kind that are

**GUARANTEED**

FOR

**5 YEARS 5 YEARS 5**

BY

**GLAUBER, CLEVELAND,  
OHIO, U.S.A.**



—buy  
**branded**  
pipe;  
you're  
**sure**  
then—

Simply putting the brand on the pipe doesn't make it better pipe—

Unless we put the "better" into the pipe first, we'd not DARE brand it.

That brand, put right into the metal every three feet while the pipe is hot, means we guarantee the pipe's quality.

"Guarantee" means all that it ought to mean to you—and that's a lot.

Maybe you think our prices for P-H pipe show the quality we put in the goods? They don't—

This better pipe costs you just as much as the kind you buy WITHOUT any guarantee—and that the makers aren't sure enough about to brand.

Will you read the book that makes the whole story plain?

Glad to send you a copy as soon as you ask.

Page-Hersey Iron & Tube Co.

GUELPH, - ONTARIO



### THE DOUBLE TAPER

is found on all GENUINE Armstrong dies. This is but one of the valuable details that make Armstrong pipe tools and machines the world's standard.

Complete catalogue on request.

**ARMSTRONG MAN'G. CO.**  
Bridgeport, Conn.





## Ramsay's Paints Sell

solely on the reputation enjoyed by the Ramsay brand all over Canada.

We've been making paints since 1842 for the Canadian trade, making them on

scientific lines, studying ingredients, testing quality, beating away difficulties until we have a paint that sells—and stays sold.

That's the point. It may be easy to sell a paint—once; but, does it stay sold, satisfying your customer, bringing him again, and bringing others to your store?

Ramsay's Paints sell! Ramsay's Paints stay sold!

Ramsay's Paints sell at an honest price; just the right price for honest selling—for purity—for the best that goes in paint.

Our guarantee—Ramsay's Paints sell.

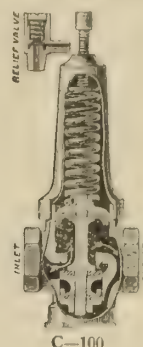
### A. RAMSAY & SON COMPANY

Est. 1842

MONTREAL

PAINT MAKERS

## MUELLER WATER PRESSURE REGULATORS REGULAR PATTERN



Though fire pressure only reaches the faucets occasionally, the damage it inflicts upon them is sometimes as much or more than they receive from all other sources combined.

The Mueller Water Pressure Regulator automatically closes as the pressure is increased and nothing but ordinary pressure can get through. It saves the faucets from injury to which they are liable when exposed to fire pressure.

Mueller Pressure Regulators for domestic use are made in two patterns, regular and low reducing. The former will regulate to a medium low pressure only, while the latter will regulate to as low as zero if desired. The regulator illustrated is the regular pattern.

Each regulator bears the Mueller trade mark and is *unconditionally* guaranteed.

We also make a full line of ground key, compression and fuller work for plumbers' use. Catalogs upon application.

### H. MUELLER MFG. CO.

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

# SPECIFY

TRIED AND TESTED  
ALWAYS SATISFACTORY

# INSIST

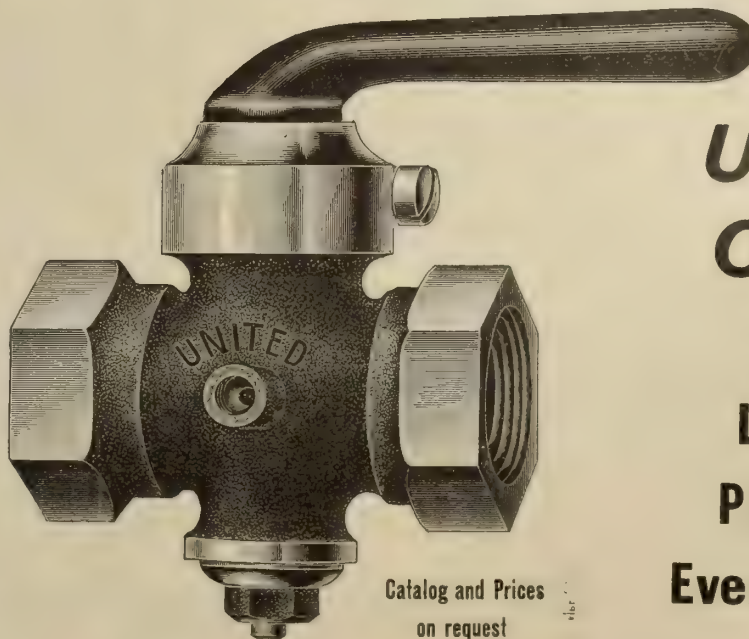
**United  
Brass  
Goods**

for your

**Plumbing**

None

**Better Made**



on

**United  
Cocks**

Used by

**Leading  
Plumbers**

**Everywhere.**

Catalog and Prices  
on request

## UNITED BRASS MFG. COMPANY, CLEVELAND, OHIO



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*Just sort of confidential like!*

Aren't You  
Making a Mistake?

The opportunity of getting together a large well paying business that lies before you in the

## NATURO CLOSET

is one that is being taken advantage of by many plumbers, some of them your closest competitors.

*It pays them and will pay you also.*

We have a system that we use whereby all our customers are the gainers. This with the sterling merits possessed by the NATURO make it the easiest selling article ever offered.



*Hadn't you better join the ranks  
and reap the benefits?*

## THE NATURO COMPANY

C. H. MUCKENHIRN,  
President.

Salem, N.J.



## "Standard" Plate P-1552

For PUBLIC INSTITUTIONS, ASYLUMS, SCHOOLS, FACTORIES, Etc.



Write for our 80 page catalogue FREE on request of "Standard" Modern Sanitary Appliances for Public Institutions, Schools and Factories. It is the standard reference on these subjects.

A sanitary fixture sold under the "Standard" guarantee label is absolutely the best for the particular use for which it is designed and planned. We manufacture a complete line of Range Closets, Urinals, Drinking Fountains, Sectional Lavatories for all kinds of Public Institutions.

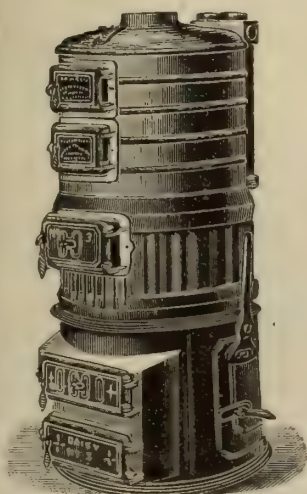
The wear and strain to which sanitary fixtures in public institutions are subjected, makes it imperative that only the best goods be installed. "Standard" fixtures have withstood the test of hardest public service.

## Standard Sanitary Mfg. Co.

Factory Department, Room 1309, Bessemer Building, Pittsburg, U.S.A.

IMPROVED

## Daisy Hot Water Boilers



Simplest in Construction.

Economical, Efficient.

Sales exceed all others.

Every Boiler Guaranteed.

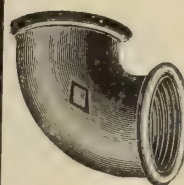
We also carry large stocks of Iron Pipe, Cast and Malleable Fittings, Brass Goods, etc., insuring prompt shipments.

Send us your rush orders and note results.

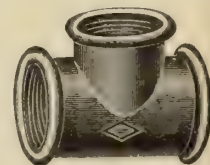
**R. J. CLUFF & Co.**

50 and 52 Lombard Street, Toronto.

ONTARIO AGENTS FOR  
WARDEN KING & SON, MONTREAL



TRADE MARK  
REGISTERED



## DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

**SPECIALTIES**

Hot Air Furnaces.

Sash Weights and Washers.

Fine Grey Iron Castings.

**OSHAWA, - CANADA**



From  
"Torontonians  
as we  
see  
'em"



J. W. BEATTY

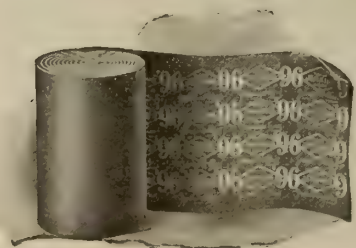
W. G. HARRIS, Gen. Manager

# WE SELL METALS

FOR IMMEDIATE SHIPMENT

**PIC LEAD, TIN,  
ANTIMONY, COPPER, ALUMINUM,  
SOLDER, BABBITT,  
LEAD PIPE, TRAPS**

**THE CANADA METAL CO.  
TORONTO**



Catalogue and discount sheet sent on application.

## JENKINS BROS.

**35 High Street,**

**Boston, Mass.**

**New York**

**Philadelphia**

**Chicago**

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# 50 SALESMEN WANTED

*We require immediately 50 active Salesmen, those having had experience in Gasoline Engines, Farm Machinery or similar goods preferred; thirty to thirty-five years of age; married men preferred;*

**TO WORK ON SALARY AND COMMISSION**

**TRAVELLING EXPENSES PAID**

Address with particulars to

**THE CANADIAN FAIRBANKS COMPANY**

LIMITED

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444 St. James St., MONTREAL

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TRADE  
**DENBERTHY**  
MARK

## Manager—

That's right, John. When you say you want "A Penberthy Injector" I know your judgment is good.

Remember, too, when you want anything for the Engine or Boiler be sure you get

## PENBERTHY GOODS

THEY GIVE A FEELING OF SECURITY!

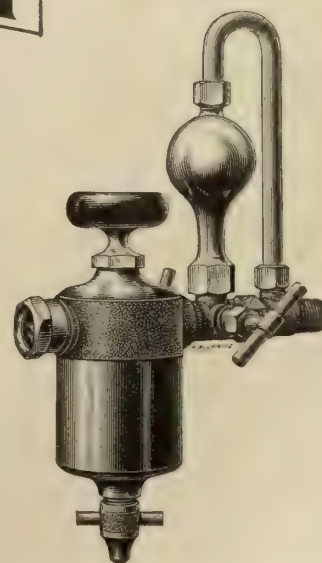


**AUTOMATIC INJECTOR**

Range From  
22 lbs. Low to 155 lbs. High.

Manufactured by

PENBERTHY INJECTOR CO., Limited, - Windsor, Ont.



**"SWIFT"**

Single Connection  
Lubricator.

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## Rapid-Working

is what best describes

# The Wizard Adjustable HINGE HANGER

When an ordinary hanger is used did you ever notice how time is often lost trying to get the sliding-door to hang properly?

With **The Wizard** not one moment is wasted. You simply turn the hexagon nut or set-screw and then the door can be placed in the position desired

No other hinge hanger works so quickly and so satisfactorily as **The Wizard**.

Do you want to sell the best hanger? Ask your jobber about **The Wizard** when he calls.

MADE IN CANADA BY

**Safety Door Hanger Co.**  
HAMILTON, - ONTARIO

## No. 151. LADIES' PRIDE ICE PICK.

Made from fine steel with hardened and tempered points. The head acts as a **HAMMER**, the point remaining stationary, thus preventing the scattering of chips of ice. **NICKEL PLATED**,  $8\frac{1}{2}$  inches long. Extended, 12 inches. Now is the time to order these goods.

Ask your dealer or jobber for these goods, or write for Green Book.



ALLEN C. JENKING & Co.,  
Room 215 Coristine Building,  
MONTREAL.

**SMITH & HEMENWAY CO.,**  
296 Broadway (Dept. 151), NEW YORK.

# FOR SPRINGS,

*made and backed up by a concern with fifty years experience, send your specifications to*

**The WALLACE BARNES CO., BRISTOL, Conn.**

NEW CATALOG JUST ISSUED.

The most light for the least money

# C. G. E. INCANDESCENT LAMPS

LONG LIFE

EFFICIENCY

RELIABILITY

Write for prices and quantity discounts.

**CANADIAN GENERAL ELECTRIC CO., LIMITED**

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Roseland.



Mantels,  
Grates,  
Tile, etc.

A Nice Mantel  
is a fine piece  
of Furniture.

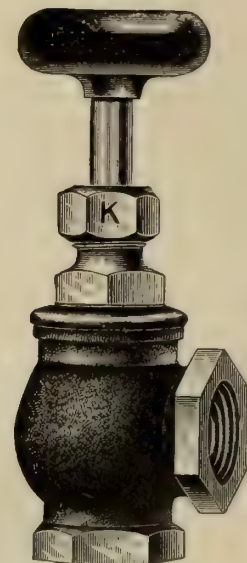
**Batty Stove and Hardware Co.**  
182 Adelaide Street West

## A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**

HESPELER - - - ONTARIO



**Kerr's Standard and  
Jenkin Disc Radiator Valves**

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties strictly high-grade.

**The KERR ENGINE CO.,**

Manufacturers Limited

WALKERVILLE - ONTARIO



**TO PROMOTE ACTIVE BUYING**

get in a stock of

**ARCHITECTURAL VARNISHES**

You will find their good record is ahead of them. We are specialists in varnish making. Many of your customers have Furniture that needs touching up. Recommend

**BRANT-LAC** A VARNISH  
WOOD STAIN

It makes furniture, floors, woodwork, etc., look as good as new. And the ease with which it can be applied is a valuable consideration to the householder.

WHAT QUANTITY DO YOU WISH?

**SCARFE & CO.,** MANUFACTURERS OF FINE VARNISHES, Etc. Brantford, Canada  
THOMAS BLACK, 76-82 Lombard St., Winnipeg, Man.

**Wrought Iron Pipe and Cast Iron Fittings**

We have a full assortment of all sizes from 1-8 in. to 6 in.

**ALL READY FOR SPRING TRADE**

MAIL YOUR ORDERS TO

**WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.**

**W**HO is going to get the good house-heating jobs this spring? Who is, in YOUR town? You are if you make the right kind of effort and do the right kind of hustling,—but you have got to begin before the building season is too far along. And you have got to be able to bid with the RIGHT kind of a house-heating outfit,—and be able to SHOW WHY IT IS RIGHT. Suppose you find out now all about our special proposition to you on

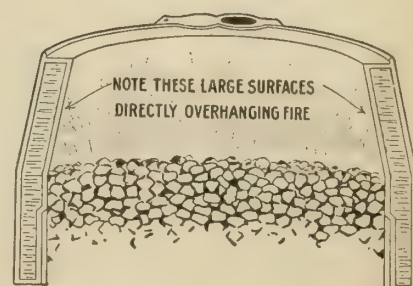
The  
**Oxford System**  
... of ...  
**Hot Water Heating**

**S**UPPOSE you learn for your own information why the Gurney Oxford (B Series) Boiler will heat more house per dollar than any method you know. If we can prove that to you, you could prove it to people who might buy FROM you—can you think of a bigger selling point than economy of fuel? Suppose you ask questions?—before Spring comes in earnest. Send us your business card to-day—we will look after the rest of the early work.

The  
Gurney  
Foundry  
Co., Limited

TORONTO  
WINNIPEG  
VANCOUVER

THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.  
THE GURNEY-MASSEY CO., Limited, Montreal, Que.



**S**EE the in-slope to the walls right above fire? That alone makes a ton of coal do the work two tons hardly do in other boilers. There are twelve other Oxford Boiler winning points—hadn't you ought to know them all.

**W**E also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.







# CLAUSS BRAND HOUSEHOLD SHEARS

## FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

## The Clauss Shear Co., - Toronto, Ont.

**SOIL PIPE AND FITTINGS.**  
Med. and Extra heavy pipe and fittings, dis. 60 per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

**SINKS.**  
Castiron, 16 x 24..... 0 85  
" 18 x 30..... 1 00  
" 18 x 36..... 1 40

**SOLDERING IRONS.**  
1 1/2-lb..... per lb. .... 0 37  
2-lb. or over..... " .... 0 34

**SOLDER.** Per lb.  
Montreal Toronto  
Bar, half-and-half, guaranteed 0 22 0 23  
Wiping..... 0 18 0 20

### PAINTS AND OILS.

**COLORS IN OIL.**  
1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French " ..... 0 08  
Marine black ..... 0 04  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

**DRY WHITE LEAD.**  
Barrels..... 5 50  
100-lb. pkgs..... 5 75  
6 to 10-lb. tins..... 6 75

**GROUND WHITE LEAD.** Per 100 lbs.  
Pure..... 6 25 6 51  
No. 1..... 5 80 5 95  
No. 2..... 5 55  
No. 3..... 5 55  
No. 4..... 4 75  
Munro's Select Flake White..... 5 65  
Elephant and Decorators' Pure Tiger brand, pure..... 5 75  
Decorators' Special, exterior use..... 5 30  
Monarch..... 5 75  
Decorator's Pure..... 5 75  
Essex Genuine..... 5 75  
Brandram's B. B. Genuine..... 7 50  
" Anchor, pure..... 6 00  
Sterling Pure..... 5 75  
Island City Pure..... 5 75  
Ramsay's Pure Lead..... 5 75  
Ramsay's Exterior..... 5 50  
" Crown and Anchor, pure..... 5 50

**RED LEAD.**  
Genuine, 560 lb. casks, per cwt..... \$5 75  
Genuine, 100 lb. kegs, "..... 6 00  
No. 1, 560 lb. casks, per cwt..... 5 50  
No. 1, 100 lb. kegs, per cwt..... 5 75

**DRY WHITE ZINC.**  
Extra Red Seal..... 0 07 0 08  
French V. M..... 0 06 0 07  
Lehigh..... 0 05 0 06

**GROUND WHITE ZINC.**  
Pure..... 0 08 0 09  
No. 1..... 0 64 0 07  
No. 2..... 0 54 0 06

### PREPARED PAINTS.

In 1/2, 1 and 1-gallon tins.  
Pure, per gallon..... 1 20  
Second qualities, per gallon..... 1 00  
Barn (in bbls.)..... 0 60 0 90  
The Sherwin-Williams paints..... 1 40  
" " " 1 gal..... 1 35  
" " " 1/2 gal..... 1 25  
Canada Paint Co.'s pure..... 1 25  
Toronto Lead & Color Co.'s pure..... 1 25  
Sanderson Peary's pure..... 1 20  
Standard Co.'s "New Era"..... 1 30  
Francis-Frost Co.'s "Ark" B'd..... 1 25  
" British Navy deck..... 1 50  
Henderson & Potts' "Anchor"..... 1 35  
Ramsay's paints, Pure, per gal..... 1 00  
" Thielt..... 0 85  
" Outside, bbls..... 0 55 0 65  
Island City House Paint..... 1 25  
" Floor..... 1 25  
Martin-Senon Co.'s 100 p.c. pure, gal..... 1 35  
" " " " " 1/2 gal..... 1 40  
" " " " " 1/4 gal..... 1 45

**Sterling House Paint..... 1 25**  
" Floor..... 1 25  
National..... 1 05  
Jamieson's "Crown Anchor"..... 1 20  
Senour's Floor Paints..... gal. .... 1 20

**Canadian English**  
**PARIS GREEN.** Per lb.  
600-lb. barrels..... 0 17 0 15  
250-lb. kegs..... 0 17 0 16  
50 and 10-lb. drums..... 0 18 0 16  
25 lb. drums..... 0 18 0 17  
1 lb. paper boxes..... 0 19 0 17  
1 lb. tins..... 0 20 0 18  
1 lb. paper boxes..... 0 21 0 19  
1 lb. tins..... 0 20 0 18  
Terms 2 per cent. off 30 days or 90 days.

**PUTTY.**  
Bulk in bbls..... 1 50  
Bulk in less quantity..... 1 80  
Bladders in bbls..... 1 80  
Bladders in kegs, boxes or loose..... 1 85  
25-lb. tins..... 1 80  
1 1/2 lb. tins..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

**VARNISHES.**  
In 5-gal. lots. Per gal. Net.  
Carriage, No. 1..... 1 50 1 60  
Pale durable body..... 4 10 4 25  
" " rubbing..... 2 85 3 20  
Gold size, japan..... 1 50 1 60  
No. 1 brown japan..... 0 85 0 90  
Elastic oak..... 1 50  
Furniture, extra..... 1 10 1 25  
" No. 1..... 0 90 1 00  
Hard oil finish..... 1 35 1 50  
Light oil finish..... 1 60 1 70  
Damar..... 1 75 2 00  
Shellac, white..... 2 40 2 50  
" orange..... 2 30 2 40  
Turpentine, brown japan..... 1 10 1 20  
" black japan..... 1 10 1 20  
" No. 1..... 0 85 0 90  
Elastilite varnish, 1 gal. can, each..... 2 00  
Grating floor finish, per gal..... 1 20  
Maple Leaf coach enamel, size 1, size 2, 70c.; size 3, 40c. each..... 2 75  
Sherwin-Williams' kopal varnish, case, from 1 gal., \$2.50..... assorted  
Canada Paint Co.'s sun varnish..... 2 00  
Copalene, per gal. can..... 2 00  
" Kyanize " Interior Finish..... 2 40  
" Flint-Lac " coach..... 1 80  
" Gold Medal, " per gal., in cases..... 2 00

**GLUE.**  
Common..... 0 08 0 08  
French medal..... 0 10 0 14  
White, extra..... 0 16 0 18  
Strip..... 0 18 0 20  
Coopers..... 0 19 0 20  
Ground..... 0 12 0 18

### HARDWARE.

**AMMUNITION.**  
**Cartridges.**  
B. B. Caps Dominion, 50 and 5 and 25 per cent. American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c. Central Fire, Military and Sporting, American, vdd 20 per cent. to list. B.B. Caps, discount 40 per cent., American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.: American \$1.75  
**Wads.** per lb.  
Best thick brown or grey felt wads, in 1-lb. bags..... \$0 70  
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29  
Best thick white card wads, in boxes of 500 each, 10 gauge..... 0 35

Thin card wads, in boxes of 1,000 each, 12 and smaller gauges..... 0 20  
Thin card wads, in boxes of 1,000 each, 10 gauge..... 0 25  
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.  
11 and smaller gauge..... 0 60  
9 and 10 gauges..... 0 70  
7 and 8 "..... 0 90  
5 and 6 "..... 1 10  
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—  
11 and smaller gauge..... 1 15  
9 and 10 gauges..... 1 40  
7 and 8 "..... 1 65  
5 and 9 "..... 1 90

**ADZES.**  
Discount 2 1/2 per cent.

**ANVILS.**  
Wright's, 80-lb. and over..... 0 10  
Hay Budden, 80-lb. and over..... 0 09  
Brook's, 80-lb. and over..... 0 11

**APPLE PARERS.**  
Woodyatt Hudson, per doz., net..... 4 50  
**AUGERS.**  
Gilmour's, discount 60 per cent. off list.

**AXES.**  
Chopping Axes  
Single bit, per doz..... 7 00 10 00  
Double bit, "..... 10 00 18 00  
Bench Axes, 40 per cent.  
Broad Axes, 25 per cent.  
Hunters' Axes..... 5 50 6 00  
Boys' Axes..... 6 25 7 00  
Splitting Axes..... 7 00 12 00  
Handled Axes..... 10 00  
Red Ridge, boys', handled..... 5 75  
" hunters..... 5 25  
Underhill American Bench Axes, 40 p.c.

**AXLE GREASE.**  
Ordinary, per gross..... 6 00 7 00  
Best quality..... 10 00 12 00

**BELLS.**  
Hand.  
Brass, 60 per cent.  
Nickel, 55 per cent.  
**Cow.**  
American make, discount 6 3/4 per cent.  
Canadian, discount 45 and 50 per cent.  
**Door.**  
Gongs, Sargent's..... 5 50 8 00  
" Peterboro', discount 50 and 10 per cent. off new list.  
**Farm.**  
American, each..... 1 35 3 00  
**House.**  
American, per lb..... 0 35 0 40

**BEELTING.**  
Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per cent.  
Agricultural, not wider than 4 in., 75 per cent.  
**BITS.**  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.  
**Car.**  
Gilmour's, 4 1/2 per cent.  
**Expansive.**  
Clark's, 40 per cent.  
**Gimlet.**  
Clark's, per doz..... 0 65 0 90  
Diamond, Shell, per doz..... 1 00 1 50  
Nail and Spike, per gross..... 2 25 5 20  
**BLIND AND BED STAPLES.**  
All sizes, per lb..... 0 07 0 12

**BOLTS AND NUTS**  
Carriage Bolts, common (\$1 list) Per cent.  
" " " " " 60 and 10  
" " " " " 55 and 5  
" " " " " 60  
" " " " " 60  
" " " " " 60  
Machine Bolts, all sizes, 1 and less..... 55

Machine Bolts, 7-16 and up..... 55 and  
Plough Bolts..... 55 and  
Blank Bolts..... 55 and  
Bolt Ends..... 55 and  
Sleigh Shoe Bolts..... 70  
Coach Screws, cone point..... 70 and  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Stove Rods per lb., 5 1/2 to 6c.

**BOOT CALKS.**  
Small and medium, ball..... per M 4 25  
Small heel..... " 4 50

**BRIGHT WIRE GOODS.**  
Discount 6 1/2 per cent.

**BUTHERS' CLEAVERS.**  
German..... per doz. 6 00 9 00  
American..... 12 00 18 00

**BUILDING PAPER, ETC.**  
Tarred Felt, per 100 lb..... 2 00  
Ready roofing, 2-ply, not under 45 lb. per roll..... 0 95  
Ready roofing, 3-ply, not under 65 lb., per roll..... 1 20  
Carpet Felt..... per ton 50 00  
Heavy Straw Sheathing..... per ton 35 00  
Dry Surprise..... 0 42 1/2  
Dry Sheathing..... per roll, 400 sq. ft. 0 40  
Tar..... " 400 " 0 50  
Dry Fibre..... " 400 " 0 55  
Tarred Fibre..... " 400 " 0 65  
O. K. & I. X. L..... " 400 " 0 70  
Resin-sized..... " 400 " 0 45  
Oiled Sheathing..... " 600 " 1 00  
Oiled..... " 400 " 0 70  
Roof Coating, in barrels..... per gal. 0 17  
Roof " small packages..... 0 25  
Refined Tar..... per barrel 5 00  
Coal Tar, less than barrels..... per gal. 0 15  
Roofing Pitch..... per 100 lb. 0 80  
Slater's felt..... per roll 0 60  
Heavy Straw Sheathing f. o. b. St. John and Halifax..... 37 50

### BULL RINGS.

Copper, \$1.30 for 2 1/2-inch, and \$1.70

### BUTTS.

Wrought Brass, net revised list.  
**Cast Iron.**  
Loose Pin, discount 60 per cent.  
**Wrought Steel.**  
Fast Joint, discount 70 to 70 and 5 per cent.  
Loose Pin, discount 70 to 70 and 5 per cent.

**CARPET STRETCHERS.**  
American..... per doz. 1 00 1 50  
Bullard's..... 6 50

### CASTORS.

Bed, new list, discount 55 to 57 1/2 per cent.  
Plate, discount 5 1/2 to 5 3/4 per cent.

**CATTLE LEADERS.**  
Nos. 32 and 33..... per gross 7 50 8 50

### CHALK.

Carpenters' Colored, per gross 0 45 0 75  
White lump..... per cwt. 0 60 0 65  
Red..... 0 05 0 08  
Orayon..... per gross 0 14 0 18

**CHISELS.**  
Socket, Framing and Firmer.

Broad's, discount 70 per cent.  
Warnock's, discount 70 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent.

### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.



# The Chance of a Lifetime

There is an unlimited demand for a popular substitute for shingles. Paterson's Wire Edged Ready Roofing costs less, lasts longer, and is easier to put on than shingles.

Made and sold in Canada for over twenty years.

Let us tell you how you can do a profitable and satisfactory trade in our Ready Roofing.

## The Paterson Mfg. Co., Limited Toronto and Montreal.

CONDUCTOR PIPE.			101 to 105.....	24 00	Spring, No. 20, per gro. pairs ....	10 80	Padlocks.						
Plain or Corrugated.			100 to 110.....	27 50	Spring, Woodyatt pattern, per gro., No. 5,		English and Am.....			per doz.	0 50	6 00	
7-inch.....	per 100 feet	3 00	For less than 100 feet of one size, pane		\$17.50 No. 10, \$18; No. 20, \$10.80; No.		Eagle, discount 20 to 25 per cent.						
3 ".....	"	4 00	list less 33%. Terms 90 days net 2 1/2 30 days.		120, \$20; No. 51, \$10; No. 59, \$27.50.		<b>MACHINE SCREWS.</b>						
4 ".....	"	5 25	<b>GAUGES.</b>				Iron and Brass.						
5 ".....	"	6 75	Marking, Mortise, Etc.				Flat head, discount 25 per cent.						
6 ".....	"	9 00	Stanley's discount 50 to 55 per cent.				Round head, discount 20 per cent.						
COPPER AND NICKEL WARE.			<b>Wire Gauges.</b>				<b>HOLLOW WARE.</b>						
Copper boilers, kettles, teapots, etc., 45 per			Winn's, Nos. 26 to 33.....each		1 65	2 40	Tinned cast, 35 per cent						
cent.			GILLETTE'S POWDERED LYE.				<b>HOOKS.</b>						
Copper pitta, 35 per cent.			1-case, \$3.70; 3-case, \$3.60; 5-case and over,		\$3.50.		Cast Iron.						
CROSSCUT SAW HANDLES.			<b>HEAD HALTERS.</b>				Bird cage.....			per doz.	0 50	1 10	
S. & D., No. 3.....	per pair	0 15	Jute Rope, 1-inch.....per gross		9 00		Clothes line, No. 61.....			"	0 00	0 70	
S. & D., " 5.....	"	0 22 1/2	" " " ".....		10 00		Harness.....			"	0 60	1 20	
S. & D., " 6.....	"	0 15	Leather, 1-inch.....per doz.		4 00		Hat and coat.....			per gro.	1 10	10 00	
Boynton pattern.....	"	0 20	Leather, 1 1/2 ".....		5 20		Chandelier.....			per doz.	0 50	1 00	
DOOR SPRINGS.			Web.....		2 45		<b>Wrought Iron.</b>						
Forrey's Rod.....	per doz.	1 75	<b>HAMMERS.</b>				Wrought hooks and staples			Canadian dis-			
Coil, 9 to 11 in.....	"	0 95	Nail.....				count 60 per cent.						
English.....	"	2 00	Maydole's, discount 5 to 10 per cent. Canadian				<b>Wire.</b>						
DRAW KNIVES.			discount 25 to 27 1/2 per cent.				Hat and coat, discount 62 1/2 per cent.						
Coach and Wagon, discount 70 per cent. new			Tack.....				Belt.....			per 1,000	0 60		
list.			Magnetic.....		per doz.	1 10	1 20	Screw, bright, discount 62 1/2 per cent.					
Carpenters' discount 70 per cent.			Canadian.....		per lb.	0 07	0 08 1/2	<b>HORSE NAILS.</b>					
DRILLS.			Sledge.....				'C' brand, 40, 10 and 7 1/2 per cent. off list			1 head			
Hand and Breast.			Ball Peen.....				M.R.M. Co. brand, 55 per cent.						
Miller's Falls, per doz., net list.			English and Canadian, per lb.		0 22	0 25	'Monarch,' 50 and 7 1/2 per cent.						
DRILL BITS.			<b>HANDLES.</b>				'Peerless,' 50 per cent. dis.						
Morse, discount 3 3/4 to 40 per cent.			Axe, 2nd growth, per doz. net		3 00	4 00	<b>HORSESHOES.</b>						
Standard, discount 50 and 5 to 55 per cent.			Store door.....		per doz.	1 00	1 50	M.R.M. Co. brand, base.....			F.O.B. Montreal		
FAUCETS.			C. & B., discount 40 per cent., revised list.				Add 15c. Toronto, Hamilton, Guelph.			3 65			
Common, cork-lined, discount 35 per cent.			Hoe.....				<b>JAPANNED WARE.</b>						
EAVETROUGHS.			C. & B., discount 40 per cent., revised list.				Discount 50 per cent.						
10-inch.....	per 100 ft.	3 00	Saw.....		per doz.	1 00	1 25	<b>KEYS.</b>					
ELBOWS (stovepipe.)			American.....		per gross	3 15	3 75	Lock, Canadian dis. 40 to 40 and 10 per cent.					
5 and 6-inch, common.....	per doz.	1 32	Plane.....					Cabinet trunk and padlock					
7-inch.....	"	1 48	Hammer and Hatchet.		Canadian, discount 40 per cent.			American.....			per gross	0 60	
Polished, 15c. per dozen extra.			<b>HANGERS.</b>		doz. pairs.			<b>KNIVES.</b>					
ENAMELLED WARE.			Steel barn door.....		8 00	10 00	Door, japanned and N.P., per						
White, Princess, Turquoise, Onyx, Blue and			Stearns, 4-inch.....		4 50		doz.....			1 50	2 50		
White, discount 50 per cent.			" 5-inch.....		6 00		Bronze, Berlin.....			per doz.	2 75	3 25	
Diamond, Famous, Premier, discount 50 and			Zenith.....		9 00		Bronze, Genuine.....			6 00	9 00		
10 per cent.			Acme, 4-inch.....		5 00		Shutter, porcelain, F. & L.						
Pearl, Imperial Crescent, discount 60 and 10			" 5-inch.....		6 50		screw.....			per gross	1 30	2 00	
per cent.			Atlas, No. 0.....		5 00		White door knobs.....			per doz.	....	2 00	
Premier steel ware, 40 per cent.			" 1.....		5 50		<b>LAMP WICKS.</b>						
"Star" decorated steel and decorated white,			" 2.....		6 00		Discount, 60 per cent.						
25 per cent.			Perfect, No. 1.....		8 00		<b>LADDERS, EXTENSION.</b>						
ESCUTCHEONS.			" 1 1/2.....		8 25		Waggoner Extension Ladders, dis. 40 per cent.						
Discount 50 and 10 per cent., new list			" 2.....		11 00		<b>LANTERNS.</b>						
ESCUTCHEON PINS.			New Milo.....		6 50		Cold Blast.....			per doz.	4 00		
Iron, discount 40 per cent.			Steel, covered.....		4 00	11 00	Ordinary, with O burner.....			"	3 50		
FACTORY MILK CANS.			" track, 1 x 3-16 in (100 ft).....		3 75		Better quality at higher prices.						
Discount off revised list, 40 per cent.			" 1 1/2 x 3-16 in (100 ft).....		4 75		Japanning, 50c. per doz. extra.						
FILES AND RASPS.			Double strap hangers, doz. sets.....		6 40		<b>LAWN MOWERS FOR 1906.</b>						
Great Western.....	70 and 10 per cent.		Standard jointed hangers.....		6 40		Woodyatt 12 to 20-in. cut.....			\$ 3 95 to	\$5 00		
Arcade.....	70 " 10 "		Steel King hangers.....		6 25		Star, 12 to 16-in. cut.....			2 75 to	3 05		
Kearney & Foot.....	70 " 10 "		<b>HARVEST TOOLS.</b>				Daisy, all sizes.....			2 50			
Dixon &.....	70 " 10 "		S. & D. lawn rakes, Dunn's, 40 off.				Woodyatt, ball bearing, 12 to 20-in 5 60 to 7 45						
American.....	70 " 10 "		" sidewalk and stable scrapers, 40 off.				Philadelphia, King Edward and grass boxes,			50 per cent. off 1905 list.			
J. Barton Smith.....	70 " 10 "		" Maple Leaf and Premiums saw sets,		40 off.		<b>Maxwell Ball Bearing—</b>						
McClellan.....	70 " 10 "		" 40 off.				1 1/2 in. wheel, size 21, 23, 25.....			\$10 00	14 00		
Eagle.....	70 " 10 "		<b>HATCHETS.</b>				10 1/2 in. ball bearing 12 to 20.....			5 50	6 75		
Nicholson, 60 and 10 to 60, 10 and 5			Canadian, discount 40 to 42 1/2 per cent.				9 in. 3 or 4 knives.....			2 75	3 25		
" 80.....			Shingle, Red Ridge 1, per doz.....		4 40		10 1/2 in. high wheel.....			3 75	4 75		
Royal.....	70 to 75		2,.....		4 85		8 in. open wheel, 3 and 4 knives, all sizes,			\$2 50 and \$2 60.			
Globe.....	70 to 75		Barrel, Underhill.....		5 00		<b>LEMON SQUEEZERS.</b>						
Black Diamond, 60 and 10 to 60, 10 and 5 per			<b>HAT ENAMEL.</b>				Porcelain lined.....			per doz.	2 20	5 60	
cent.			Henderson & Potts' "Anchor Brand"				Galvanized.....			"	1 87	3 85	
Jowitt's, English list, 25 to 27 1/2 per cent.			<b>HAY KNIVES.</b>				King, wood.....			"	2 75	2 90	
Nicholson File Co.'s "Simplicity" file handle,			Net prices.				King, glass.....			"	4 00	4 50	
per gross 85c. to \$1.50.			Blind, Parker's, discount 60 per cent.				All glass.....			"	0 50	90	
GLASS.			Heavy T and strap, 4-in., per lb.....		0 06 1/2		<b>LOCKS.</b>						
Window. Box Price.			" " 5-in., ".....		0 06 1/2		Canadian, 0 to 50 and 10 per cent.						
Size United	Star	Double	" " 6-in., ".....		0 06		Russell & Erwin, steel rim.....			per doz.			
Inches.	Per	Per	" " 8-in., ".....		0 05 1/2		Cabinet.						
Under 26.....	\$4 25	\$6 25	" " 10-in., ".....		0 05 1/2		Eagle, discount 50 per cent.						
26 to 40.....	4 65	6 75	<b>HINGES.</b>				<b>PICTURE NAILS.</b>						
41 to 50.....	5 10	7 50	Blind, Parker's, discount 60 per cent.				Porcelain head.....			per gross	1 35	1 50	
51 to 60.....	5 35	8 50	Heavy T and strap, 4-in., per lb.....		0 06 1/2		Brass head.....			"	0 40	1 00	
61 to 70.....	5 75	9 75	" " 5-in., ".....		0 06 1/2		<b>PICTURE WIRE.</b>						
71 to 80.....	6 25	11 00	" " 6-in., ".....		0 06		Tin and gilt, discount 75 per cent.						
81 to 85.....	7 00	12 50	" " 8-in., ".....		0 05 1/2		<b>PINE TAR.</b>						
86 to 90.....	15 00		" " 10-in., ".....		0 05 1/2		1/2 pint in tins.....			per gross	7 80		
91 to 95.....	17 50		Light T and strap, discount 65 and 5 per cent.				" " ".....			"	9 60		
96 to 100.....	20 50		Screw hook and hinge—				<b>PLANES.</b>						
			to 10 in.....		per 100 lb.	4 50	Wood bench, Canadian discount 40 per cent.						
			12 in. up.....		"	3 25	American discount 50 per cent.						
							Wood, fancy Canadian or American 3 3/4 to			40 per cent			



We make Electric Fixtures, Sockets, and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

<b>PLANE IRONS.</b>		<b>SAP SPOUTS.</b>		<b>SQUARES.</b>		<b>TWINES.</b>	
English .....	per doz. 2 00 5 00	Bronzed iron with hooks ....	per 1,000 7 50	Iron, No. 492 .....	per doz. 1 90 2 25	Bag, Russian .....	per lb. .... 0 27
<b>PLIERS AND NIPPERS.</b>		"Eureka" tinned steel, hooks "	8 00	"No. 493 .....	2 40 2 55	Wrapping, cotton, 3-ply .....	0 25
Button's genuine, per doz. pairs,	discount	<b>SAWS.</b>		"No. 494 .....	3 25 3 40	4-ply .....	0 29
Button's imitation .....	5 00 9 00	Hand, Diaston's, discount 12½ per cent		Steel, discount 60 and 5 to 65 per cent.		Mattress .....	per lb 0 33 0 45
man .....	0 60 0 60	S. & D., discount 40 per cent.	0 35 0 55	Try and Bevel, discount 50 to 52½ per cent.		Staging .....	0 27 0 35
<b>PRESSED SPIKES.</b>		S. & D., discount 35 per cent. on Nos. 2 and 3.	2 75	<b>STAMPED WARE.</b>		<b>VICES.</b>	
Discount 20 per cent.		Hack, complete, .....	each 0 75 1 25	Plain, discount 75 and 12½ per cent. off revised list.		Wright's .....	0 13
<b>PULLEYS.</b>		" frame only, .....	each 0 50 1 25	Retinned, discount 75 per cent. off revised list.		Brook's .....	0 12
Hothouse .....	per doz. 0 55 1 00	S. & D. solid tooth circular shingle, concave		<b>STAPLES.</b>		Pipe Vice, Hinge, No. 1 .....	3 50
Arie .....	" 0 22 0 33	and band, discount 50 per cent.		Galvanized .....	2 75	No. 2 .....	5 50
Screw .....	" 0 22 1 00	" mill and ice, drag, discount 30 per cent		Coppers, discount 45 per cent.	2 50	Saw Vice .....	4 50 9 00
Awning .....	" 0 35 2 50	" cross-cut, discount 35 per cent.		Poultry netting staples, discount 40 per cent.		Blacksmith's (discount) 60 per cent.	
<b>PUMPS.</b>		" hand saws, butcher, disc't 40 per cent		<b>STOCKS AND DIES.</b>		parallel (discount) 45 per cent.	
Canadian cistern ..	1 40 2 0016	" compass, pruning and back, discount	45 per cent.	American discount 25 per cent.		<b>WIRE.</b>	
Canadian pitcher spout ..	1 80 3	" buck, New Century .....	\$6 25	<b>STONE.</b>		No. 0-9 gauge .....	\$2 15
<b>PUNCHES.</b>		" " No. 1 Maple Leaf .....	5 25	Washita .....	per lb. 0 28 0 60	10 " .....	60 extra.
Saddlers .....	per doz. 1 00 1 85	" " Happy Medium .....	4 25	Hindostan .....	0 06 0 07	11 " .....	120.
Conductors .....	3 00 15 00	" " Watch Spring .....	4 25	Labrador .....	0 09 0 13	12 " .....	200.
Pinners, solid .....	0 72	" common frame .....	4 60	Turkey .....	0 15	13 " .....	300.
" hollow .....	per inch 1 00	<b>SASH WEIGHTS.</b>		Arkansas .....	0 50	14 " .....	400.
<b>RAKES.</b>		Sectional .....	per 100 lb. 2 00 2 25	Water-of-Ayr .....	0 10	15 " .....	550.
Wood .....	per doz. net 1 20 up.	Solid .....	1 50 1 75	Scythe .....	per gross 3 50 5 00	16 " .....	700.
<b>RAZORS.</b>		Per lb. ....	0 31	Grind, 40 to 200 lb. per ton ..	25 00	Add 50c. for coppering and \$2 for tinning.	
Elliot's .....	per doz. 4 00 18 00	<b>SAW SETS.</b>		" under 40 lb. ....	28 00	Spring wire \$1.25, special hay baling wire 30c.	
Baker's .....	7 50 11 00	Lincoln and Whiting .....	per doz. 4 75	" 200 lb. and over .....	31 00	best steel wire 75c., bright soft drawn 15c.,	
" King Cutter .....	13 50 18 50	Hand Sets, Perfect .....	4 00	<b>STOVEPIPIES.</b>		charcoal (extra quality) \$1.25, packed in casks	
Wade & Butcher's .....	3 60 10 00	X-Cut Sets, .....	7 50	5 and 6 inch, per 100 lengths ..	7 00	or cases 15c., bagging and papering 10c., 50	
Wilkinson's .....	12 50	<b>SCALES.</b>		7 inch .....	7 50	and 100-lb. bundles 10c., in 25-lb. bundles	
Carbo Magnetic .....	15 00	Gurney Standard, 40 per cent.		<b>TACKS, BRADS, ETC.</b>		15c., in 5 and 10-lb. bundles 25c., in 1-lb.	
Griffon Barber's Favorite ..	10 75	Gurney Champion, 50 per cent.		Carpet tacks, blued .....	80 and 15	hanks, 50c., in 1-lb. hanks 75c., in 1-lb.	
Griffon No. 65 .....	13 00	Burrow, Stewart & Milne—		" tinned .....	80 and 20	hanks \$1.	
Griffon Safety Razors .....	13 50	Imperial Standard, discount 40 per cent.		" (in kegs) .....	40	Fine Steel Wire, discount 30 per cent.	
Griffon Stropping Machines ..	13 50	Champion Scales, discount 50 per cent.		Out tacks, blued, in dozens only	60	List of extras: In 100-lb. lots: No. 17,	
Lewis Bros. "Klean Kutter" ..	8 50 10 50	Fairbanks Standard, discount 35 per cent.		" weights .....	60	\$5—No. 18, \$5.50—No. 19, \$5—No. 20, \$6.65—	
Hindoo .....	10 50 14 00	" Dominion, discount 55 per cent.		Swedes cut tacks, blued and tinned—	80 and 10	No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No.	
Orgateom's Swedish .....	3 50 10 00	" Richelieu, discount 55 per cent.		In bulk .....	80 and 10	24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27,	
Henckels .....	7 50 20 00	Warren new Standard, discount 40 per cent.		In dozens .....	75	No. 28, \$11—No. 29, \$12—No. 30, \$13—	
Clauss, 50 and 10 per cent.		" Champion, discount 50 per cent.		Swedes, upholsterers', bulk .....	85, 12½ and 12	No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,	
Clauss Strops, 50 and 10 per cent.		" Weighbeams, discount 35 per cent.		bulk .....	70	\$17. Extras net—tinned wire, Nos. 17-25,	
<b>REGISTERS.</b>		<b>SCREW DRIVERS.</b>		Swedes, gimp, blued, tinned and		\$2—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered,	
Discount 40 per cent.		Sargent's .....	per doz. 0 65 1 00	apanned .....	75 and 12½	75c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5	
<b>RIVETS AND BURNS.</b>		<b>SCREEN DOORS.</b>		Zinc tacks .....	35	and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.	
New List.		Common doors, 2 or 3 panel, walnut		Leather carpet tacks .....	55	—in 1-lb. hanks, 38c.—in 1-lb. hanks, 50c.—	
Iron Rivets, black and tinned, 60 and 10 and		stained, 4-in. style .....	per doz. 6 50	Copper tacks .....	50	packed in casks or cases, 15c.—bagging or	
10 per cent.		Common doors, 2 or 3 panel, yellow and		Copper nails .....	52½	papering, 10c.	
Iron Burns, discount 60 and 10 and 10 p.c.		green stained, 4-in. style .....	per doz. 6 75	Trunk nails, black .....	65 and 5	Brass wire, discount 52½ per cent. off the list.	
Copper Rivets, with usual proportion burrs, 3,		Common doors, 2 or 3 panel, in natural		Trunk nails, tinned .....	65 and 10	Copper wire, discount 52½ per cent. net cash	
per cent.		colors, oil finish .....	per doz. 8 75	Clout nails, blued .....	65 and 5	30 days, f.o.b. factory.	
Copper Burns only, discount 30 per cent.		3-in. style 20c. per dozen less.		Chair nails .....	35	Galvanized wire, per 100 lb.—Nos. 1 and 5,	
Extras on Tinned or Coppered Rivets, 1-lb.		<b>SCREWS.</b>		Patent brads .....	40	\$3.60 to \$3.60—Nos. 6, 7, 8, \$3.05 to \$3.05	
packages 1c. per lb.; 1-lb. packages 2c. lb.		Wood, F. H., bright and steel, discount 87½		Fine finishing .....	40	—No. 9, \$2.40—No. 10, \$3.10 to \$3.10	
<b>RIVET SETS.</b>		per cent.		Lining tacks .....	10	—No. 11, \$3.15 to \$3.15—No. 12, \$2.55	
Canadian, discount 3 to 37½ per cent.		Wood, E. H., bright, dia. 82½ per cent.		" in bulk .....	15	—No. 13, \$2.65—No. 14, \$3.65 to \$3.65—No.	
<b>ROPE, ETC.</b>		" F. H., brass, dia. 80 per cent.		" solid heads, in bulk	75	15, \$4.20—No. 16, \$4.20 from stock. Base	
Sisal .....	0 10½	" R. H., dia. 75 per cent.		Saddle nail, in papers .....	10	sizes, Nos. 6 to 9, \$2.17½ f.o.b. Cleveland.	
Pure Manila .....	0 15	" F. H., bronze, dia. 75 per cent.		" in bulk .....	15	In carlots 12c. less.	
"British" Manila .....	0 11½	" R. H., dia. 70 per cent.		Tufting buttons, 22 line, in doz-	90	Clothes Line Wire, 7 wire solid line, No.	
Cotton, 3-16 inch and larger .....	0 21 0 23	Drive Screws, dia. 87½ per cent.		ens only .....	15	17, \$4.90; No. 18, \$3.00; No. 19, 2.70; 6	
" 5-32 inch .....	0 25 0 27	Bench, wood .....	per doz. 3 25 4 00	Zinc glaziers' points .....	5	wire solid line, No. 17, \$4.45; No. 18, \$2.80	
" 1 inch .....	0 25 0 28	" iron .....	4 25 5 00	Double pointed tacks, papers ..	90 and 10	No. 19, \$2.50. All prices per 1000 ft. measure	
Russia Deep Sea .....	0 18	Set, case hardened, dia. 60 per cent.		bulk .....	40	F.o.b. Hamilton, Toronto, Montreal.	
Jute .....	0 09	Square Cap, dia. 50 and 5 per cent.		Clinch and duck rivets .....	45	<b>WIRE FENCING.</b>	
Lath Yarn, single .....	0 10	Hexagon Cap, dia. 45 per cent.		<b>TAPE LINES.</b>		Galvanized barb .....	2 60
" double .....	0 10½	<b>SCYTHES.</b>		English, ass skin .....	per doz. 2 75 5 00	Galvanized, plain .....	2 75
Sisal bed cord, 48 feet .....	per doz. 0 60	Per doz. net .....	6 00 9 00	English, Patent Leather .....	5 50 9 75	Galvanized barb, f.o.b. Cleveland, \$2.42½ to	
" 60 feet .....	0 75	<b>SCYTHE SNATHS.</b>		Chesterman's .....	each 0 90 2 85	small lots and \$2.30 for carlots.	
" 72 feet .....	0 90	Canadian, discount 40 per cent.		steel .....	each 0 90 8 00	<b>COILED SPRING WIRE.</b>	
<b>RULES.</b>		<b>SHEARS.</b>		<b>TINNERS' SNIPS.</b>		High Carbon, No. 9 .....	\$2 60
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Ivory, discount 20 to 25 per cent.		Clauss, Japan, discount 67½ per cent.		Clauss, discount 35 per cent.		" No. 12 .....	2 85
<b>SAD IRONS.</b>		Clauss, tailors, discount 40 per cent.		<b>THERMOMETERS.</b>		<b>WIRE CLOTH.</b>	
Mrs. Potts, No. 55, polished .....	per set 0 75	Seymour's, discount 50 and 10 per cent.		Tin case and dairy, 75 to 75 and 10 per cent.		Painted Screen, per 100 sq. ft., net ..	1 50
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Winnipeg Paint and Glass Co., Winnipeg**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**Borden Co., Warren, Ohio.  
Canada Brass Rolling Mill, Toronto.  
Canadian Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gurney Foundry Co., Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Jenkins Bros., Boston, Mass.  
Lewis Rice & Son, Toronto.  
Merrell Mfg. Co., Toledo, Ohio.  
Montreal Rolling Mills, Montreal.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Mueller, H., Mfg. Co., Decatur, Ill.  
Natro Co., Salem, N.J.  
Oshawa Steam & Gas Fitting Co., Oshawa  
Page-Hersey Iron and Tube Co., Guelph.  
Stairs, Son & Morrow, Halifax, N.S.  
Standard Ideal Sanitary Co., Port Hope.  
Standard Sanitary Co., Pittsburg.  
United Brass Mfg. Co., Cleveland, Ohio.  
Utica Drop Forge & Tool Co., New York.**Portland Cement.**Canadian Portland Cement Co., Toronto  
Grey & Bruce Portland Cement Co., Owen Sound.  
Hanover Portland Cement Co., Hanover, Ont.  
Hyde, F., & Co., Montreal.  
Imperial Cement Co., Owen Sound.  
Thompson, B. & S. H. & Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.**Poultry Netting.**

Greening, B., Wire Co., Hamilton, Ont.

**Roofing Supplies.**Jenkin, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.  
Winnipeg Paint & Glass Co., Winnipeg**Saddlery & Harness Furniture**

Falkner, H. F., Toronto.

**Saws.**Atkins, E. C., & Co., Indianapolis, Ind.  
Lewis Bros., Montreal.  
Spear & Jackson, Sheffield, Eng.**Saws—Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Hack Frames.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Power Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Kitchen.**

Diamond Saw &amp; Stamping Works, Buffalo

**Scales.**Canadian Fairbanks Co., Montreal.  
New Warren Scale Co., Montreal.**Screws, Nuts, Bolts.**Canada Foundry Co., Toronto.  
Montreal Rolling Mills Co., Montreal.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.**Sewer Pipes.**Canadian Sewer Pipe Co., Hamilton  
Hyde, F., & Co., Montreal.**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn

**Silverware.**

Round, John, &amp; Son, Sheffield, Eng.

**Skates, Etc.**Canada Cycle & Motor Co., Toronto.  
Fisher, A. D., Co., Toronto.  
Starr Mfg. Co., Dartmouth.**Stable Fixtures.**Greening, B., Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls**Steel Rails.**Jackson, C. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Stoves and Tinware, Radiators, Furnaces, etc.**Canadian Heating & Ventilating Co., Owen Sound.  
Davidson, Thos., Mfg. Co., Montreal.  
Dieckmann, Ferdinand, Cincinnati.  
Gurney Foundry Co., Toronto.  
Hobbs Hardware Co., London, Ont.  
Harris, J. W., Co., Montreal.  
Joy Mfg. Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
Metal Stamping Co., Jackson, Mich.  
Moffat Stove Co., Weston, Ont.  
Ottawa Furnace and Eddy Co., Ottawa.  
Pease Foundry Co., Toronto.  
Perfection Safety Furnace Pipe Co., Toronto.  
Smart, Jas., Mfg. Co., Brockville, Ont.  
Stewart, Jas., Mfg. Co., Woodstock, Ont.  
Taylor-Forbes Co., Guelph, Ont.  
Walker Steel Range Co., Grimsby, Ont.  
Wright, E. T., & Co., Hamilton.**Tacks.**Montreal Rolling Mills Co., Montreal.  
Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.**Typewriters and Supplies.**

United Typewriter Co., Montreal.

**Wall Coating.**Alabastine Co., Paris, Ont.  
Winnipeg Paint & Glass Co., Winnipeg.**Washing Machines, etc**Dowsell Mfg. Co., Hamilton, Ont.  
Taylor-Forbes Co., Guelph, Ont.**Wholesale Hardware.**Birkett, Thos., & Sons Co., Ottawa.  
Caverhill, Learmont & Co., Montreal.  
Frothingham & Workman, Montreal.  
Hobbs Hardware Co., London.  
Howland, H. S., Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Stairs, Son & Morrow, Halifax, N.S.**Window and Sidewalk Prisms.**Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.**Wire Springs.**Guelph Spring Axle Co., Guelph, Ont.  
Henderson, J. A., Montreal.  
Wallace-Barnes Co., Bristol, Conn.**Wire, Wire Rope, Cow Ties Fencing Tools, etc.**American Steel and Wire Co., New York, Montreal, Chicago.  
Banwell-Hoxie Wire Fence Co., Hamilton.  
Cutts, C. M., Toronto Junction.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor-Banwell Co., Walkerville.  
Montreal Rolling Mills Co., Montreal.  
Munro Wire Works, Winnipeg.  
Oneida Community, Niagara Falls.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F., & Co., Montreal.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.**Woodenware.**Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Waggoner Ladder Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.  
McArthur, Alex., & Co., Montreal.



# Competition Closes March 1st

Dealers who are proud of their stores should not allow the opportunity to pass of competing in our competition outlined in previous issues on

## Interior Display and Hardware Store Arrangement

In addition to the honor of being a prize winner we offer a first prize of \$10.00, and \$2.00 for every article considered worthy of publication.

### THE CONDITIONS OF THE CONTEST ARE:

1. Articles should contain from 500 to 1,000 words and be written on one side of paper only.
2. Drawings of floor plans, etc., must accompany each article and photographs should also be sent wherever possible.
3. Prizes will be awarded on the basis of 60 per cent. for the reading matter and 40 per cent. for the illustrations. Novel ideas used for displaying any one line of goods will also be considered in making the award.
4. The competition closes March 1, 1906, and the prize winning article will be published in the Special Spring Trade Number of **HARDWARE AND METAL**, on March 24.

NOTE.—No hardware merchant or clerk should refrain from competing because of supposed inability to send proper drawings of floor plans showing the arrangement of counters, shelving, etc., or any stand or contrivance for displaying goods. Wherever necessary our artist will touch up the drawings and make them suitable for publication.

Address all articles, etc., to

### "INTERIOR DISPLAY COMPETITION"

**HARDWARE AND METAL,**

10 Front St. East, **TORONTO**



**Boring Tool**

# ONE POUND



**Side Tool**

**EQUALS**  
**10**  
**LBS.**

Used in  
**FORGED TOOLS** AND  
SAVES ALL FORGING and 70 per cent. GRINDING.



**STRAIGHT CUT OFF TOOL**

OF **TOOL STEEL**

Used in  
**ARMSTRONG TOOL HOLDERS**



**INCREASE PRODUCTION and REDUCE EXPENSE**



**Planer Tool**

**RIGHT HAND OFFSET TOOL**

**Armstrong Bros. Tool Co.,** "The Tool Holder People" **106 N. Francisco Ave., Chicago, U.S.A.**

**CATALOG WILL BE MAILED ON REQUEST**

Imitations are Unsatisfactory—Infringements are Unlawful.

SOLD IN CANADA BY  
**WILLIAMS & WILSON, Montreal;**

**AIKENHEAD HARDWARE, LTD., Toronto;**

**WOOD, VALLANCE & CO., Hamilton**



## BACKED BY A GUARANTEE

When you deal in

### ROBERTSON'S BABBITTS

you are protected by the  
guarantee of a firm with many years'  
experience, and a national reputation.  
If you choose any of our standard lines,  
you are

### SURE TO BE SATISFIED

We absolutely guarantee that our anti-  
friction metals cannot be excelled in  
quality at their respective prices.  
Always look for our registered trade  
marks.

WRITE FOR OUR PRICES

**The James Robertson Co.**  
LIMITED

**MONTREAL**

TORONTO  
WINNIPEG  
ST. JOHN, N.B.

"MONARCH"

"KING"

"FLEUR de LIS"

"THURBER"

"PHILADELPHIA"

"CANADIAN"

## PFLUEGER'S Fishing Tackle

Hooks, Flies,  
Trolls, Spin-  
ners, Phan-  
toms, Reels,  
Furnished  
Lines.

Everything  
in Fishing  
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods,  
Sent Express Prepaid, 170-Page Illustrated Cata-  
logue No. F24, and Metal Fish Sign in 8-Color  
Lithograph.

**The Enterprise Mfg. Co.**  
AKRON, Ohio, U.S.A.



## HOLLOW-WARE

PRESSED,  
STAMPED, and  
MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly  
on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and  
Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from  
any poisonous substances.

Let us have your name for our Illustrated lists

**The Welsh Tinplate & Metal Stamping Co., Ltd.**  
LLANELLY, WALES



## LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

**LUFKIN RULE CO., Saginaw, Mich, U.S.A.**

London Office and Warehouse—48 Lime St.

New York City Branch—200 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



TRADE MARK

Est. 1896. Ino. 1896.

**Black Diamond File Works**  
**G. & H. Barnett Company**  
 PHILADELPHIA

Twelve TRADE MARK Medals

**Awarded**  
 By **JURORS** at  
**International Expositions**  
**Special Prize**  
**Gold Medal at Atlanta, 1895**

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK

**Sheet Zinc**  
**Zinc Spelter**  
**Ingot Tin**  
**Pig Lead**

Prices from stock or import on application to

**B. & S. H. THOMPSON & Co.**  
 LIMITED

53 St. Sulpice Street, MONTREAL

Dominion of Canada Sales Agents

UNITED STATES STEEL PRODUCTS EXPORT COMPANY  
 Sheet Steel and Tinplate Company Department

# "Redstone"

## High Pressure

# Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.**  
**of TORONTO, LIMITED**

HEAD OFFICES,

**47 Yonge Street, Toronto.**

Branches: Montreal, Winnipeg, Vancouver.

## WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness.

### AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature within and outside the building.

Montreal, June 1st, 1903,  
 St. Peter School.

Messrs. THE J. W. HARRIS Co., Limited.

Dear Sirs,

In answer to yours of 3rd inst, in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

— MANUFACTURED BY —

**THE J. W. HARRIS CO., LIMITED**  
**CONTRACTORS, - MONTREAL**





# HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, MARCH 3, 1906

NO. 9.

**EMERSON'S**

CARVERS  
CASED GOODS  
TABLE CUTLERY

TRADE MARKS  
THE MURRAY  
THE INVICTA  
EL DORADO  
CAMBRIDGE & CO.  
ENGLAND  
SHEFFIELD

BUTCHERS'  
HUNTING &  
POCKET KNIVES

**CUTLERY.**

FOR SALE BY LEADING WHOLESALE HOUSES

## EVERY SHEET BRANDED

Unscrupulous dealers have been known to ship out bundles with a sheet of "Queen's Head" on top and cheap unbranded sheets inside. Every sheet of "Queen's Head" and "Fleur de Lis" is branded and the quality guaranteed

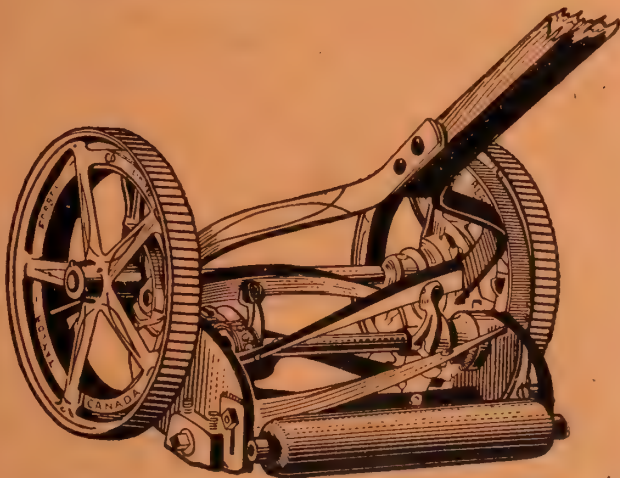
JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.

## HOLD FAST TO LEADERS

You are now thinking about getting in your supply of **Lawn Mowers.**

Be sure you ask your Jobber for



**"Empress" "Woodyatt"**

**"Daisy" "Star"**

**"Ontario" "King Edward"**

**"Philadelphia"**

There are the sellers because they represent the best in the industry.

— Write at once for Lawn Mower Catalogue —

**TAYLOR-FORBES COMPANY**

LIMITED

The Largest Manufacturers of Hardware in Canada.

TORONTO:  
1088 King St. West

Head Office and Works:  
GUELPH, ONT.

MONTREAL:  
9 De Bresoles Street.

See Classified List of Advertisements on Page 71.



# PAINTERS' AND PAPER HANGERS'

# TOOLS

PAPER

RETURNED



1906

1906

WHEEL KNIVES

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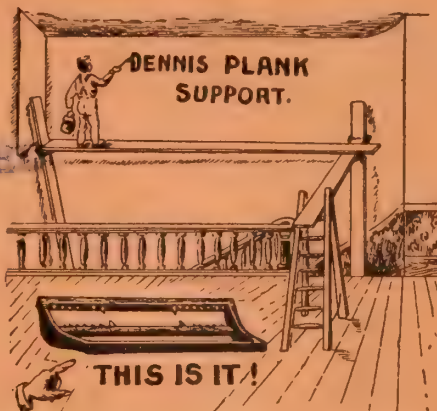
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Page 34  
W.S.G.*



ROLLER

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RETURNED



DENNIS PLANK SUPPORT

DENNIS PLANK  
SUPPORT.

THIS IS IT!



ROLLER

PAINT

BRUSHES

PAINT



STREIGHT EDGES



RIDGLEY'S TRIMMER

WRITE FOR PRICES

# RICE LEWIS & SON

LIMITED

# TORONTO.



# TINNERS



(steel reinforced) has no equal for

PAINTING  
EAVETROUGHING  
GENERAL USE

Can be extended to any length, is easily handled and absolutely safe.

THE  
WAGGONER  
LADDER  
COMPANY  
LIMITED  
LONDON ONT

now is  
the time  
to get  
your ap-  
pliances  
ready for

## SPRING

It is  
bound to  
be a busy  
year.

E. H. BRIGGS & CO., Winnipeg, are our Western Representatives.

# GET OUR PRICES ON REVOLVERS

Harrington & Richardson. Iver Johnson  
Sizes 22—32—38 Calibre

## Hammerless

Never out of style. Always up to date.  
The best is what you want.

THOS. BIRKETT & SON CO.,  
LIMITED  
OTTAWA, ONT.



## American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW  
—NEVER DONE BEFORE.

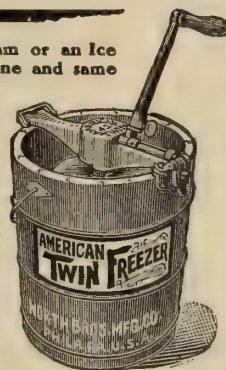
THE can is divided in two parts by a vertical partition. One flavor is placed in one, the

other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank.

One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the Automatic Twin Scrapers by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.



## ICE CREAM FREEZERS THAT SELL



THEY ARE  
Well Advertised,  
In Demand,  
Easily Sold,  
Satisfactory in Use,  
Of Known Reputation,

THEY EXCEL IN  
Easy Running,  
Quick Freezing,  
Economy,  
Convenience,  
Practical Results,

North Bros. Mfg. Co.,  
Philadelphia, Pa.



Send for Catalog.



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per lb.
Red Cap,	600	"	"
Tiger,	550	"	"
Standard,	500	"	"
Golden Crown,	500	"	"

## Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

### BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

# Ingot and Sheet Metals

Drop us a card and we will mail you our  
monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

**M. & L. Samuel, Benjamin & Co.**

**TORONTO**



In open competition with any others, "**DISSTON**" FILES will **PROVE** their **SUPERIORITY**.

The man who uses them will tell you that they cut faster and last longer; the retailer who handles them will tell you that they sell better and give more satisfaction than any others; and we tell you that if you're not keeping them in stock you're losing money, and the sooner you start the better for your bank account.

RETURNED  
MAR 3 1906

RETURNED  
MAR 3 1906

RETURNED  
MAR 3 1906

RETURNED  
MAR 3 1906

RETURNED  
MAR 3 1906

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MAR 3 1906

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MAR 3 1906

RETURNED  
MAR 3 1906

Just write  
for prices.  
We'll do the rest.

**LEWIS  
BROS. LTD.**

**MONTREAL**

**OTTAWA**

**TORONTO**

**VANCOUVER**

**CALGARY**

**WINNIPEG**

*L. Montreuil  
cut Book 47  
page 18  
W.S.E.*



**IRON**

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

**STEEL**

# American Steel & Wire Co.

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

**Chicago**  
The Rookery.

**BARBED WIRE CALVANIZED PLAIN WIRE**  
**PLAIN TWIST CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

Telegraphs—"Rounds Montreal."  
Code—A.B.C., 4th Ed.  
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

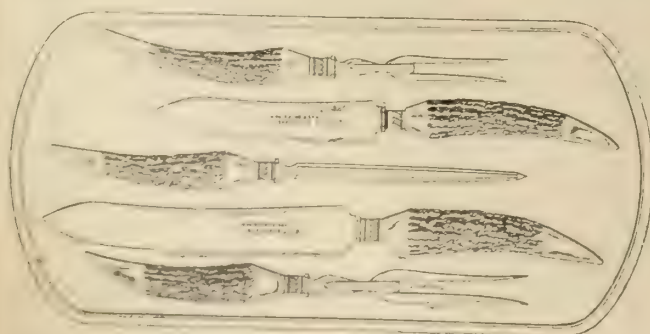
## ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.

The name "ROUND" is an unquestioned guarantee of QUALITY.

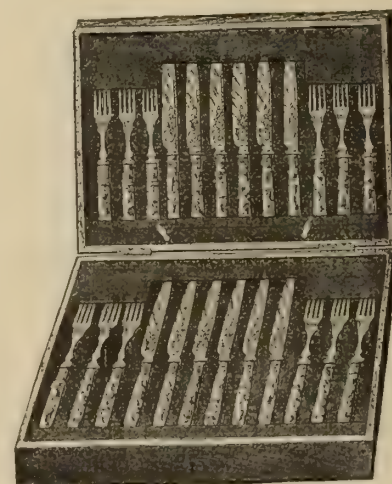
Write us for quotations.

You will find our prices right.



28414. CARVING SET

**CATALOGUE  
SENT  
ON  
REQUEST**



28910. 12 PAIRS DESSERT KNIVES AND FORKS  
Pearl Handles. Quartered Oak Case.

## JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

### MONTREAL

CORISTINE BUILDING

FACTORIES:  
SHEFFIELD, ENG.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, "ave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

**GALT, Ontario**



# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**  
**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**  
also **The DesJardin Patent Log Sleighs**

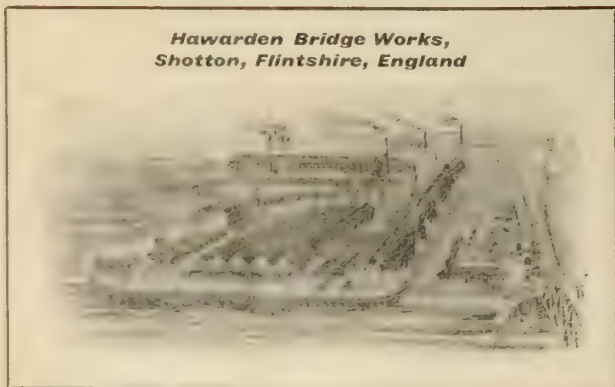
Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

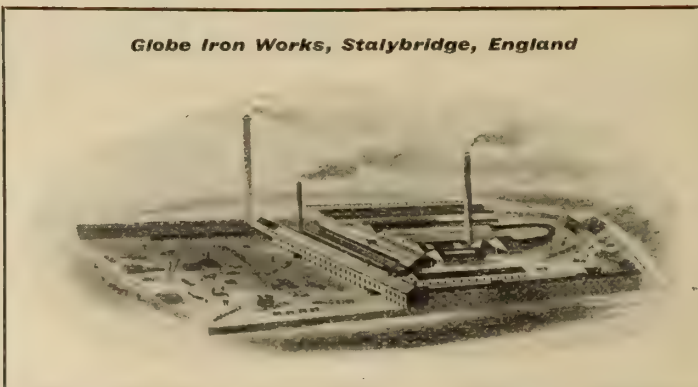
Long Distance  
Phone No. 87

## John Summers & Sons, Limited

Hawarden Bridge Works,  
Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



**DEAD FLAT SHEETS,** Black or Galvanized.  
**BEST and CHEAPEST** for all kinds of work.

We are the largest makers and give you the

**MAXIMUM QUALITY AT  
MINIMUM PRICES**

**Agent: F. Hankin, Montreal**





# Standard Drills

CAVERHILL  
LEARMONT  
& Co.

All Standard Drills are made of high-grade material by mechanics especially skilled in their particular branches, and expert in the use of precision gauges with which all measurements are made.



Wood Boring, No. 109a

RETURNED  
MAR 3 1906



Bit Stock, No. 108

Tools  
RETURNED  
MAR 3 1906  
Stamped



Jobbers, No. 105

RETURNED  
MAR 3 1906  
"Standard  
Tool Co."

Standard  
Drills are  
carefully  
inspected  
and  
Guaranteed  
against  
defects.

identifies  
them to the  
user as  
genuine,  
and is a  
guarantee  
of quality.



No. 104, Taper Shank

RETURNED  
MAR 3 1906



No. 111, Prentice

RETURNED  
MAR 3 1906



Sockets, all sizes

RETURNED  
MAR 3 1906

Most of the leading Railways and Machine Shops in Canada and United States, have used Standard Drills for years.

*To Montreal  
cut book 47  
page 17  
W.H.*

YOU SHOULD SELL THE STANDARD

WRITE FOR NEW DRILL CATALOGUE TO-DAY

Caverhill Searmont & Co

MONTREAL ——— AND ——— WINNIPEG



# QUALITY IS THE BEST POLICY

and our name is a synonym for QUALITY in



## HANDSAWS

Our first endeavor is to make the best saws; our second to make them as low-priced as possible. Note the "as possible;" it means that we allow no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant we are equipped to compete with Canadian and American sawmakers—to **your** advantage. Write us to-day and we will send you an illustrated price list.

**SPEAR & JACKSON** ÆTNA WORKS Sheffield, England

Telegraphic address: "Spear, Sheffield"



Style "F"

## The Very Newest

Combination, Bow Lever and Side Pedal drive; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

W. L. HALDIMAND & SON,  
MONTREAL,  
Eastern Agents

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - ONTARIO



**A LONG TRIP****FOR 25 CENTS**

From the Atlantic to the Pacific is a long trip, and if you were to call on every hardware merchant, stove and tinware dealer and plumber it would take about three years and would cost you about ten thousand dollars.

**HARDWARE AND METAL** makes the trip every week.

Have you a message you wish delivered?

Have you a business for sale?

Do you wish to secure a new clerk?

Do you want anything in which a hardware man or plumber would be interested? If so, place it in the paper he reads.

The cost is a mere bagatelle.

2c. per word for 1st insertion.

1c. per word for subsequent insertions.

**PAGE LAWN FENCE**

For Lawns, Gardens,  
Cemeteries, Parks, Etc.

Galvanized and coated with white enamel paint.

Any height up to 8 feet and any length from 10 feet up. No waste.

**THE PAGE WIRE FENCE CO., Limited**

Walkerville Montreal Toronto  
Winnipeg St. John 406

RETURNED  
MAR 21 1906

To H. Horton  
cut Book 47  
page 16  
W.S.B.

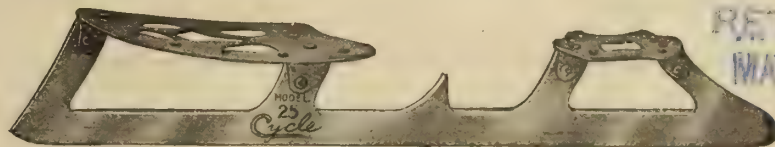


We want your enquiries for **METALLIC CORNICES, SKYLIGHTS, FINIALS**, and all special work to detail. Our cornice department is capable of taking care of any work, no matter how difficult, and our facilities are such that we can turn out work at lowest possible cost. Our new Cornice Catalogue will soon be ready. Write us about your requirements.

**METAL SHINGLE & SIDING CO., Limited** PRESTON, ONTARIO

**Canada's New Skates****"AUTOMOBILE" and "CYCLE"**

We have added to our large range of skates a new model known as



"Cycle," No 25.

It is a double-ender, welded and tempered blade, in a new design. We predict this will be a very popular skate with both ladies and gentlemen. To sell at a popular price.

It will be to your interest to see our samples and obtain prices before placing your orders for next season.

WRITE FOR CATALOGUES AND PRICE LISTS.

**CANADA CYCLE AND MOTOR CO., LIMITED**  
TORONTO JUNCTION.

RETURNED  
MAY 9 1906

To Ann  
cut Book 56  
page 20  
W.S.B.



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MAY 9 1906





This design a guarantee of quality.

## WRAPPING PAPERS

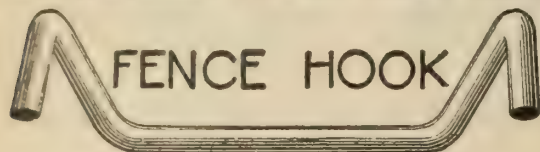
ALL GRADES, AND BEST OF EACH  
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

### CANADA PAPER CO.

TORONTO LIMITED MONTREAL

### GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



THE WESTERN WIRE & NAIL CO., Limited,

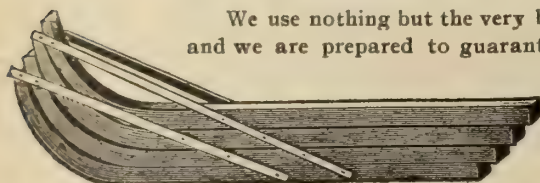
WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc.

LONDON, ONT.

ESTABLISHED 1867

## J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of Hubs, Spokes, Buggy and Waggon Rims, Sleigh Runners, Shafts and Poles, etc.



We use nothing but the very best Hickory and Oak in our stock, and we are prepared to guarantee all of our goods. We carry an exceedingly large stock on hand and will ship promptly.

Your Order Solicited.

QUEBEC AGENT:—J.A. BERNARD,  
21 St. Peter St., Quebec, P.Q.

## Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!



Sole Manufacturers—  
**J. P. CLABROUGH & JOHNSTONE**  
WORKS—  
Price Street, BIRMINGHAM, ENG.

...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

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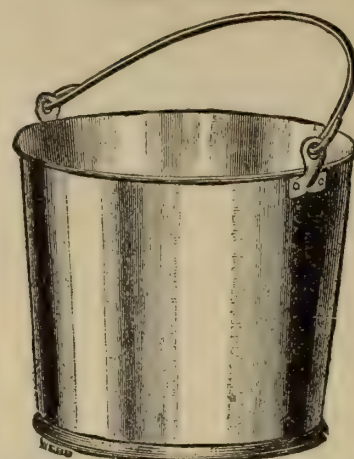
HAMILTON, ONT.  
QUEBEC, QUE.

LONDON, ONT.  
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WINNIPEG, MAN.

MONTREAL, QUE.  
TORONTO, ONT.

THOS. C. IRVING, Gen. Mgr. Western Canada, Toronto.

## E. T. WRIGHT & CO. HAMILTON, ONT.



DAIRY PAILS      CALF WEANERS  
STRAINER PAILS      MILK CANS  
MILK PANS      AND TRIMMINGS  
SAP BUCKETS      SAP SPOUTS      SYRUP CANS  
Send for our Illustrated Catalogue.

## Buy the Best.



## HERCULES

Sash Cord.

Star Brand Cotton Rope  
Star Brand Cotton Clothes Lines  
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

### TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

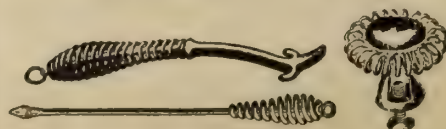
### "Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## The Bowmanville Foundry Co., Limited Bowmanville, Ont.



Makers of Good Goods Only.

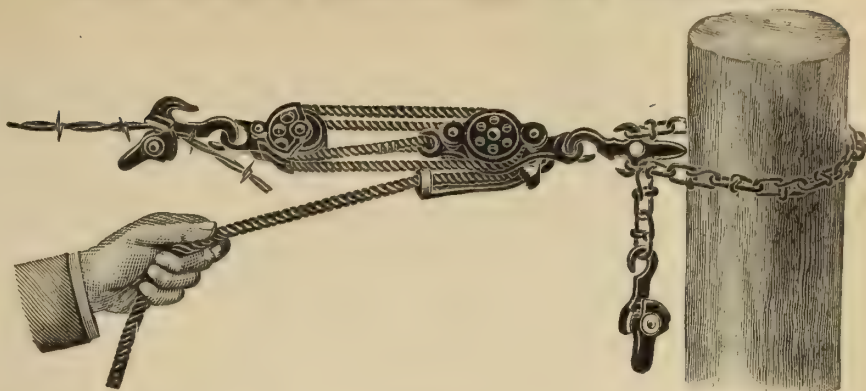


NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER

# THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

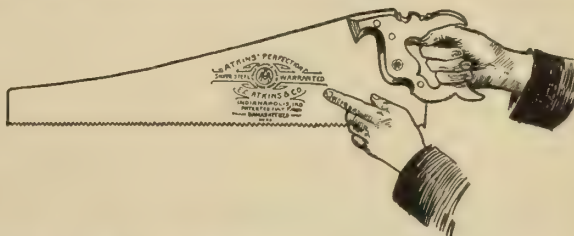
If your Jobber cannot supply, write us for prices.



WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

## There's the Saw

Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for

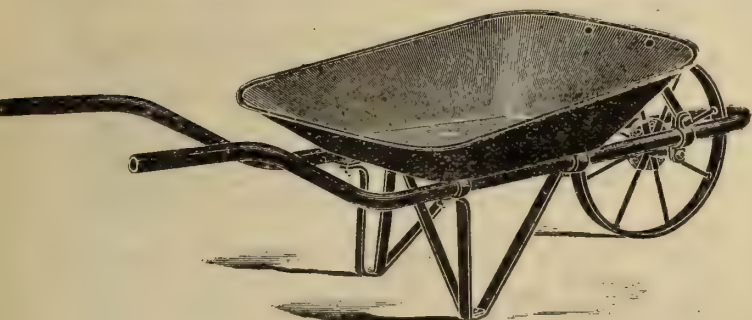


### ATKINS' HIGH GRADE SILVER STEEL SAWS

"Finest on Earth"

Write for Universal Time Book and Hand Saw Booklet.

**E. C. ATKINS & CO., Inc.,** FACTORIES AND HOME OFFICE: **Indianapolis, U.S.A.**



## WHEELBARROWS

All Kinds

**Railroad, Dock, Concrete Work,  
Farm and Garden Barrows**

We also manufacture Trucks, Washing Machines, Butter Workers and Shipping Boxes, Blacksmiths' Machine Tools and Wagon Skeins.

Send for Catalogue and Prices

**The London Foundry Co., Limited**  
LONDON, CANADA

## THE AUER GAS LAMP

Delightful to read by.

Gives the light of 100  
Candles and Costs less  
than Coal Oil.

No smoke or smell. The  
whitest, clearest, softest light  
for reading or sewing. The differ-  
ent styles are suitable for store,  
church or home. SATISFACTION  
GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL



You don't need Glasses  
if you use

## ACETYLENE

It is that pure white light you have  
been looking for.

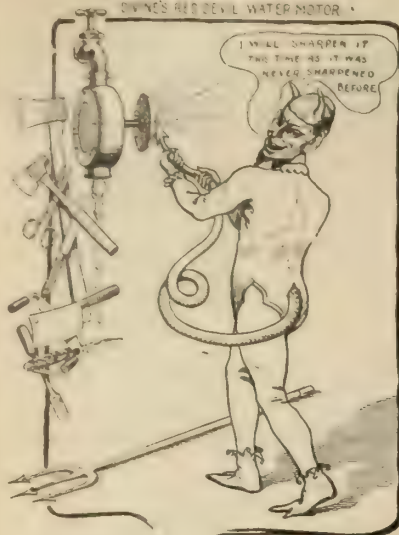
WRITE US FOR PRICES

**THE CONTINENTAL HEAT & LIGHT CO.**  
MONTREAL



## A POINTED TALE.

DIVINE'S RED DEVIL WATER MOTOR.



"A penny a day is all you pay  
To run our little motor."

## Divine's Faucet Water Motor

Will give three times the power of  
any other water motor.

### 100 Per Cent. Cheaper than Electric Motors

Will grind an axe on 20 lbs. pressure 5,000 revolutions a minute. Furnishes power for grinding Cutlery and all other Edged Tools. For polishing silverware and all other metals.

Price Complete, including Emery, Pulley and Buffing Wheels, Polishing Composition, etc., \$5.00.

Divine Water Motor Co.  
296 Broadway, New York

ALLEN C. JENKING & CO., Room 215 Coristine Bldg., MONTREAL

## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs  
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.



MACHINE MADE

## TEA KETTLE SPOUTS

In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes.  
Write for samples and quotation and state quantity required. AGENTS WANTED.

ERNEST STEVENS, STOUR WORKS,  
CRADLEY HEATH, ENGLAND



CELEBRATED

## HEINISCH SHEARS

Tailors' Shears,  
Trimmers' Shears,  
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St  
NEWARK, N.J., U.S.A.



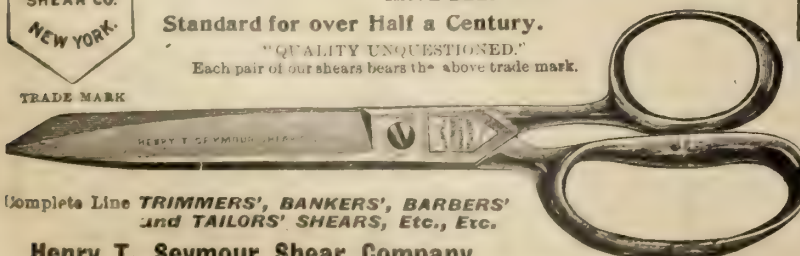
## SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."  
Each pair of our shears bears the above trade mark.

TRADE MARK



TRADE MARK

Latest Catalogue will be sent in exchange for your business card.

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

## Perfectly Flat Galvanized Sheets

Is a marked characteristic of

GILBERTSON'S

COMET

Brand

Sold by all jobbers who are up-to-date.

It sells readily. Is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:

W. GILBERTSON & CO., Limited,  
PONTARDAWE, SOUTH WALES.

Bolton, Fane & Co.

98 Leadenhall Street, London, E.C., Eng.

## TINPLATES

In all qualities and sizes

Bessemer Coke - - - "Lofoden" Brand  
Selmens Coke - - - "Pelican" Brand  
Charcoal - - - "Mocha" Brand  
Best Charcoal - - - "Cardigan" Brand  
Staffordshire Bar Iron - - - B.G. Crown Brand  
Galvanized Sheets "Pelican" and "Ostrich" Brand

Boiler Plates, Rails, Fishplates, &c., &c.

R. SULLIVAN DAVID

Selling Agent for Canada, 210 St. James St., MONTREAL  
TELEPHONE, MAIN 3389

WORK AND  
PRICES  
RIGHT  
GALVANIZING  
ONT.  
WIND  
ENGINE & PUMP CO.  
TORONTO, ONT. LIMITED.

GALVANIZING  
AND TINNING  
THE CANADA METAL CO.  
TORONTO, ONTARIO.

MAPLE LEAF  
STITCHED COTTON DUCK  
BELTING  
DOMINION BELTING CO. LTD.  
HAMILTON CANADA



## H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

**LEEDS FIRE CLAY CO., Ltd.**

Fire Bricks, Glazed Bricks, Stable Bricks.

**T. JOWITT & SONS, SHEFFIELD.**

Files, Cast Steel, Hammers, Crucible Steel Wire

**JOS. FENTON & SONS, SHEFFIELD**

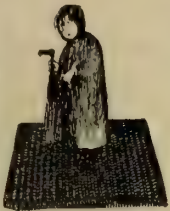
Cutlery and Plated Ware.

Agent for

Norway Iron, Steel, Galvanized Iron, Chains.

Sheet Iron, Hoop Iron, Machinery

Steel, PEN-DAR Metal Lockers.



A Popular, Profitable and Seasonable Line to Handle.

**Dennis' Flexible Steel Wire Door Mats**

**DENNIS WIRE AND IRON WORKS CO., Limited**

Send for Catalogue.

LONDON, ONT

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

## Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

**McGREGOR-BANWELL FENCE CO., Limited, Dept. O, WALKERVILLE, ONTARIO.**

## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

SIEGFRIED SCHOPFLOCHER

**The Canadian Bronze Powder Works  
R. E. THORNE & CO.**

MANUFACTURERS OF

**BRONZE POWDERS, GOLD PAINTS, LACQUERS  
& BRONZE LIQUIDS.**



## Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

### WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

**The Banwell Hoxie Wire Fence Company, Ltd.**  
Dept. J, Hamilton, Ont.



## Dillon Sales are Growing Bigger

A Hardwareman wrote the other day: "I sold twice as much of your fencing this year as I did last." No reason was given, but we think we know—"Dillon" merits are getting a wider recognition.

It is one thing for us to make first-class fencing like

## DILLON HINGE-STAY FENCE

and another thing for Hardwaremen to believe it is first-class fencing. But if people have faith in it they will make the purchase and if they cannot get the "Dillon" in their own town they will write for it. The fact that this is being done is the best evidence that "Dillon" sales are on the increase and the demand exceeds the number of dealers retailing it.

Are you going to secure the trade that rightfully belongs to you?

**THE OWEN SOUND WIRE FENCE CO., Limited**  
OWEN SOUND, ONT.

Sold by (Messrs. Caverhill, Learmont & Co., Montreal.  
(Messrs. Christie Bros. Co., Limited, Winnipeg.



# THE FOREWORD

We have been telling you just what

# *MAXIMUM LIGHT* GLASS

will do. We are now going to **SHOW YOU** just what it will do.

From week to week different illustrations will be given, and from these you will get a concrete idea of what the glass is, and when it is installed, what the benefits are.

Watch for every illustration, and if there is any point not clear to you, we will consider it a favor if you write.

The first illustrations will appear next week.

Sole Canadian Agents :

**The HOBBS MANUFACTURING CO., Limited, London and Winnipeg**  
Glass Importers and Manufacturers.



Canada is our Home Market—  
we cannot afford to sell in  
this country any goods  
but the best—

Canada is a dumping ground for  
foreign makers.

If you want Standard goods,  
specify when ordering.

**“DOMINION”**  
Cartridges and  
Shot Shells

**Dominion Cartridge Co.,**  
Limited  
Manufacturers, Montreal



March 3, 1906

HARDWARE AND METAL

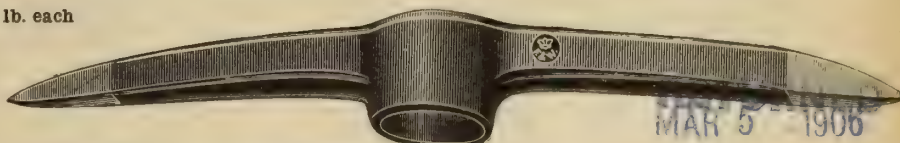
# FROTHINGHAM & WORKMAN, LIMITED

## HARDWARE, MONTREAL

RETURNED  
MAR 5 1906



F. & W. Clay Picks, 3 to 9 lb. each



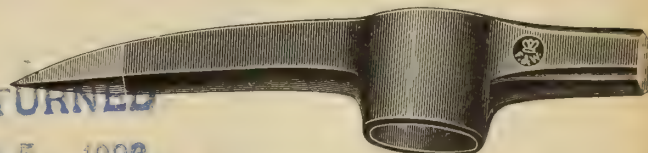
F. & W. Rock Picks, 3 to 9 lb. each

RETURNED  
MAR 5 1906



F. & W. Railroad Tamping Picks, 7 to 9 lb. each

RETURNED  
MAR 5 1906

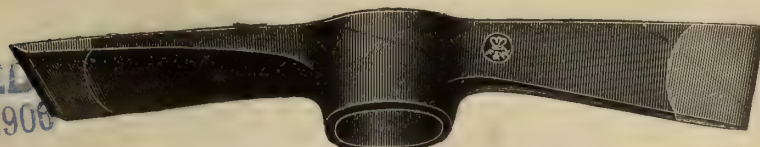


F. & W. Poll Picks, 5½ to 6½ lb. each

### Picks and Mattocks

We make them ourselves and they are made right, of good material, properly worked and correctly shaped. Tools so made will stand up to their work. In ordering Picks and Mattocks demand the F. & W. Crown.

RETURNED  
MAR 5 1906



F. & W. Grub Mattock, Short or Long Cutter



F. & W. Asphalt Cutter or  
Double Cutter Mattock

RETURNED  
MAR 5 1906



F. & W. Grub Pick



F. & W. Pick Mattock

RETURNED  
MAR 5 1906  
*E. J. Mather*  
*cut Book 47*  
*page*  
*16*

# FROTHINGHAM & WORKMAN, LIMITED

## HARDWARE, MONTREAL



# "EUREKA" STEEL SAP SPOUTS

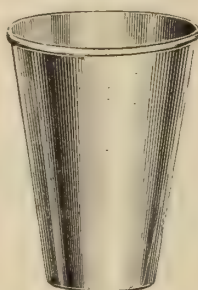


Supplied  
with or  
without  
hooks

Made in two qualities:  
BERLIN BRONZE,  
22 Gauge.  
TINNED STEEL,  
20 Gauge.

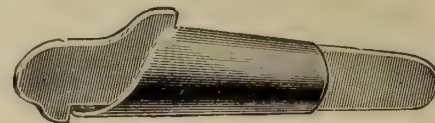
Patented 1896

Cuts Show Full Size  
of Spouts.



A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

## "IMPERIAL" TAPERED



Made from heavy tinned sheets, especially adapted for . . .

## SAP PAILS

Made in Six Sizes

COVERED  
SAP  
BUCKETS



Write for  
Prices

PROMPT  
SHIPMENT  
GUARANTEED

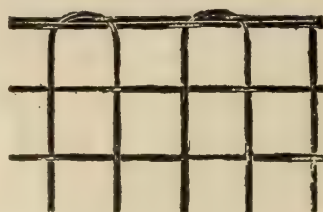
LONG  
PATTERN.

WESTERN  
PATTERN.

**THE THOS. DAVIDSON MFG. CO., Limited**  
MONTREAL and WINNIPEG

## WIRE CLOTH

FOR



Sand Screens.  
Coal Screens.  
Cinder Sifters.  
Evaporators.  
Grain and Seed Cleaning Machinery.  
Milk Strainers.  
Galvanized and Re-galvanized Cloth.  
Wire Lathing.  
Window Protection.  
Malt Kiln Floors.  
Woolen Mills.  
Smoke Stacks.  
Mining Screens.  
And for all Purposes.

**The B. GREENING WIRE CO.**

Limited

Hamilton, Ont.

Montreal, Que.

## FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



**Newhouse Steel Traps**

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

**ONEIDA COMMUNITY, Limited**

Write for Catalogue

NIAGARA FALLS, Ont.



MAR 24 1906

L. M. K. King  
 East Rock 44  
 page 94  
 W. S.



## TO OUR No. 99H POTATO MASHER

## Easily Cleaned

## Neat, Attractive, Serviceable

**We Also Manufacture**  
**KITCHEN UTENSILS**  
**WOOD TURNINGS**  
**WOOD HANDLES**  
*of all kinds*

**Has no joints or kinks to retain vegetable.**

**Packed 1 Dozen in Paper Box.**

## BEST SELLING MASHER ON THE MARKET TO-DAY

**THEY ARE SOLD BY ALL THE LEADING JOBBERS**

**MADE  
BY**

# The Cumming Manufacturing Co., Limited

**RENFREW, ONTARIO, CANADA**

MAR 8 1968

4. <sup>2</sup> *Chloris*  
in Book 47  
page 16  
W.S.E.



## THE KING OF METAL POLISH “TANDEM”

is the best of all polishing means for all superior metals, viz., Gold, Silver, etc. A trial order will convince you. For sale by all leading jobbers.

**F. W. LAMPLOUGH & CO.**  
**MONTREAL**

## The Feature

- of the -

## METALLIC ASH-SIFTER

is the **Patent Double Lock Fold**, to be found on no other sifter but ours. The Double Lock Fold is on the four sides, so that there is four thicknesses at the bottom of all sides. Contrast this with the frail make-up of ordinary sifters, or even the so-called metal sifters, and can you wonder why the call is for **Metallic Ash-Sifters?**

Have you had a copy of our Circular?

**C. M. CUTTS & CO.**

**Sole Makers, - - TORONTO JUNCTION, ONT.**

## Hardware Dealers !

**PLIERS, PINCERS, SNIPS,  
FOLDING RULES, Etc.**

SEND FOR CATALOGUE.

**McLEAN & SOPHUS, 301 St. James Street, MONTREAL.**  
**Wholesale Importers**



**R. R. R. P.**

That means Right Rifle, Right Price

**THE HAMILTON RIFLE****Model 23**

a rifle that any Hardwareman might be proud to sell. It represents the best workmanship, the best process, the best skill.

It sells at **\$3.50** and, of course, sells easily.

Then, we also make **Model No. 15** and **Model No. 19**. Every boy in your town ought to have one of these rifles. **No. 15** sells at **\$2.00**, **No. 19** at **\$2.50**.

GET A SUPPLY FROM YOUR JOBBER  
AND ADVERTISE THE PRICES

**THE HAMILTON RIFLE CO.**

Dept. 71

PLYMOUTH, MICH.

**March 12**

Interior Store Competition  
has been extended to March  
12.

Put your ideas on paper,  
it may be worth \$10 to you.

"A thing begun is half-  
done." Start to-day and let  
the trade have the benefit of  
your experience.

See page 72  
for details re  
competition.

**DIAMOND ENAMELED WARE**

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

**KEMP MANUFACTURING CO., TORONTO, ONT.**

**THE KEMP MFG. AND METAL CO., Limited**  
McDermot Ave., Winnipeg, Man.

**THE KEMP MFG. CO. OF MONTREAL**  
58 McGill St., Montreal, Que.



# NEW RAILWAY FREIGHT RATES

As a result of the complaint made by the Canadian Manufacturers' Association against the car service rules and demurrage charges as imposed by railways, new regulations have been drafted to go into effect on March 1, and as these are of interest to all branches of mercantile industry they are reproduced below.

It will be observed that an extension of time has been secured for the unloading of coal, coke, and lime in bulk, and for the loading and unloading of lumber. An additional allowance of 24 hours is made for clearance of customs when freight is in bond, and Rule 4 states that car service charges shall not be collected when customs officials are responsible for delays. Rule 8 requires notice of arrival (unless waived by consignees), and satisfactorily provides for additional time for transmission of notice through the mails. The time for loading or unloading is changed by Rule 2 so that if cars are not placed by 11 o'clock a.m. free time does not commence until the following morning. Inclement weather conditions and bunching of cars in transit are satisfactorily covered by Rules 6 and 7, which provide for extension of free time without collection of demurrage charges.

The rules are understood to be of a provisional character. Representations were made to the Railway Commission looking to the establishment of reciprocal demurrage charges or an average arrangement. The board states that this subject requires very careful investigation and consideration, but has deemed it advisable to provide in the meantime for the substitution of an improved set of car service rules for those formerly in effect. The impracticability of framing rules adequate for all cases is recognized, and the railways are expected to interpret the rules liberally, but without any unjust discrimination or undue preference, while the merchants and manufacturers are asked to give the new regulations a fair trial.

All freight traffic, in carloads or less, which is, or is to be, loaded or unloaded by the shippers or consignees thereof, shall be subject to the "Canadian Car Service Rules" approved by the Board of Railway Commissioners, as follows:

## Toll.

Rule 1.—When cars are held under load, or awaiting loads, beyond the free time allowed by Rule 2, for any reason for which the consignee or shipper is responsible, a toll of one dollar per car, per day of twenty-four hours, or any part thereof, shall be charged to, and paid by, the shipper, consignee, or other

party responsible therefor, in addition to all other tolls paid, or payable, in respect of the goods carried, or to be carried, in or on such car.

## Free Time.

Rule 2.—Twenty-four hours shall be allowed the consignee, after notice of arrival, in which to pay the tolls or charges (if any), and give orders for special placing or delivery; (subject to Rules 11 and 15).

Forty-eight hours free time shall be allowed for loading or unloading (except as hereinafter provided). On cars placed for loading, or unloading, before or at 11 o'clock a.m., the free time shall begin at 1 p.m. following; if placed after 11 o'clock a.m., the free time shall begin at 7 o'clock a.m. following.

Exceptions. (a) Twenty-four hours additional free time shall be allowed for unloading coal, coke, and lime, in bulk, and for loading or unloading the following descriptions of lumber only, namely: boards, deals, and scantlings.

(b) Five days' free time shall be allowed at Montreal, and at tide-water ports, for unloading lumber and hay for export.

(c) In the portion of Canada to which the Manitoba Grain Act, 1900, and its amendments, apply, only twenty-four hours free time shall be allowed for loading grain.

(d) Twenty-four additional free time shall be allowed for clearance of customs, where the destination is a port of entry, making the allowance for clearance of customs, and for giving, placing, or delivery orders, forty-eight hours in all.

Where the destination is not a port of entry, forty-eight hours shall be allowed for clearance of customs at the outside port of entry.

Rule 3.—No car service toll shall be charged for Sundays or legal holidays.

Rule 4.—Car service tolls shall not be collected from the consignee for any delays for which the customs officials may be responsible.

Rule 5.—Cars shall be so placed as to be easily accessible at all times during the period allowed for loading or unloading. At stations where such placing is at the time reasonably practicable, cars shall be placed so as to be easily accessible on both sides. Time lost to the shipper or consignee through interruption, either by movement of trains, or shunting of cars, or any other cause for which the railway company is, or may be held to be, responsible, shall be added to the free time allowance.

## Inclement Weather.

Rule 6.—If wet or inclement weather, according to local conditions, renders loading or unloading impracticable during business hours, or exposes the goods to damage, the time allowance shall be extended so as to give the full free time of suitable weather. But if the parties neglect or fail to avail themselves of the first forty-eight hours, or seventy-two hours, as the case may be, of suitable weather, they shall not be allowed additional free time by reason of such neglect.

## Bunching.

Rule 7.—When, owing to conditions for which the railway company, or connecting railway companies, is or are responsible, or to any neglect or default of its or their agents or employees, or to storms or floods, or to accidents on a railway, or accident to the equipment of the railway company or companies, cars are tendered to the consignee in numbers beyond his ascertained reasonable ability to unload within the authorized free time, such additional time shall be allowed as may be necessary, with the exercise of due and reasonable diligence on the part of the consignee, to unload the cars so in excess.

## Notice of Arrival.

Rule 8.—The consignee shall be promptly notified of the arrival of his freight, and shall be held to have been notified when notice of arrival has been delivered at his address, or place of business; provided that, if such notice be given later than 6 o'clock p.m., it shall be considered not to have been received until 7 o'clock the following morning. If notice be mailed, the consignee shall be held to have been notified at 7 o'clock a.m. of the day following.

Rule 9.—If the consignee fail to give placing or delivery orders within the twenty-four hours allowed by Rule 2, the car shall be considered to be intended for public team track delivery, and shall be placed accordingly; and, if not unloaded within the free time, such car shall be subject to the car service toll.

## Placing Cars.

Rule 10.—The railway agent shall notify the consignee or his carter, on application, where his car has been placed for unloading. Any time within the free time allowance lost to the consignee in so doing, for which the railway company is responsible, shall be added to the free time allowance.

If a car has been placed before 7 o'clock a.m., and at that hour the agent or his representative is unable or fails to



inform the consignee or his representative, on application, as to the placing of the car and where it has been placed, then the free time shall not commence until 12 o'clock noon following, unless the consignee commences to unload before noon, in which case the time so lost to the consignee shall be added to the free time allowance as aforesaid.

**Rule 11.**—Freight for which the railway company holds previous standing orders from consignee for placing on designated tracks or private sidings, shall not be entitled to the extra twenty-four hours allowed by Rule 2 for paying freight charges and giving placing or delivery orders, but when in bond shall be entitled to the twenty-four hours allowed by Rule 2 (d) for clearance of customs.

**Rule 12.**—When both cars and tracks are owned by the same private party, no car service tolls shall be charged.

**Rule 13.**—The delivery of cars to private tracks shall be considered to have been made when such cars have been properly placed on the tracks designated or when they would have been so placed but for some condition for which the shipper or consignee is responsible. If cars cannot be so placed the railway company holding them shall so notify the consignee, in order that he may have the opportunity of designating some other siding on which he is willing to load or unload, if he so desires.

#### Re-Placing.

**Rule 14.**—If, after placing, cars are ordered to another siding on the same road, at the same station, to complete loading or unloading by the same shipper or consignee, the free time shall be computed from the original placing, less the time occupied in replacing the car.

**Rule 15.**—If, after arrival at destination, a car is reconsigned under switching arrangements, the original consignee alone shall have twenty-four hours in which to give orders for special placing or delivery; and he shall pay one dollar per day, or any part thereof, for all time in excess of the twenty-four hours, so that the final free time of forty-eight hours, or seventy-two hours, as the case may be (authorized by Rule 2), shall still remain to the party who accepts delivery.

#### Congested Sidings.

**Rule 16.**—If an authorized employe upon a railway which performs switching services gives notice that such railway is unable to receive cars for private sidings, owing to conditions for which the shippers or consignees are responsible, then any other railway company having cars for such consignees shall so advise them, and the car service toll shall be charged until the cars on such private sidings have been unloaded or loaded, as the case may be, or until such sidings have been otherwise cleared.

#### Cars Waiting "Orders."

**Rule 17.**—Cars held for transit for inspection, grading, cleaning, bagging,

completion or change of load, or change of destination, under a through rate from the original shipping point to the final destination, with or without a stop-over charge, and detained over the time allowed for such purpose in the published tariffs, shall be subject to the car service toll. If such shipments are transferred to other cars, the car service tolls shall follow on the cars to which transfer is made.

#### Logging or Industrial Roads.

**Rule 18.**—Manufacturers, lumbermen, miners, contractors or others, who have their own tracks and motive power and handle cars for themselves or other parties, shall be charged car service tolls on all cars delivered to them from the time placed upon the interchange tracks until returned thereto, after allowance has been made for the time necessary for them to do the switching (not to exceed twenty-four hours), and for the free time authorized by rule 2.



R. J. Younge, Toronto.

New Sales Manager of The Canadian Rubber Co.

#### Miscellaneous.

**Rule 19.**—Cars shall not be held back for the purpose of evading these rules. Loaded cars held back for cause must be reported.

**Rule 20.**—When cars are delayed or refused by consignees because of alleged incorrectness in the railway weights or charges, car service tolls shall not be charged if the railway weights or charges are proved to be incorrect.

**Rule 21.**—If payment of car service tolls properly due be refused, delivery of only the car or cars on which such car service tolls are due shall be withheld, by means of sealing or locking, or by placing where such cars only shall not be accessible.

If the owners or users of private sidings, or the owners of railways referred to in rule 18, refuse to pay any car ser-

vice tolls which may already be due, delivery of cars to such sidings or railways shall be suspended, and deliveries shall be made on the public team tracks until such unsettled car service tolls have been paid.

**Rule 22.**—In this order and the rules therein contained:

(a) The singular includes the plural, and the plural the singular, and the masculine the feminine, as the case may be;

(b) Any reference to a rule by number is to be considered as a reference to that one of the foregoing rules which is so numbered;

(c) The expression "car service toll" means the additional or increased toll authorized by rule 1.

#### RUBBER COMPANY'S NEW MANAGER.

On March 1 Mr. R. J. Younge, secretary of the Canadian Manufacturers' Association, severed his connection with that body to assume the duties of sales manager of the Canadian Rubber Company, Montreal. During Mr. Younge's incumbency of the former office the C. M. A. has made great progress till now it includes in its membership a majority of the manufacturers of Canada. Its present influential position is in a large manner attributable to his fine organizing ability and energetic work.

In joining the staff of the Canadian Rubber Company Mr. Younge has taken up a line of work in which his good qualities will have ample scope for play. His enterprising methods and power of initiative should make the sales of these goods increase like the membership of the manufacturers' association. Mr. Younge's friends in the business world will be glad to hear of his progress.

#### HARDWARE MAN APPRECIATED.

In the municipal elections held at Charlottetown, P.E.I., on the 14th ult., Mr. Benj. Rogers, jr., secretary-treasurer of the Rogers Hardware Company, Limited, was elected councillor, heading the poll in Ward 5, the largest and most influential ward in the c.ty. Mr. Rogers secured 88 votes more than his nearest competitor.

#### ORDERS BY TELEPHONE.

A store in Chicago is going after business by telephone. The following notice was displayed prominently in one of their advertisements recently:

"With your permission we'll be glad to enter your name on our list of patrons who desire to be called at stated intervals for orders.

"It's a service that's of particular convenience. Saves you not only the expense of the telephone calls, but saves you the trouble of calling us as well.

"We'll call you as often as you like, take your order for goods carefully, fill the orders promptly and deliver at once.

"The convenience of this offer should appeal to every patron. It's another advance step in our effort to provide the very best service in the land. What's your number?"



# CANADA'S WATER POWER

## Works at Fort Frances.

**E**NORMOUS power development is being pushed to completion at Fort Frances, a view of which is given on this page. The big dam, in course of construction for some time, is progressing rapidly. It is expected that by Spring large coffer-dams will have been completed and work on the power house and pulp mill commenced. It has been stated by Mr. A. W. Backus, president of the company, that in addition to power house and pulp mill a large saw mill will be erected at Fort Frances. Already machinery has been installed for the cement works, which when completed will give employment to over 300

from the village of Chippewa, and to construct a canal six miles to a point under the Niagara escarpment near the township line between the townships of Stamford and Thorold in the county of Welland. The citizens of Toronto and other places will no doubt be glad to hear of competing lines supplying power to their respective cities. In developing this power more of the water at present flowing over Niagara will be utilized.

## Preserving Niagara.

In the February Outlook Chas. M. Dow, president of the State Reservation at Niagara Falls, N.Y., published an article of interest to both Canada and the

the time of their annual convention slips were given out containing information relating to the hydraulic power plant of the Electrical Development Co. of Ontario. They showed that the area unwatered by the coffer-dam was 11 acres, length of coffer-dam 2,200 feet, length of overflow dam 736 feet, maximum width overflow dam 33 ft. 3 in.; calculated level of water in forebay, ele. 529.5; diameter of inlet pipes or penstocks, 10 ft. 6 in.; wheel pit, 416 feet long, 22 feet wide and ele. of bottom, 388.; effective head on wheels, 135 ft.; capacity of electric cranes, 25 and 80 tons respectively; diameter of draft tubes, 9 ft.; branch tail race tunnels, length,



Falls at Fort Frances, on Rainy River, New Ontario.

men. With water power assured, which is expected to be ready for delivery in August next, there is no doubt that a large number of industries will follow and place this town amongst the leading Canadian manufacturing centres.

## Another Power Company.

The Niagara-Welland Power Co., whose object is to transmit power in Western Ontario and as far as Toronto, have taken active steps to prosecute their enterprise. The company propose to tap the Welland River at a point  $4\frac{1}{2}$  miles

United States. He states the various conditions under which power is being at present developed, and the amount of same, by the different companies. He calculates that at present the authorized diversion of the waters of Niagara for power purposes totals 60,000 cubic feet per second, and makes an appeal to all lovers of Niagara to take an active interest in the direction of preventing any further utilization of the Niagara waters for power purposes.

During the visit to Niagara of the Canadian Society of Civil Engineers at

1,040 feet; main tail race tunnel, from intersection of branch tunnels to outlet behind falls, 1,900 feet; main tail race tunnel is of Horseshoe section,  $26\frac{1}{2}$  feet high and 23 feet wide; main tail race tunnel, area of water way, 452 sq. ft.; main tail race tunnel, calculated velocity of water, 26 ft. per second; 11 turbines 12,500 h.-p. capacity double runners right and left inward and parallel flow, 250 rev. per minute; 11 generators, 8,000 k.w. generate at 12,000 volts stepped up to 60,000 volts for transmission to Toronto; line, 80 miles.



**BUSINESS MEN'S MEETINGS**

Readers are requested to send short reports of all gatherings of business men for insertion in this department or arrange that the secretaries do so

**Advertising Ingersoll.**

Ingersoll Board of Trade held its annual meeting on the 6th inst. Correspondence was read from the C.P.R. in reply to applications for the restoration of cheap Saturday rates. As all lines were abolishing these week-end rates, little hope was given by the railway company. An industrial committee was appointed, whose duty it would be to endeavor to get new industries to locate in the town. Last year \$23 was spent in advertising in trade journals, with satisfactory results, and this year more will be spent. The election of officers resulted as follows: President, George Sutherland; first vice-president, H. J. Hollinrake; second vice-president, W. J. Elliott; secretary, O. F. Robinson; treasurer, H. E. Robinson; council, H. Richardson, A. B. Ord, Geo. Wood, J. E. Boles, S. King, Chas. White, Mayor Boles, W. H. Jones, J. F. Morrey, C. C. L. Wilson.

**Berwick, N.S.**

At the annual meeting of the Berwick, N.S., Board of Trade, held recently, officers were elected as follows: President, W. A. Reed; vice-president, D. C. Crosby; secretary-treasurer, John E. Woodworth; council, in addition to these officers, M. B. Anthony, T. H. Morse, L. A. Forrest, G. H. Oxley, H. C. Marsters, A. S. Magee, N. W. Keddy, S. H. Nichols, C. E. Parker, J. W. Hutchinson. Mr. T. H. Morse referred to and described a device for use in smoothing streets after rain.

**Digby, N. S.**

The Board of Trade of Digby, N.S., held its annual meeting recently, and after reviewing the past year's work and making plans for the ensuing year, elected the following officers: President, H. L. Dennison; vice-president, F. M. Steadman; secretary-treasurer, C. Jameson; council, Dr. Jones, E. F. L. Jenner, O. S. Dunham, H. Anderson, F. W. Nichols, J. L. Peters, T. E. G. Lynch, H. B. Short, Dr. E. Du Vernet. Dr. L. H. Morse and A. Turnbull were appointed auditors.

**Kinistino, Sask.**

Kinistino, Sask., merchants met recently and organized a board of trade. E. H. Devline was elected president, W. Mahoney vice-president, W. J. Lyle secretary, and W. F. Cady treasurer. The new board will write to the C.N.R. asking that the construction department be allowed to bring in freight to the town, as they are handicapped for want of a freight service. They will also seek to have their district incorporated into a judicial district, as at present all court is held at Prince Albert, and frequently the cost of getting there and back exceeds the amount involved.

**Kentville, N. S.**

The 13th annual meeting of the Kentville, N.S., Board of Trade was held in the Court House there. During the year thirty-five new members were added to the list. A progressive policy for the ensuing year was outlined by the board,

and the following officers were elected: President, G. E. Calkin; vice-president, D. J. Murphy; secretary-treasurer, F. C. Rand; auditors, B. Roscoe and S. L. Cross; council, W. P. Schaffner, H. D. Burns, W. E. Porter, C. O. Allen, R. C. Dickie, H. M. Bain, A. E. Calkin, J. W. Ryan, jr.

**Preferential Tariff Resolutions.**

The council of the Ottawa Board of Trade met recently and organized for the year. Mr. Andrew Holland submitted resolutions regarding the preferential tariff and the conservation of the power of Niagara Falls. The final clause of the preferential tariff resolution read: "Resolved, that in the opinion of this board, Parliament should, at its next session, amend the preference clause of the tariff so that it shall apply only to goods imported through Canadian ports, and which are products of such countries as extend a preference to the exports of Canada." The Niagara resolution treated of the necessity of the Federal and Provincial Governments retaining as far as possible all rights and privileges held as a country over Niagara Falls and other power points along the international boundary. The board decided to extend an invitation to Prof. McLennan, of Toronto University, to visit Ottawa and give an address on the metric system of weights and measurements. The election of officers resulted as follows: President, D. Murphy; first vice-president, J. W. Woods; second vice-president, P. Whelan; treasurer, C. A. Douglas.

**Saskatoon, Sask.**

One hundred members were present at the annual meeting of the Saskatoon Board of Trade, and an aggressive policy of development was inaugurated for the ensuing year. Officers were elected as follows: President, F. R. Oliver; vice-president, F. E. Harrison; secretary, F. M. Brown; treasurer, A. E. Young.

**Bear River, Ont.**

The annual meeting of the Bear River Board of Trade elected the following officers for the ensuing year: President, W. W. Clarke; vice-president, C. H. Purdy; secretary-treasurer, W. E. Read. The same council as last year was elected with the addition of W. G. Clarke and James H. Purdy.

**North Sydney, N.S.**

At the annual meeting of the North Sydney Board of Trade the following officers were elected: President, Hon. J. N. Armstrong; vice-president, E. J. McCullough; secretary-treasurer, J. W. Mann; members of the executive, J. P. Brennan, Robert Musgrave, J. W. Ingraham, F. L. Kelly, J. C. Robertson, C. W. Lovett, J. J. Dooley.

**New Westminster's Advertising.**

At the annual meeting of the New Westminster Board of Trade the following were elected officers for the ensuing year: President, D. S. Curtis; vice-president, F. R. Glover; secretary, A. E. White. The possibility of the Dominion Exhibition in New Westminster was discussed, and also the pure bred stock show, which is to be held there this year. The advertising committee reported on the beneficial results that had been obtained from advertising in trade newspapers. Many people were attracted as a result of this work, and the chairman made further suggestions along similar lines for 1906.

**CATALOGUES AND BOOKLETS**

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

**Illustrated Post Card.**

The Metallic Roofing Company, Toronto, are drawing attention to their fire-proof glass windows and doors, with hollow sashes and frames, by sending the trade an illustrated post card.

**Spring Balances and Scales.**

Sargent & Company, New Haven, Conn., and 149-153 Leonard street, New York, have issued a 60-page illustrated catalogue of spring balances and scales and a display card in colors relating to their line of steel squares. Mention this paper.

**Fold-Over Invoices.**

The Rolla L. Crain Co., Ottawa, have gotten out a miniature reproduction of their fold-over invoice forms and will supply them on request to any reader of this paper. Another interesting folder describes their stock loose leaf ledgers, and it will be valuable to any merchant desiring to improve his system of bookkeeping.

**A Hunting Scene.**

The 1906 calendar of the Oneida Community, Niagara Falls, is very attractive. A young lady is shown, with two English setters, making her way through a pine wood in search of game. The painting is done in colors. One variety of the steel traps for which this company is famous, encircles the painting.

**Handsome Calendar.**

Thomas Pink, manufacturer of lumbering and driving tools, Pembroke, has sent Hardware and Metal one of the best calendars that has come to hand this year. It is after an oil painting by the late E. J. Niemann, "On the Medway," and in color and general effect is very realistic. A barque and two or three small craft are seen coming in from the open sea, and on the other side of the estuary can be traced the outlines of two cities against the sky-line. Buyers of Pink tools can secure a copy by mentioning this paper, if the demand is not too great for the supply.

**Brushes and Woodenware.**

United Factories, Toronto, have issued a catalogue and price list of Boeckh's household brushes and brooms, and Cane's woodenware and sundries. It contains nearly one hundred pages and is very complete in every detail. Over forty different designs in brushes, dust-ers and brooms are shown, with several kinds in each design. Woodenware occupies considerable space in the catalogue and covers pretty well every domestic and dairy article made from wood. There is also a considerable showing of special kitchenware articles in the way of self-wringing mops, clothes horses and racks, ironing boards, etc. A large assortment of baskets, both wire woven and wooden, for garden and warehouse use are included, and altogether the complete. Say you saw the notice in this paper.



## THE CLERK'S COLUMN

### GOOD BUSINESS DEPARTMENT.

An inspiring series of addresses on business subjects is just now being delivered at the Montreal Y.M.C.A., and many ambitious clerks are taking advantage of the good advice which is there given by some of the leading men of the city.

One of the best of these was a talk delivered recently by Mr. Abner Kingman on the subject of "The Commercial Value of Good Business Department."

Mr. Kingman spoke very strongly against the bribe and treating habit, which is now very common in life. An employe who accepts a bribe robs his employer, and the salesman who resorts to the treating habit to secure any part of his custom is a disadvantage rather than a benefit to the house which employs him.

Good business department is exemplified by the union of good address, politeness, and unassailable character. It is not always the good appearance of a man that makes him succeed. It is more essential that he be polite and trustworthy. Good business department is one of the greatest factors in commercial life.

Governments recognize the enormous advantages accruing from politeness, and in their diplomatic negotiations are careful to employ only those men who have an engaging and polite manner. Some men there are, certainly, who attempt to benefit by their natural advantage in this respect, by working confidence games. These men are to be discouraged, but it must not be supposed that, because this species of grafter is eminently polite, other and well-disposed young men should not be polite also.

### ITEMS OF INTEREST.

Mrs. Clara Smith, of Thomaston, Conn., has invented an auger that will bore a square hole. Carpenters say there is a fortune in it.

A consular report announces that while Germany still controls the cutlery trade in British India, recent orders to Sheffield, England, manufacturers from New Zealand, Australia and South Africa, indicate that the tide is turning. The invasion of these English possessions by Teutonic manufacturers indicates the wonderful aggressiveness of the present German generation.

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited,  
HAMILTON, ONT



Do You  
Sell  
Paint?

**YOU** want the best paint to sell and the paint that sells best. *Sherwin-Williams Paint, Prepared*, is both—and for that reason there is no better paint for you and your trade. *S. W. P.* is made of the purest materials and with the greatest care in manufacture. It gives longest wear and satisfaction always. Behind it is forty years of honest paint making.

We have a strong proposition for you. You will find it worth while to put up our agency sign. Do you want to know why?—then write.

 **THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre Street,  
Montreal. Warehouses: 86 York Street, Toronto;  
147 Bannatyne Street, E., Winnipeg. 1659

A merchant may leave his money in the hands of the man who owes him for goods. The debtor gets the use of it. He may keep it idle in the bank. The banker loans it out and gets interest for it. Or he may use it in discounting his bills. In that case the actual owner—the merchant himself—has set it to work in his own interest instead of that of some one else.

Hoes and spades used in Paraguay go mainly from England, and are preferred to the American because of their greater durability. The soil being sandy, it is said that the blades of the hoes and spades and the plowshares are worn away very rapidly. The natives seem to have learned that extreme lightness and cheapness do not pay in the long run and are sticking to the use of the English implements.

The wire nails sold in Japan come mostly from Germany, although in the past American nails were in the majority. The speculation by the Japanese on the future prices of nails operates somewhat against the American product as they seldom calculate on the market over two months ahead. Shipments from America via Suez take about three months by tramp freighters, and from

Hamburg or Liverpool about two months. The price quotations would therefore have to be quite favorable to offset the advantages obtained because of this difference in time of delivery.

A new floor spring hinge has been put on the market. The box containing the working parts is adapted to fit into one and three-quarter inch double floor. Although it is necessary to cut into the floor to set the hinge, this operation can be performed without serious difficulty, and the added advantage is obtained of having the working parts of the hinge covered and protected from dirt and moisture by a top plate flush with the surface of the floor. The hinge is operated by a strong compression spring, the tension of which can be adjusted by removing the top plate without the necessity of removing door or hinge. Another advantage is a loose top pivot which, by an ingenious arrangement, permits of the releasing of the door without disturbing the hinge or its tension. The smooth, noiseless action of the hinge is insured by a ball-bearing feature.



# GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

## ESSENTIAL TO SUCCESSFUL ADVERTISING

### 1. Must be Well Written.

A good deal has been said and written about preparing advertisements, but to the retailer, in the small town especially, looks and addresses do not always appeal. When the capital is small the methods are necessarily small. It is principally to the merchant of small capital, therefore, that these remarks will be addressed.

You are not going to spend much money on advertising because you have not got it to spend, and you are going to be solicitous about results. Also you have no time to look into "reason why" styles except that you hope to develop along this line by persistent practice.

Any person who has a knowledge of the English language can write, though there are a number of people who write without that knowledge. The number of words necessary for everyday conversation has been placed at 3,000. Ostensibly this means plain language, but the number or size of words is never as important as the way the words are formed into clauses, then into sentences. And clarity of statement is so essential to a successful interpretation of an advertisement that it is well worth some study. By "study" I do not mean the perusing of books or the probing into theories, but simply working with a consciousness of weakness, holding to the task with the conviction that "anything will not do."

If you can, in your store, convince people that your goods are meritorious, you can convince them of the same thing through the press and reach an infinitely larger number of people. It is a matter of presenting what you have for sale in the best light.

### 2. Must Be Well Set.

The value of artistic typography has been both over-estimated and under-estimated. The writer who goes to the trouble of marking type names all over his copy puts too high an estimate on typography, and the writer who never asks to see a proof puts too low an estimate on it.

A good deal can be entrusted to the average compositor. He knows more about type and display than the average ad writer. When a writer has served his time in the composing room and made good use of the knowledge gained he is able to talk authoritatively.

But the real trouble arises not so much from leaving the choice of type to the compositor, but from leaving everything to him. Perhaps he gets a piece of wrapping paper on which is scrawled some names, some prices and general statements. The compositor has first to size the copy up, next to make it out, and last to display it advantageously.

Now, the fact is an ad writer can map out his advertisement as he wants it to appear in print. When he does this he

gives the compositor a good chance to select suitable type faces and to devote his talent towards getting balance, chasteness, etc.

Advertisements in manuscript look a hundred per cent. better when written within a ruled space. The edge of the paper is clear and the rudiments of a design is suggested. It does not matter what size of an advertisement you are going to write, rule off a space with your lead pencil (larger than the space you are going to have in the paper because your writing will "spread" more than type) and write within that space. Of course, when the compositor is helped in this way, and the particulars are legibly written, a proof is not absolutely necessary.

### 3. Must Have an Individuality.

Make your advertisements distinctive. Do not take too much notice of what competitors are saying, for then their expressions are apt to get intermixed with your own. It would be impossible for me to suggest to you ideas that would be individuality. The moment they left me they would cease to have an individuality. I cannot talk through you and neither can you talk through your clerk. But a theme satisfactory to you can be taken up by a clerk and it is surprising how much of your individuality can be wrapt around it.

You never take much notice of how other merchants talk to customers. Each merchant has his own way. Why shouldn't it be the same when it comes to advertising in a newspaper? If you approach your patrons in an off-hand way in the store adopt an off-hand style of writing. If you employ clear-cut business tactics as a store salesman let the same characterize your advertisements, and so on.

From having seen some half dozen of their advertisements I believe I could select certain merchants' announcements even if their names were not on them. Nothing but the individuality of the advertiser pervading his writings could enable me to do that. It is because writers select first one style and then another that their advertisements are robbed of impressive characteristics. And it is because other merchants choose to be themselves always that the people entrust their confidence to them.

### 4. Must Agree With Store Policy.

There is a great tendency in modern-day publicity to misrepresent goods. It grows upon a writer to exaggerate virtues and gild weaknesses. But while plausible statements read nicely, truthful statements usually get the business. By being moderate in your newspaper enunciations you keep in better touch with your store—maintain harmony between your outdoor and indoor policies, as it were. Did you ever notice how certain goods have been advertised with

tremendous enthusiasm and how the clerk who sold them was lifeless? The enthusiasm of the advertising was not misplaced, but some of it might have been engendered into the clerk.

It is absolutely necessary that salesmen should follow the wording of the advertisement to the letter. I have gone into a store where a clerk has confessed he didn't know certain goods were being advertised at a certain price. Imagine the amount of business such a clerk would personally gather in!

### 5. Must Follow Up Systematically.

That sounds like mail-order house phraseology, doesn't it? But by "follow up" I mean that you should form some estimate of sales made from advertising and should always be preparing to push another line of goods "next week."

What you will principally be governed by is season, and while this somewhat limits your scope, you can accomplish a lot by being timely. The moment it is opportune, advertise certain lines, then pass on to others. Articles that sell at a very low price, and sell quite frequently, will not have to be advertised to any great extent unless your competitor makes some move.

If you are announcing a special sale through the papers you can form some estimate of what the announcements did for you by looking into the orders. If you think the patronage extended to you was not representative, then it is time to get out a circular.

You cannot perfect your advertising policy, but you can and ought to know if you are appealing to the people by way of "needs," if you are presenting your case in the best light, and, most important of all, if you are gradually but surely building up a permanent list of customers.

A. A. B.

## ADVERTISING HINTS.

Use few words, they are more likely to be seen and read.

Advertise the things you cannot sell readily, as well as those you can.

See that your advertising matter gets into the right hands. It often does not.

Don't be funny in print without consulting an expert. Originality can be purchased.

Don't boom an article that you know to be meritless—unless it's the only article you handle.

Don't sweat the cost of your advertising out of the quality of your goods, the public will find it out.

Persistence is the keynote of success in advertising. It's an investment of capital, so don't invest it all at once.

Avoid the too frequent use of superlatives such as "the largest sale in the world," "cheapest," etc. These are commonplace and do not carry conviction.



## STOVES AND TINWARE

### AMERICA'S FIRST TIN SMELTER.

A complete tin smelter has been in active operation at Seattle for the past three months, an experiment proving highly satisfactory, and as a consequence a much larger and better equipped tin smelter is now being planned. John Schram, one of the promoters, has on exhibition in the trust company's offices several bars of new tin that came from the smelter, and it is worth noting that this is the first sample of tin ever refined in the United States. All of the refined tin used in the past has been imported from England, simply because, up to the discoveries in Alaska, tin has not been found in paying quantities anywhere in Uncle Sam's domains.

The tin in question came from the tin mines at Teller, where it is said there is an unlimited quantity of ore in sight now. Fully 150 tons of tin ore, running about 12 per cent. metal, was recently taken to Seattle for experimental work. The plans of the owners of the mine embrace a plant at Teller, where the ore will be reduced to concentrates, which will be about 60 per cent. tin. This will greatly reduce the cost of shipping the product from Teller to Seattle, where it will be run through the smelter and given to the world as refined tin.

Mr. Schram says he has seen enough to convince him that there is a great future for Alaska tin.

### SELL FIRST-CLASS GOODS ONLY.

Every stove merchant knows — or should know, says an exchange — the advantages of selling first-class goods. Except when the customer will have nothing else he should not be sold a "cheap" cook stove, range or heater. It is not economy and there is no satisfaction to the seller in the sale for complaints are likely to be heard from the stove very soon. Talk quality on stoves. A stove is not like a woman's hat. It lasts more than a season. A good range will last almost indefinitely, and will cause but little bother to the owner, but a poor one is a constant source of trouble. The only place that a retailer needs to sell a cheap stove—usually—is when he has to compete with the retail catalogue house. Then he may have to order a "tissue paper" range or a tin heater, but even when he does this he should impress thoroughly on the buyer's mind that he cannot guarantee such a stove.

### SIDE WALL REGISTERS.

The demand for heating registers has been very good throughout the Winter, and still continues. The Jones Register Company, of Toronto, manufacturers of the Jones side wall register, have been very busy, and at times found it difficult to keep up with orders. Their register, with its heat deflector and special ventilator, has many points of merit, and has proved to be very popular with furnace men and builders. The

oxidized pressed steel fronts present a very nice appearance, and for downstairs rooms, especially, have been largely used.

### A NEW FUEL.

Experiments have been made recently in Germany in peat and coal mixed for fuel in a brickyard. An excellent, heavy blue clay was used, which, according to its chemical composition, was considered to be suitable for the manufacturer of hard-clay bricks which are used in that country to pave roads. All efforts to manufacture such bricks from that clay proved unsuccessful until the proprietor of a certain yard followed the advice of a friend and used for fuel a mixture of one part of peat and ten parts of coal. The result was surprising. Instead of the light red brick which had been produced formerly, a hard and brown brick was obtained. The experiments were repeated and the fuel was mixed in various proportions, until at last, with a mixture of equal parts of peat and coal, a first-class brick was produced.

The cause of this very surprising result is theoretically evident at once. Peat, which contains much tar, has a very large and long flame of gas, which intensifies the burning of the coal, leaving the smallest possible amount of ashes and slag, and hence a much greater heat. Again, the spaces between the bricks, as they are piled up the kiln in order to be backed, will be more thoroughly heated by the long flames, and the lower, as well as the upper layers of the bricks will also be baked more evenly. It is claimed that, besides the advantages mentioned, this mixture of the fuel will prove to be very cheap in all countries where peat is found, and that it can be profitably used under steam boilers in locomotives, etc., as the good quality of peat leaves only 1½ to 2 per cent. ashes, and the coal being almost completely consumed in this combination, will leave but little refuse or slag.

### KITCHEN UTENSILS IN CHINA.

Special Agent Crist, representing the American consular department in China, writes of the use of enameled kitchen utensils in that country. He announces that the market is controlled by Austrian manufacturers and that in 1904 approximately \$10,500 worth of enameled ware utensils were imported for use. Very little of the American product finds its way into China, but the agent believes it can be introduced in competition with the European enameled ware without question. A member of a Chinese firm which is undertaking to sell the American enameled goods, believes there is a fertile field in Northern China. Plain ware has the largest sale. The articles most in use are plain wash basins, blue outside and white inside. Blue enameled tea kettles ranging in capacity from one to three quarts are good sellers.

### AFRICAN TIN DISCOVERY.

The Kolnische Zeitung states that large deposits of tin have been discovered on the frontier of British Nigeria and in the Cameroons. Mr. Taylor, of the British Nigeria Company, has obtained sixty mining permits from the German Government, and the newly formed Cameroons Mining Company has pegged out all the free land adjoining, so that mining operations will soon be in full progress.

### TIN USERS PROTEST.

The various Montreal interests consuming tin, terne, Canada and black plates, plain and galvanized sheets, and steel sheets for enamelled ware and electrical machinery, were represented at a meeting held last Monday in the St. Lawrence Hall. The object of the meeting was to secure concerted action in protesting against the proposed imposition of a 33 1-3 per cent. duty on tin plate and other sheet metals. The greatest unanimity was displayed, and a committee was formed to organize an influential delegation to wait on Hon. Mr. Fielding and his colleagues at an early date, and lay their views before him.

Among those present were Mr. L. A. Rivet, M.P. for Hochelaga, and Mr. C. H. Parmelee, M.P. for Shefford, both of whom expressed their hearty sympathy with the movement.

The following gentlemen attended the meeting: F. Walker, of Imperial Syrup Co., British Columbia; H. W. Aird, Canada Paint Co.; W. H. Gerke, of Martin Senour & Co.; A. R. Whittall, can manufacturer; J. H. Davidson, T. C. Davidson, of Thos. Davidson Mfg. Co.; W. E. Ramsay, of Pedlar People; W. Jack, of Watson, Jack & Co.; J. B. Campbell, of Acme Can Works; A. A. Brown, of McClary Mfg. Co.; F. Martineau, hardware; F. C. LaRiviere, of Amiot Lecours & LaRiviere; L. A. Rivet, M.P. for Hochelaga; A. Ramsay, of A. Ramsay & Son Co.; J. Leblanc, of Marotte, Leblanc & Co.; A. A. Lapiedre, manufacturer; E. Bouthillier, of J. Lamoureux & Co.; E. Goodwill; C. H. Parmelee, M.P. for Shefford; Ald. W. J. White, T. S. Bertrand, of Colonial Fluid Beef & Specialty Co.

### STOVE ITEMS.

The Pease Foundry Company have secured the contract to instal a heating and ventilating system in the Arthur high school.

Wintry days provide good opportunities for stove demonstrations, as people cannot loaf outside the store. The farmer and his wife will be glad of a place to spend a few minutes in comfort watching a stove (and a cook) in action. In warm weather there is no temptation to go inside the heated store. They also have more time now than they will have later.

Every dealer should be able to talk intelligently when a man comes in to ask you what is the best kind of a furnace for a certain kind of house. Possibly hot air will be best, or possibly hot water, or possibly a combination. You should be able to tell a man which one and why. The time to talk furnace to a man is when he is planning a new house or store.



# The First Royal Message To Dealers

When you want to get a really good stove—one for yourself—you go to the **right** house, don't you, MR. DEALER?

Why not do the same for your customers? They will pay the price if you can show them the value. But you must be sure about the value.

Now, we are going to introduce you to that Royal Family of Stoves known as

**Royal Cook      Royal Consort**  
**Royal Champion      Royal Palace**  
**Royal Corona**

and in succeeding issues we will tell you something about "stove value"—mighty interesting stuff to the dealer who has his customers' interests at heart as well as his own.

We will tell you about Features, about Rightly Gauged Prices, and many other things. If you will send us a post card, we will by return mail, send you a Royal Booklet—about Canada's Best Stoves.

**CANADA STOVE WORKS,      =      =      Harriston, Ont.**



## "Samson" Railroad or Delivery Can

**WITH SEAMLESS OR BELL  
COVER MADE UP**

Made in 6, 8, 10 or 12 gallon  
sizes.

Is always supplied with "Samson" seamless  
bottom, seamless cover, seamless neck and  
breast and "D" side handles.



## "Samson" Railroad or Delivery Can Trimmings

A set consists of cover, seamless  
neck and breast, pair of "D"  
side handles and "Samson"  
seamless bottom.

Any size can be made by making bottom  
deeper.

These trimmings make the best can on the  
Canadian market.

**PROMPT SHIPMENT**

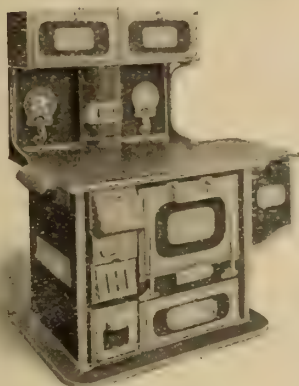
**The McClary Manufacturing Co.**

LONDON.      TORONTO.      MONTREAL.      WINNIPEG.      VANCOUVER.      ST. JOHN, N.B.      HAMILTON

"Everything for the Tinsmith."



## HESITATION



is what has lost many men and many opportunities, and what is to-day losing many Range sales for the Hardware and Stove Dealers of Ontario. Why not open your eyes to the fact that the range peddlers are selling ranges all around you, getting the "Cream" of your Range trade?

### The Joy Malleable and Steel Range

is made purposely for **YOU**. With "The Joy" on your floor the battle is half won, with **THE JOY** on your wagon, you have them on the run. Order a sample to-day of the only Malleable and Steel Range made in Canada for the trade.

**Joy Mfg. Co.**

32 William Ave.

...Toronto

## DEMAND RAPIDLY GROWING



That

### The Empire Queen Range

is well thought of is conclusively proven by a letter we received from Hartman Bros., Hardware Merchants, Midland—This is the letter:

MIDLAND, FEBRUARY 9, 1905.

THE CANADIAN HEATING & VENTILATING CO., LIMITED

Gentlemen,—In handling The Empire Queen Range, this last year, we find it a very quick stove to sell. It is giving good satisfaction to all whom we have sold to, and the demand for them is rapidly growing. Although we handle other makes we find The Empire Queen is taking the lead.

Yours truly, HARTMAN BROS., Hardware Merchants, Midland.

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

It's easier to sell  
a quality range  
than seems  
probable——

**N**EVER a dealer sees the best range we build but agrees it's the best anybody builds, dollar for dollar of value.

But some dealers say it's **too** good for their trade. The fact that they are wrong doesn't begin to count until some other fellow shows them **he** can sell quality to the very same trade.

The  
**Imperial Oxford**  
IS.  
a Quality Range

**B**UT selling a good range is just as easy for the good salesman as selling a pretty good range. A home buys maybe one range in ten years—maybe one in a lifetime, if the right range is bought. Do you suppose a woman will let a very few dollars difference head her off from an Imperial Oxford—once she really understands what it is?

We know she **won't**—and we have shown a lot of dealers how to make sure she won't—our selling help system does that.

Don't you want to know about  
that system yourself—just for  
curiosity, say, ——— Now ■

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Hot Water and Steam Boilers and Radiators, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

**The Gurney Foundry Company**  
Limited

Toronto

Winnipeg

Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.  
The Gurney Standard Metal Co., Limited, Calgary, Alta.



# HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN

The MacLean Publishing Co.  
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL. - - - - - 232 McGill Street  
Telephone Main 1255  
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Telephones Main 2701 and 2702  
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Subscription, Canada and United States, \$2.00  
Great Britain and elsewhere - - - 12s

Published every Saturday.

Cable Address { Adscript, London  
{ Adscript, Canada

## NEW ADVERTISEMENTS.

Canada Stove Works, Harriston, Ont.  
Nicholson File Co., Port Hope, Ont  
Pilkington Bros., Winnipeg, Man.  
Waggoner Ladder Co., London, Ont.

## SHOULD HARDWARE DEALERS ORGANIZE?

For several months past Hardware and Metal has been urging the necessity of an organization of retail hardwaremen in Ontario and drawing attention to the success of the associations in Western Canada and the United States in overcoming evils similar to those which exist in this province to the detriment of the trade.

There was organized several years ago a hardware section of the Retail Merchants' Association, the president being Mr. E. R. Rogers, of Toronto Junction, but as this organization has shown no signs of life and the benefits derived by the trade from its existence seem to have been nil, this paper, after securing the advice of President Rogers and other officers of the dormant body, urged Ontario hardwaremen to organize a new association rather than reorganize the old section. A speaker at the hardware dealers' convention in Winnipeg a fortnight ago criticized this advice, but from no other quarter has any objection been made.

Hardware and Metal has no ulterior interests to serve and is concerned solely in the success of the retail trade, upon which rests the success of both jobber and manufacturer. If the retail hardwaremen, after they organize, desire to affiliate with the retail merchants of Canada as a parent body, well

and good, but the first consideration is the work of organization—a work which seems to be left to others by the officers of the body referred to.

The necessity of an organization is self-evident. Only this week a correspondent of Hardware and Metal stated that a dealer in a Western Ontario town was selling all sizes of nails for \$2 per hundred and barb wire for \$2.40 per hundred pounds. "This," he said, "spoils the trade and cuts off the profits. No customer thanks us for it and the dealer is the loser in every way."

Some weeks ago we suggested that a preliminary convention be held on Good Friday (April 13) and a provisional committee be chosen to push the work of organization during the summer, a general convention being held on Labor Day or, more preferably, Thanksgiving Day.

The letter from Mr. A. W. Humphries, Parkhill, on another page, is a call to action. How many will respond? Already W. A. Matthews, of Ross & Matthews, Cannington; John Purvis, of Purvis Bros., Sudbury; George H. McGee, Fenelon Falls; J. Walton Peart, of the St. Marys Hardware Company, St. Marys; S. J. Greer, Toronto; T. N. Dunn, Ingersoll, besides Mr. Humphries have signified their desire to help in organizing an association. How many will respond to Mr. Humphries' call?

If Mr. Humphries and other reputable hardware merchants issue a call for a convention in Toronto on Good Friday how many will agree to attend such a gathering?

Hardware and Metal offers the use of its columns to correspondents who desire to discuss any phase of the subject of trade organization. If the trade is alive to its own necessities there will be a dozen or more letters published in our columns every week during the coming month, and there will be one or two hundred dealers get together on Good Friday.

But is the trade in Ontario alive to the necessity of organization? That's a question that remains to be answered and each dealer must speak for himself. Who will speak first?

## COMPETITION STILL OPEN.

As announced on page 72 the date for closing our competition for articles and drawings of store interiors and describing the arrangement of hardware store fixtures has been extended from March 1 to March 12.

This allows ample time for intending

competitors to send in their ideas on this important subject. The prize is merely a nominal one compared with the honor to be gained by being recognized as an authority on the arrangement of fixtures and interior hardware store display.

Let every dealer and clerk who takes a pride in his store and every one who has given any thought to this subject send in a short article for this competition.

## THE CANADIAN SHOVEL TRADE.

Owing to the tremendous amount of railway building, power development and other construction work now being carried on in Canada, a great demand for shovels has sprung up. Of course this affects the retail hardware trade only very slightly, and even the wholesale dealers do not feel the impetus of this trade to any appreciable extent, as the large contractors generally buy special lines which are not stocked in any great quantity by the jobbing houses.

As is well known, two shovel manufacturers have recently entered the market in opposition to the one concern which had previously controlled the Canadian trade, the only lines in which they do not practically monopolize the business being in miners' shovels.

It is in the latter line that English Canada. Especially in the mines of Nova Scotia and other eastern points, shovels of Old Country make are enjoying a supremacy, owing largely to convenience of delivery.

But in other branches of the trade British and foreign manufacturers find themselves effectually locked out. They cannot deal direct with the large contractors, as these generally demand immediate deliveries, which, in the present congested state of the English mills, are impossible. Although a very determined effort has been fairly made to sell the wholesale houses, no headway has been made, the jobbers claiming the English goods to be too heavy to suit the Canadian demand. The rebate on shovels is small and jobbers say the trade is not very profitable. On the other hand the English representatives feel that the jobbers in tying themselves up exclusively to the Canadian manufacturers are not treating them fairly.

It seems that certain of the Canadian shovels are constantly called for, and these are not duplicated by the Old Country firms. Taking advantage of this fact, it is said that some Canadian makers refuse to sell any of their lines to jobbers who do not take a full stock of them.

By this condition at least one manufacturers' agent representing British



shovel manufacturers has been forced to the decision that he must go direct to the retail trade, and he has made all arrangements for carrying a full stock in Montreal. The firms he represents are very busy now, in common with all the British iron and steel manufacturers, so that it is impossible to say just when this departure will be made.

### NO DUTY ON TIN PLATE.

As will be seen by reference to our news columns, a strong effort is now being made on the part of manufacturers and other users of tin plate, to oppose the petition of the Canada Tin Plate & Sheet Steel Co. for a duty of 33 1-3 per cent. on the products which they propose to manufacture. This movement may be a belated one, but it is certainly being undertaken energetically and the facts of the case will be presented to the Government in such a manner that they cannot fail to see the folly of the proposed duty. That some such action should have been taken long ago is admitted on all sides, but the fact is that the interested parties had underestimated the amount of pressure which would be brought to bear on the Government, in support of the claim put forward by the Morrisburg concern.

It is scarcely necessary to review the difficulties which any firm proposing to manufacture these goods in Canada, would have to meet. This subject has been dealt with very fully in previous issues of *Hardware and Metal*, but it might be advisable to once more lay stress upon the argument that this mill will by no means be able to look after the Canadian trade. The requirements for such sheet metals as the Canada Tin Plate & Sheet Steel Co. expect to turn out, are so varied, and the demand for any feasible number of sizes and gauges so limited in this country, that the proposition is, to one acquainted with the conditions, Quixotic. We need only mention, in support of this statement, that there is not a single mill in the Welsh tin districts producing all the various classes of goods required by the Canadian consumers. In fact, one of the leading Montreal importing houses represents no less than six Welsh mills in order to be able to fill the requirements of the Canadian trade. How can it be expected, then, that the Morrisburg plant will be able, with its limited capacity, to cater successfully to this market? We shall say nothing of their more obvious difficulty, that is, the practical impossibility of turning out

goods in a town which is supplied by only one railway and is hundreds of miles from any of the raw materials required in the production of tin plates. Canada plates and the other sheet metals which it is their purpose to manufacture.

Be that as it may, the gentlemen who have been promoting this industry have, by some means or other, been able to gain considerable influence among Government supporters, and have presented a petition which has sufficient backing to insure its consideration at the hands of the Cabinet. Mr. Allison, who is behind the firm, and who first exploited the idea, is a promoter of great imagination, who has been able in the past, to float several companies which have never turned out any goods, and it is strongly suspected by those who are in a position to know the state of the Canadian market, that the present enterprise will be no exception to this rule. None the less, however, there is a danger of the petition for a duty being granted, and under the circumstances no stone should be left unturned by manufacturers, jobbers, retail hardware merchants and tinsmith, all over the country, to defeat this aim.

There are many merchants and manufacturers, in the country, who are disposed to belittle the importance of the Morrisburg concern, and, in consequence, would be quite willing to let events take their course. Hence, there has been little interest manifest in the proposal, by parties who have not been closely in touch with the promotion of the company. But recent developments show that there is, after all, much to be feared unless definite steps are taken to defeat the duty. Only a few days ago, the announcement was made through the daily press, that the Government had granted certain power privileges which the company has for some time been fighting, thus showing that they at least, have the ear of the government, and are a force to be reckoned with.

We understand that a committee has been appointed, to work up a counter petition, which will be presented to the Government at an early date. It is desired that every consumer of these articles should place himself on record as opposed to the duty asked for. An opportunity will be given them to sign this petition, and in the interests of the trade it is to be hoped that this effort will meet with a hearty response from those who desire to keep tin plate,

and the other sheet metals mentioned, within a reasonable price.

### THE MONTREAL BOARD OF TRADE.

The circular issued on February 13th by Mr. Geo. Hadrill, secretary of the Montreal Board of Trade, to the members of that body is one that should cause all merchants to reflect, and stimulate not only the present members of the Board of Trade, but also the commercial interests of that city, to renewed efforts to place the institution on the high plane it is entitled to occupy.

Since 1887 when the membership was 1,362, it has gradually declined (with the exception of the years 1902 and 1903 when there was a slight revival of interest), until it now stands at 976, a decrease of 386 members, or more than 25 per cent., in eighteen years. This heavy decrease, too, occurred during ten years of immense prosperity in all branches of trade and industry.

The present serious state of affairs must appeal to all merchants, manufacturers and exporters, and raise the question in their minds as to the cause for this marked decline. It is admitted that a city of the commercial importance of Montreal should have a Board of Trade whose influence on the trade of the country should be far-reaching and powerful. That the newly elected council of the Board of Trade realize the necessity of checking the decline and reviving the interest in the institution is evidenced by the circular.

One of the most reasonable causes for the decline in membership is undoubtedly the entrance fee, which is one hundred dollars. This is the view that the council have apparently accepted, and it has been decided, in order to increase the membership, that "all lapsed certificates in the possession of the board shall be re-issued at \$35 each, so that, adding the transfer fee of \$5 and \$10 for the current year's membership dues, the total cost to a new member, until said lapsed certificates are all re-issued, for the first year is only \$50, and for succeeding years \$10."

The council hopes through this concession to bring the total membership up to 2,000, and if each member secures but one new member this figure should be easily realized.

Many members of the Board of Trade feel also that the charge of one hundred dollars is far out of proportion to the benefits they receive, as they have no transactions that require them the constant use of the Exchange floor, and their adherence to the board is one based



on the principle of patriotism to the city and port, and they recognize it as a commercial duty to continue their membership.

If the council should decide merely upon an annual subscription of \$10, doing away with the excessively high entrance fee, there is no doubt that the membership could be increased to 3,000 or 4,000. This annual fee of \$10 naturally would not entitle them to operations on the Exchange floor, but in all other respects the full privileges of the board. It is possible, however, that the council's offer as outlined in the above clause of their circular will induce many former members to rejoin and also encourage others to do so.

The Montreal Board of Trade should be in the van in advancing public questions of commercial importance to not only the city, but give expression to all vital questions of the country at large. The holding of the quarterly meetings of the members of the board, which were formerly held, retained the interest of the members and made it a live institution. A revival of these quarterly meetings for the discussion of important public questions and the placing on record of the board's position, would go greatly towards making it an important recognized public institution.

#### FINE NEW QUARTERS.

M. & L. Samuel Benjamin & Co., Toronto, who have been located for a couple of months in temporary quarters in the upper flats of the new building on Front street, (west of Bay) are now in their permanent offices on the ground floor. The new offices are fitted up handsomely in quarter cut oak, and situated as they are in such a central location, convenient to the new Union station, and standing high from the street, it is safe to say no other jobbing house will be in a better position to secure business.

The storage warehouses are located behind the offices and in the basement, the floor space available amounting to upwards of 15,000 square feet. The depth of the warehouses is about 150 feet, the floors being supported by massive pillars of reinforced concrete, the absence of dividing walls giving the storeroom a very large appearance.

Much has been said about mail order competition, but it isn't nearly so fierce as the competition often experienced by two retailers in one town who haven't sense enough to work together instead of fighting.

## SUCCESSFUL JOBBERS AND SALESMEN.

No. 20.

In Quebec Province the predominating element in business as well as in political life, is found in the French-Canadian population. In some parts of the province the English language is not spoken at all, so that wholesale houses have found it necessary to send out travelers speaking both languages to cover the greater part of the province.

Mr. J. O. Lavalee, who represents Frothingham & Workman, Ltd., in a portion of the Eastern Townships, has had a fine training for his present duties. Born at St. Hilaire, his native tongue is French, but his long association with educational and business life in Montreal has given him a perfect command



J. O. Lavalee

Representing Frothingham & Workman, Montreal, in a portion of the Eastern Townships.

of the English language as well. Twenty years ago he came to the Royal City, and, shortly after, entered St. Henri School, from which he graduated to accept a position with the E. Cavanagh Company, hardware dealers, corner of Notre Dame and Seigneur streets. Here Mr. Lavalee was very successful, rising to an important position with the firm. After this experience of seven years in the retail hardware trade, he was given a chance to go on the road for Frothingham & Workman, Ltd., and he has emphatically "made good."

For the past three years Mr. Lavalee has been selling goods in the Eastern Townships, and he is now one of the

most popular men on the road, not only with his customers, but also with his fellow travelers—even those from rival houses.

#### TRAVELERS BUY BUSINESS.

Geo. B. Morris, Guelph, has disposed of his hardware business to McMillan Bros., Toronto. The new proprietors will not take possession until June 1st. Mr. Morris has been in business in Guelph for seventeen years, during which time he has built up a large and most successful trade.

Mr. Morris has not made up his mind as to his future plans. He still retains the Guelph Cartage Co. and the Guelph Ice Co.

The Messrs. McMillan are hardware men of wide experience, one having for several years represented Rice Lewis & Son in Western Ontario, and the other Lewis Bros., of Montreal, in the same territory.

#### CELEBRATE REMOVAL.

The opening of their handsome new warehouse, Temperance street, Toronto, was marked by Aikenhead Hardware, Limited, by a banquet given on Tuesday evening by the president and directors to the employees and their wives, some 80 in number. The second floor of the new building was transformed into a banquet hall for the occasion, being decorated with flags, bunting and palms.

P. E. Aikenhead, the president, occupied the chair, and made reference to the origin of the company, which dates back to the year 1830, when at the north-east corner of King and Yonge streets, the firm of Ridout Bros. & Co. started, which later became Aikenhead & Crombie, of which firm Mr. Aikenhead's father was the honored head.

#### PLUMBERS SUED FOR REFUND.

The first private action of a plumbing firm as an aftermath of the recent investigations has been started, the Pure Gold Manufacturing Co. having issued a writ to recover \$1,525 from Watson Mashinter & Co., Toronto. The contract price for the plumbing work in the Pure Gold Co.'s building was \$7,600, so that the plaintiffs deem themselves overcharged by 20 per cent. The Mashinter firm deny that there was any overcharging in any way, and will fight the action.



## HARDWARE TRADE GOSSIP

### Ontario.

R. J. Cluff, Toronto, visited Montreal during the week.

George Stevenson, plumber, Hamilton, spent a day in Toronto this week.

John Halley is to build a tinsmithing shop at the corner of Queen and Morse streets, Toronto.

Rogers & Ratcliffe, hardware dealers, Atwood, have dissolved partnership, Mr. Rogers carrying on the business.

Miles S. Chapman, Pickering, has been renovating his hardware store, a new floor being one of the improvements.

Mr. Porter, publisher of the National Builder, Chicago, was a caller at Hardware and Metal's Toronto office this week.

George Charles, formerly with Lewis Bros. at their Toronto branch, is now with the Hobbs Hardware Company at their Toronto offices.

Richard Cotter, of Cotter Bros., plumbers, Winnipeg, visited Toronto on a buying trip this week, going on to Montreal on Wednesday.

Andrew Richardson, secretary of the John Ritchie Company, plumbers, Toronto, has resigned his position and may go into business on his own account at some place in the West.

Five informations have been laid against R. H. Blackmore, hardware merchant, St. Thomas, clerk of Royal Oak Camp, No. 4, Woodmen of the World. It is alleged that he is \$750.87 short in his accounts.

J. A. Caslake, of Caslake & Lockerbie, plumbers, Collingwood, was a visitor in Toronto this week. He states that the Collingwood Shipbuilding Company are rushing work in their yards and have considerable work ahead of them.

Fire destroyed the four-storey building occupied by Stevely & Son, tinsmiths, London, last week. The fire had a big start before it was discovered, and the best efforts of the firemen were unavailing, and only the walls were left standing. This is the firm's second complete loss by fire within a few years.

F. R. Hamilton, formerly representing Rice Lewis & Son in Western Ontario in iron and steel, has accepted a position with Drummond, McCall & Co., and will assist his brother, H. J. Hamilton, manager of the Toronto office. The latter will confine his attention more particularly to Toronto in future, while the former will call upon the metal trade throughout Ontario.

W. A. C. Hamilton, formerly Toronto representative of the Consumers' Cordage Company, but now one of the heads of the Montreal headquarters, passed through Toronto this week on his return from a trip to Winnipeg. Mr. Hamilton reports that new lists on binder twine

are to be issued immediately. C. T. Rutland, formerly with the Dovecourt Twine Mills, Toronto, is now looking after the Toronto office for Mr. Hamilton, who still controls the sales in Ontario and Quebec.

### Western Canada.

J. O. Cadham, hardware merchant, of Portage la Prairie, was in Winnipeg last week for a day on business.

Fred. Denstedt, foreman of the metal department of Johnston & Co.'s store in Brandon, passed through Winnipeg last Saturday on his return from a visit in the East.

C. L. Lightfoot, manager of the Vancouver branch of the Gurney Foundry Co., was in Winnipeg last week on the return journey from the big Gurney convention in Toronto.

Henderson & Potts Co., Winnipeg, closed their Lombard street warehouse and have removed their stock to the Marshall-Wells Co.'s warehouse, as the latter firm are now their selling agents in the West.

The new Pease-Waldon Co. showrooms on Portage avenue, Winnipeg, are making a most attractive appearance now. This week the firm have a clever window display consisting of a miniature house which is heated, of course, with the Pease Economy furnace. When lighted at night the interior furnishings of the house can be plainly seen through the windows.

M. Barr, of the firm of Barr & Anderson, Vancouver, spent a few days in Winnipeg last week renewing acquaintance among the hardware and heating trade. Mr. Barr was returning home from an extended business and pleasure trip to the East, where he visited Toronto, New York and other important centers. His firm have recently secured the contract for the plumbing and heating of the new Vancouver post office.

### Quebec.

Ludger Gravel, manufacturers' agent, Montreal, spent the week in Winnipeg.

J. A. Paquin, general merchant, of St. Eustache, was a visitor in Montreal this week.

Wm. McNally, of Wm. McNally & Co., Montreal, is spending a vacation in Europe.

R. H. Buchanan & Co., machinery merchants, Montreal, are greatly extending their premises.

Jos. Ostigny, general merchant, of Chambly Basin, was in Montreal for a day this week.

Narcisse Langevin, dealer in hardware and crockery, Valleyfield, spent a day in Montreal recently.

Mr. Swanson, of P. & H. Swanson, Waterville, Que., paid a short visit to Montreal this week.

T. G. McClatchie, tinsmith, of Hemmingford, was in Montreal a few days ago to buy supplies.

Maurice Greenblatt, general merchant, of Parry Sound, Ont., spent a part of the week in Montreal.

Adolphe Huot, plumber and tinsmith, of Quebec, called on Montreal supply houses during the week.

Sydney P. Hackett, Canadian representative of Ironsides, has returned to Montreal from England.

Mr. Inglis, of the Locomotive and Machine Co., Paterson, N.J., is visiting Montreal for a few days.

L. Albert Nobert, hardware merchant, of Louiseville, called on the Montreal wholesale merchants this week.

Ulric Roch, hardware merchant, of St. Gabriel, spent a day last week visiting the Montreal wholesale houses.

Mr. Vigneault, of Vigneault & Courchesne, hardware merchants, Joliette, spent a day in Montreal recently.

P. A. Gouin, wholesale and retail hardware merchant, of Three Rivers, was in Montreal on a business trip this week.

P. D. Dods & Co., paint manufacturers, Montreal, will shortly move their office to the premises now occupied by L. H. Packard & Co.

Joseph Huette, hardware merchant, tinsmith and roofer, of St. Hyacinthe, was among the outside buyers seen in Montreal this week.

J. M. Bond, senior member of the Bond Hardware Co., Ltd., Gueph. was in Montreal last week and called on some of the leading manufacturers.

T. Esmonde Peck, vice-president and managing director of the Peck Rolling Mills Co., Montreal, is enjoying a trip to Bermuda. He is accompanied by Mrs. James Peck.

In a game of hockey played the other night at Victoria Rink, Montreal, the team representing Frothingham & Workman, Ltd., defeated that of Lyman, Sons & Co. by a score of 3 to 1.

The Pedlar People's Montreal staff are now comfortably settled in their splendid new office, which has been fitted up with metal ceilings and walls, to display a number of the designs regularly made up by this firm. The move by which they secured the premises adjoining their old stand has just doubled the capacity of their warehouse.

The hardware trade generally will feel deep sorrow at the death in Montreal last Wednesday, of Mr. John Ballantyne. Especially will sympathy be extended to his sons, Charles C., manager of the Sherwin-Williams Co., and president of the Canadian Manufacturers' Association; and James, who is one of Montreal's best known master plumbers.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

## THE WEEK'S MARKETS IN BRIEF.

### TORONTO.

Cement—A 1/2c. rise is reported.  
Linsed Oil—Prices have declined 3c.  
Old Materials—Several changes have been made.

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 2, 1906.

Quebec hardware markets .. walsh ..

No price changes have developed during the week, but trade presents features of great interest. Business has been extremely brisk and the big wholesale houses here are finding themselves taxed to their utmost capacity to get orders out promptly. This does not refer, however to the strictly Quebec trade, which has not yet become aroused. Travelers in the eastern section, particularly, find business dull and the lumber districts also are slow, owing to the difficulty experienced by the lumber companies in getting out the logs this Winter. Some of these latter have suspended operations because there was not sufficient snow to haul timber. This, of course, effects the hardware trade in most sections very seriously.

A somewhat unsatisfactory state of affairs is shown in the fact that money is not moving freely and collections are consequently scarcely up to the mark. It is expected, however, that this condition will soon be relieved.

Freezers and wire cloth continue to be the big sellers, but some customers are now having their lawn mowers shipped along with their goods. Orders for kitchen utensils are large and numerous. Business in these lines has been remarkably good all month, and speaking generally, one of the big wholesale houses reports the largest February on record, the great gain being made chiefly in builder's hardware.

Axes—The turnover in this line is somewhat below the average for this time of year, as conditions in the lumber districts are very adverse. We quote: \$6.00 to \$9.50 per dozen; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

Handles—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

Lanterns—Small orders are being shipped, while some bookings are being made for Fall delivery. We still quote: Cold blast, \$4.25.

Rivets and Burrs—Trade is normal, and prices steady. We quote: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists: copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

Hay Wire—This is a line which is not selling very fast at present, but our prices remain: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

Screws—Trade in this line is improving with every week. We quote: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

Bolts and Nuts—Our discounts remain as follows. 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

Horsenails—Trade conditions are very favorable and orders are going out in large quantities. Our prices remain as follows: C. brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P. B. brand, 55 per cent.

Wire Nails—This line is selling very readily in anticipation of a record building season. We give prices: \$2.15 per keg, f.o.b. Montreal.

Cut Nails—Business is slack, with prices at \$2.20 per keg f.o.b. Montreal.

Horseshoes—A splendid output on the part of the mills is being well taken care of by jobbers and retailers. Our prices remain: P. B. New Pattern, base price, \$3.50 per 100 lbs., M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90, No. 1 and smaller \$4.15. Light steel shoes, No. 2 and larger, \$4, No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

Sporting Goods—Quite an impetus has been given to automobiling in Montreal during recent months, and the expectation is that large sales will be made during the coming season. Most of the local firms dealing in motor carriages and automobile supplies are greatly ex-

tending their premises and it is almost assured that this branch of the sporting goods trade will be extremely large this year. Fishing tackle is now being inquired for as well, and the outlook on the whole is very bright.

Building Paper—As the season advances contractors are beginning to make definite plans for large building operations, with the inevitable result that inquiries for this class of goods are becoming more numerous. Prices are the same as at our last report.

Cement and Firebrick—No change in conditions is reported. We still quote: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2.00 to \$2.10 ex-cars; Canadian Portland, \$2.00 to \$2.05. Firebrick, English and Scotch, \$17.00 to \$21.00; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

Coil Chain—We are still authorized to quote as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3.00; 1 inch, \$2.95.

Freezers—Business in this line is exceptionally brisk. From all appearances the trade looks for a large business in freezers this year. Our prices are: American Twin, 2 qt. \$2.30, 3 qt. \$2.65, 4 qt. \$3.25, 6 qt. \$4.15, 8 qt. \$5.10, 10 qt. \$6.40, 12 qt. \$7.75, 15 qt. \$9.95, and 20 qt. \$13.00; Gem, 1 pt. \$1.35, 1 qt. \$1.60, 2 qt. \$1.75, 3 qt. \$2.15, 4 qt. \$2.60, 6 qt. \$3.25, 8 qt. \$4.20, 10 qt. \$5.45, 12 qt. \$6.50, 14 qt. \$7.25; Blizzard, 1 qt. \$1.25, 2 qt. \$1.70, 3 qt. \$1.95, 4 qt. \$2.35, 6 qt. \$2.95, 8 qt. \$3.70, 10 qt. \$4.80, 12 qt. \$5.75, 14 qt. \$6.75.

Green Wire Cloth—Orders are being sent out to all parts of the country with great regularity. Our price remains. \$1.45 per hundred square feet.

Binder Twine—Nothing more definite has transpired since our last reports and dealers are still being forced to sign priceless contracts. The expectation is, however, that prices will be somewhat higher this year than last.

## Raw Furs.

Raw Furs—We quote:

	No. 1.	No. 2.	No. 3.	No. 4.
Bear.....Black	\$12 00	\$8 00	\$4 00	\$1 00
.....Yearlings	7 00	5 00	2 00	0 30
Fisher.....	7 00	6 00	5 00	.....
.....Red	3 00	2 25	1 00	0 20
Fox.....Cross	5 00	4 00	2 00	0 50
.....	7 00	5 00	4 00	.....
Lynx.....Dark	10 00	5 00	2 00	0 50
Marten.....Pale	6 00	3 00	1 25	0 50
.....Dark	6 00	4 00	1 50	0 50
Mink.....Pale	3 25	2 50	1 50	.....
Muskrat.....Spring	0 25	0 15	0 15	0 03
Raccoon.....	1 50	1 00	0 50	0 20
Skunk.....	1 75	1 50	0 75	0 45
Weasel.....White, 35 to 50c. for prime skins.	.....	.....	.....	.....
Wolf.....Timber	3 00	.....	.....	.....
.....Prairie 1 25 to 1 50	0 75	0 35	.....	.....
Wolverine.....	5 00 to 6 00	.....	.....	.....



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again this week. We still quote, however, from \$4.40 to \$4.50.

"Dom." No. 1, \$19 50 to \$20 00 delivered Montreal  
Usual difference in price for lower grades

Ferrona No. 1.....	\$19 50 delivered Montreal.
" No. 2.....	19 01
" No. 3.....	18 50
" No. 4.....	18 00
Londonderry.....	20 50
Carron No. 1.....	24 00
" (special).....	23 00
" No. 3 (soft).....	22 75
Summerlee No. 1.....	25 00
Clarence No. 1.....	20 00
" No. 3.....	19 50

**Boiler Tubes**—We quote: British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

**Pig Iron**—The movement has not been strong this week and we still quote:

**Tool Steel**—Our prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

**Merchant Steel**—The market remains steady, with prices quoted as follows: Sleigh shoe, \$2.17 1-2; tire, \$2.27 1-2; spring, \$2.75; toeclark, \$2.82 1-2; machinery iron finish, \$2.27 1-2; ruled machinery steel, \$2.75; mild, \$2.17 1-2 and upwards; square harrow tooth, \$2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

**Cold Rolled Shafting**—We give the following prices: 3-16 inch to 1-4 inch, \$6.80; 5-16 inch to 11-32 inch, \$5.78; 3-8 inch to 17-32 inch, \$4.76; 9-16 inch to 47-64 inch, \$4.08; 3 1-8 inch, to 3 7-16 inch, \$3.60; 3-4 to 1 7-16 inch, \$3.75; 1 1-2 to 3 inch, \$3.50; 3 1-2 inch to 3 15-16 inch, \$3.75; 4 inch to 4 7-16 inch, \$4.08; 4 1-2 inch to 4 11-16 inch, \$4.42.

**Galvanized Iron**—Buying has been rather more active during the past week, being encouraged by advances made by American manufacturers. We are still quoting to the retail trade: Queen's Head 28 gauge, \$4.25; 26 gauge, \$4.00; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, \$3.50; Fleur-de-Lis, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals "Best Best," 28 gauge, \$4.10. "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots 25c. extra.

**Black Sheets**—Prices still rule: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—There is little or no antimony in Montreal, but the price still remains nominal: 16 3-4c. to 17c. for Cookson's.

**Tin Plates**—The market has steadied somewhat and quotations remain firm as follows: Cokes, base size, I.C. 14 x 20,

\$4.00; charcoal, base size, I.C. 14 x 20, \$4.25.

**Terne Plates**—We still quote: \$6.85.  
**Ingot Zinc**—Conditions remain somewhat unsteady, but the price is unchanged and we give 7c. to 7 1-4c.

**Sheet Zinc**—Prices are not definitely fixed and the following quotations may be shaded somewhat in some quarters: 8c. in casks, 8 1-4c. less than casks.

**Sheet Lead**—Our prices remain: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—The rolling mills are rushed to fill orders and the price steadily held at \$2.05 f.o.b. Montreal.

**Old Material**—Conditions have not changed since our last report and we still quote as follows: Copper wire, 14 1-2c.; light copper, 13 3-4c.; heavy red brass, 12 3-4c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 80c. to \$1.00 per 100 lbs.; old rubbers, 6 1-2c. to 6 3-4c.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto. March 2, 1906

Jobbing trade is reported good, although this is a quiet season. Lead, spelter and copper are all active, the latter being firmer than a week ago. Pig iron is also strong and still higher prices are looked for.

Old materials show the only changes from last week's quotations.

**Pig Iron**—The tendency is upward, but we still quote:

Middlesboro, f.o.b., Toronto.....	\$22 00	\$22 50
Hamilton, No. 1, at furnace.....		20 30
" No. 2, ".....		20 00
Midland, No. 1, ".....		20 50
" No. 2, ".....		20 00
Radnor, at furnace.....		30 00
Londonderry, f.o.b. Toronto, No. 1.....		22 00
" No. 2.....		21 50

**Bar Iron**—Trade continues active and prices unchanged. We quote as follows: \$2.10 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—The market is quiet but firm, and we still quote: 40c. per pound.

**Tin Plates**—An active demand is reported with prices strong.

**Galvanized Sheets**—Shipments are being received and prices are firm.

**Brass**—A good trade is being done at unchanged prices.

**Boiler Plates**—The demand is good. Quotations are: Plates per 100 lbs., \$2.20; heads, per 100 lbs., \$2.45.

**Lead**—Increased activity has resulted in adding firmness to the market. We now quote Canadian pig lead at \$4.50, and English pig at \$4.75 per 100 lbs., with bar lead at \$5 per 100 lbs.

**Zinc Spelter**—Conditions have been irregular, but the market is active, and we quote: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Stronger feeling prevails,

and the demand continues active. We quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—Stocks are scarce and quotations continue high at 17 1-2c.

**Old Material**—Several lines of metals have been shaded some, but a big increase has been made in prices offered for mixed rags, very small quantities being received. Dealers' buying prices are: Heavy copper and wire, 14 1-2c. per lb.; light copper, 13c. per lb.; heavy red brass, 12 3-4c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 7 3-4c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10 to \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 6 3-4c. per lb.; country mixed rags, \$1 to \$1.25 per 100 lbs., according to quality.

**Coal**—Prices remain the same and stocks are fairly large. Anthracite in cars at bridges, grate, \$5.25 per gross ton; pea, \$3.50 per gross ton.

**Standard Hocking, soft coal, in cars, f.o.b. at mines:** Lump, \$1.50; 3-4 inch, \$1.40, run of mine, \$1.30, nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

**Youghiogheny soft coal in cars, bonded at the bridges:** 1 1-4 inch, \$2.60; 3-4 inch, \$2.50; mine run, \$2.40; slack, \$2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## UNITED STATES METAL MARKET.

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, March 1, 1906.

The pig iron markets are dull, so far as new buying is concerned, in nearly all markets and what is very much like a deadlock between buyers and sellers prevails. It is accompanied by the indications of weakness which are created by a small minority of uneasy sellers. Some consumers have caught what they believe to be the cue that the top has been reached and are withholding orders. Thus in the west some lettings of contracts for cast iron pipe for municipalities have been postponed.

Current consumption is enormous, and in spite of the record breaking output stocks are still shrinking in quantity. Shipments of finished material from the steel works and rolling mills are unparalleled in the history of the industry. Thus the United States Steel Corporation, during February, from the 1st to the 17th, shipped to customers only a total of 494,500 gross tons. Of wire products alone the shipments during this period footed up to 76,000 tons.

The pressure for steel continues undiminished and, so far as the central west is concerned, the situation is likely to be aggravated by the fact that the Ohio mill will go on steel rails in the middle next month.



The outlook for the structural mills continues brilliant. A large amount of business is in sight. Thus it is estimated by the highest authority that builders and contractors in the metropolitan district alone will place before May 1 a total of at least 200,000 tons of shapes, and that there is a good prospect that there will be added to this 300,000 tons more before the summer is over. This includes the Manhattan Bridge, with from 35,000 to 40,000 tons, and the Hudson River tunnel terminal, with about 30,000 tons.

During February the American Bridge Company closed 60,000 tons. Among the larger contracts placed during the week is 11,000 tons for the Cook County Building, in Chicago, taken by the Cambria Steel Company, and 2,500 tons of overhead work for the New Haven road. Importations of structural steel have practically ceased.

The Pennsylvania railroad is understood to be in the market for 25,000 tons of rails in addition to its former purchases. The 'Frisco system has placed 11,000 tons.

With the exception of cast scrap, for which there is a good demand from the foundries, old material is weak in all the leading markets.

Ferromanganese for forward delivery is weaker and can now be purchased at \$85 per ton. For immediate requirements it is still scarce and much higher prices are being paid.

It is not true that there has been a final rupture of the negotiations between the Hill interests and the United States Steel Corporation for the control of the ore lands of the former. The matter is in abeyance at the present time and will be resumed later on.

The demand for rolled products from foreign markets continues active and in the case of Canada considerable business has been put through. Negotiations are pending for a very large amount of material for that country.

## LONDON METAL MARKETS.

From Metal Market Report, February 28, 1906

**Pig Iron**—Cleveland warrants are quoted at 48s. 4 1-2d, and Glasgow standard warrants at 48s., making prices as compared with last week 3d lower for Cleveland warrants and 3d lower for standard warrants.

**Tin**—Spot tin opened firm at £165 17s. 6d, futures at £164, and after sales of 50 tons of spot and 150 tons of futures closed easy at £165 10s. for spot, £163 15s. for futures, making price as compared with last week 7s. 6d lower on spot and no change in futures.

**Copper**—Spot copper opened firm at £78 15s., futures £77 5s., and after sales of 100 tons of spot and 250 tons of futures closed easy at £78 15s. for spot, and £77 5s. for futures, making price as compared with last week 15s. higher on spot and £1 15s. on futures.

**Lead**—The market closed at £16 2s. 6d

making price as compared with last week 2s. 6d lower.

**Spelter**—The market closed at £25 5s., making price as compared with last week 12s. 6d lower.

## Nova Scotia Trade News.

Halifax, N.S., Feb. 28.

The indications at present are that before the Summer of 1906 passes, the cost of new buildings and improvements and extensions on old ones in this city will reach a total of half a million dollars. Not for years has the outlook in Halifax been so bright for the building trades, and the mechanics are jubilant over the prospects. Building operations have been rather slack here for some time, no large contracts having been let, but now many fine structures are about to be erected. All the banking institutions are improving and extending their premises, made necessary by their growing business. At the present time many of them are cramped for room, and they have been obliged to pay high prices for real estate to make the desired improvements. The Canadian Bank of Commerce site, which is in the heart of the business district of the city, has been purchased at a cost of probably \$50,000.

As the result of the bank becoming the owner of this property, N. Sarre & Son, tobacconists, skates and fancy goods dealers, on George street; Clifford Smith, bookseller and stationer, on the corner of George and Granville streets; Dr. Worril, dentist; J. Cornelius, jeweler; and W. C. Anderson, retail grocer, all on Granville street, have been obliged to seek other premises. The building which the Bank of Commerce proposes to erect there will be a handsome and massive one, probably of stone, and it is estimated that it will cost in the vicinity of \$50,000. Plans for the new structure are now being prepared in Montreal, and when completed the contract will be awarded and the work at once proceeded with. The leases of the present tenants expire on May 1, so it is contemplated to start operations on that date.

The Chronicle Printing & Publishing Company have purchased the building on the corner of Prince and Granville streets, and as soon as the present occupants move out, they will erect a four-storey stone and brick structure on the site. It is proposed to make the building one of the most modern newspaper offices in the province. The plans for the building are now being prepared by a local architect.

The new cattle quarantine barns at Richmond, which the Public Works Department of Canada is having erected, will cost about \$3,000. The contract has been awarded and the work is now proceeding.

Work will soon be commenced with the proposed extension of the Union Bank of Halifax. The bank has completed the purchase of a four-storey brick building adjoining its premises, and the building will be extended from Hollis street to Bedford Row. As the result of the bank acquiring this building four firms—William McNab, printer, China Mutual Insurance Co., the Direct United States Cable Co., and the Great West Life Insurance Co. will have to seek other quarters.

Wood Bros., retail dry goods, on Granville street, are extending their

premises through to Hollis street, having purchased the four-storey brick building in the rear. The cost of the alterations and extension will probably reach \$10,000.

The People's Bank building on the corner of Hollis and Duke streets having been purchased by the Bank of Montreal, will undergo extensive alterations. The whole interior is being remodelled and the first and second floors will be thrown into one, making the height of the banking room two storeys. The cost of the contemplated alterations will probably be \$10,000.

The new fire engine house which the city is erecting at the corner of Prince street and Bedford Row is nearing completion. The building is built of brick and freestone.

As soon as a suitable site is secured, St. Luke's congregation will erect a cathedral at a cost of \$100,000 to replace the structure destroyed by fire a short time ago.

A new chapel will be erected in connection with the Buddhist seminary on Quinpool Road. The building will be of brick, and the plans are now being prepared.

The remodelling of St. Mary's school building on Barrington street, for use as a parish hall and Sunday school, is now going on. The cost of making the changes will be about \$20,000. It is also expected the Government will erect a new roundhouse and repair shops at Richmond this year. The site has been chosen.

There is also a possibility of an arena being erected in the centre of the city. Some parties interested in the scheme are now looking for a suitable site.

The Dominion Government will also erect a large quarantine building on Lawlor's island. It will be for the use of first-class passengers arriving here who are ill with infectious diseases.

Besides the above, permits have been issued for the erection of twenty-two new dwelling houses and flats, ranging in cost from \$2,000 to \$7,000.

In other parts of the province the building outlook is promising. At Windsor, N.S., the Bank of Nova Scotia has just purchased a site and a new bank building will be erected there.

One of the banking institutions has also purchased a site at Amherst, and will have a modern banking house erected. The Union Bank of Halifax, which has just opened a branch at Springhill, will probably erect a building there at an early date.

## GUN FACTORY FOR CANADA.

The Coventry Ordnance Company of Coventry, England, who are among the 'largest' manufacturers in the world of field guns and ammunition, are negotiating with the Department of Militia for the establishment of branch works in Canada. They are willing to erect a large factory if the Government will guarantee them any orders they may be placing for field guns or field gun ammunition. It is recognized that the requirements of the Dominion in this respect will not be likely to keep a large plant in constant use, but if one is erected it will be employed also for the manufacture of machinery of various kinds. Ottawa capitalists of large means are said to be interested in the proposed enterprise.



# Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, March 2, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,

Winnipeg, Man.

Values are steady this week in all lines quoted below and there are no changes of importance to quote. Business is fairly active, some good orders being booked now for Spring and Summer delivery.

## Game Traps—Quoted as follows:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66½ p.c.
Newhouse, ".....	35 p.c.
Bear.....	\$7 each

**Lanterns**—Prices are quoted about as follows in an "open" market:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

**Bluestone**—Selling well at \$6.25 to \$6.50 per cwt.

## Wire—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8..	\$3 39 9.. \$2 50 2 90
" " 10.....	3 50 12.. 3 10
" " 13.....	3 20 14.. 3 90
" " 15.....	4 45 16.. 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10..	\$2 96 11.. \$3 02
" " 12..	3 10 13.. 3 20
" " 14..	3 30 15.. 3 45
Annealed wires (uncoiled) 10c. less.	

**Horseshoes**—Quotations are as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
" " No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
" " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " No. 2 and larger.....	4 75

**Horsenails**—Revised list and discounts are now as follows:

No. 10.....	\$0 20 per lb.
" 9.....	0 22 "
" 8.....	0 24 "
" 7.....	0 26 "
" 6.....	0 28 "
" 5.....	0 32 "
" 4.....	0 40 "

Discounts are quoted as follows:  
"C" brand, 40, 10 and 7 1-2 per cent.,  
"M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

**Wire Nails**—Steady at \$2.60 per keg.

**Cut Nails**—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

**Pressed Spikes**—Prices are firmly held at following quotations:

Pressed spikes, ½ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " ½ x 6, 7 and 8.....	4 10
" " 7-10 x 7 and 9.....	4 00
" " ½ x 8, 9, 10 and 12.....	3 90
" " ½ x 10 and 12.....	3 75

**Screws**—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

**Nuts and Bolts**—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½ c.
Hex " " case lots.....	3c. "
" " smaller lots.....	2½ c. "

## Rivets—Quoted now as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	34½
" " No. 12.....	40

**Coil Chain**—Unchanged in price. We quote:

Coil chain—	
3-16 inch....	\$3 25 ¼ inch.... \$7 20
5-16 inch....	5 20 ¾ inch.... 4 60
7-16 inch....	4 45 ¾ inch.... 4 30
¾ inch....	4 10 ¾ inch.... 4 00

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discounts are now 60 and 5 per cent.

## Axe Handles—Quoted as follows:

Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90 No. 2..... 1 60
Octagon extra. 2 30	No. 1..... 1 60

## Axes—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad " ".....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model ".....	8.50
Black Prince ".....	7.25
Black Diamond ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King, per doz.....	11.00

**Butts**—The discount on wrought iron butts is 70 per cent.

**Churns**—The discounts from list prices are 45 and 5 per cent.

**Chisels**—Quoted at 70 per cent. off list prices.

**Auger Bits**—Discount on common auger bits is 65 per cent.

**Blocks**—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

**Fittings**—Discounts continue as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T's and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	55 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.

**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T" and strap hinges is 65 per cent. off list prices.

## Hooks—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " " per doz.....	1.70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

## Wringers—Prices are as follows:

Royal Canadian per doz.....	\$30.00
R. B., per doz.....	34.75

**Files**—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

**Building Paper**—There is a better demand for Spring trade. Prices are still quoted as follows:

Joliette, plain.....	40c.
" " tarred.....	65c.
Cyclone, plain.....	55c.
" " tarred.....	80c.
Anchor, plain.....	55c.
" " tarred.....	65c.
Pure fibre, plain.....	60c.
" " tarred.....	80c.

## Tinware, Etc.—Quoted as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2½ p.c.
" " pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, Famous.....	50 p.c.
" " Imperial.....	50 and 10 p.c.
" " (one coat).....	60 p.c.
" " Premier.....	50 p.c.
" " Colonial.....	50 and 10 p.c.
" " Royal.....	60 p.c.
" " Victoria.....	45 p.c.
" " White.....	45 p.c.
" " Diamond.....	50 p.c.
" " Granite.....	60 p.c.

**Cordage**—Prices continue steady as follows:

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lathyrum.....	11 25
Cotton rope, per lb.....	00 21

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

## Vises—Prices are quoted as follows:

" Peter Wright," 30 to 34.....	14½ c. per lb.
" " 35 to 39.....	14c.
" " 40 and larger.....	13½ c.

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$6. The "1904" sheep shearing machines are sold at \$13.60.

## Ammunition, Etc.—We quote:

Ammunition, cartridges, Dominion R.F.....	50 and 5 p.c.
" " Dominion, C.F., pistol.....	30 p.c.
" " military.....	20 p.c.
Ammunition, cartridges, American R.F. 33½ p.c.	
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

## Loaded shells:

Dominion Eley's and Kynoch's soft, 12 gauge.....	
" " black.....	16 50
" " chilled, 12 gauge.....	17 50
" " soft, 10 gauge.....	19 50
" " chilled, 10 gauge.....	20 50
Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F.F., keg, Hamilton.....	4 75
" " F.F.G., Dupont's.....	5 00

**Iron and Steel**—Quoted still as follows:

Bar iron (basis).....	2 70
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	9 50
Jessop.....	13 00



WRITE TO THE LARGEST FACTORY AND THE ONLY FACTORY  
MANUFACTURING

# Woven Wire Fencing

FOR THE TRADE

**MUNRO WIRE WORKS, Limited**  
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

## ARTISTS' MATERIALS AND ARCHITECTS' SUPPLIES, ETC.

We carry a complete line of **WINSOR & NEWTON'S**  
and other leading manufacturers' goods in stock. Ask for  
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## WINNIPEG CEILING and ROOFING CO.

Manufacturers of

*Corrugated Roofing and Siding, Metal  
Ceilings, Cornices, Etc.*  
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## PILKINGTON BROS., Limited

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MANUFACTURERS OF

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ALSO

Wired Rolled	Wired Polished Plate	Prismatic Glass
Figured, Rolled and Cathedral	Rolled Glass	
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Prices on application.

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IMPROVED CARPENTERS'  
TOOLS

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NEW BRITAIN, Conn., U.S.A.

# SERVICE

The prompt service of  
**G. F. Stephens & Co.,  
Limited**, has been an  
important factor in the  
rapid increase of their  
business.

Nine out of ten orders  
are shipped the same  
day as received. The  
tenth is held for some  
sundry article which  
even the manufacturer  
does not carry in  
stock.

With **Branch Ware-  
house** in Calgary our  
service is better than  
ever. We know that  
when you order paint  
it is needed. Hence,  
our system, which as-  
sures accuracy and  
prompt shipment.

## G. F. STEPHENS & CO.

LIMITED

Manufacturers and Jobbers of Paints,  
Oils, Glass and "Painters' Supplies

**WINNIPEG AND CALGARY**



Timbermen were much excited over the proposed legislation introduced on notion of W. J. Bowser, in the Provincial Legislature. The impression was that it was aimed to make all lumber cut in the province pay a royalty of \$1 to \$4 per thousand feet, B.M., but the member explains that this is all wrong, and that the exact opposite is intended, as a rebate of all but one cent per thousand feet, B.M., is to be allowed on the timber as soon as actually manufactured into lumber in the province. The object of the amendment, it was explained, was



to prevent entirely the export of logs in manufactured state.

\* \* \*

The merger reorganization of the Britannia Mines, Howe Sound, has had a very stimulating effect upon the prices of the original shares in the Britannia Syndicate, which are now being replaced with stock in the new concern. The mine is to be enlarged until its monthly output is to be 25,000 tons, while the claims owned and worked by the same company on Princess Royal Island, the ore fluxing with the Britannia ore, will be developed to turn out 15,000 tons monthly. The Britannia smelter at Crofton will be made capable of handling at least this quantity.

\* \* \*

Rapid increase is marking the course of mining properties in the Boundary district. The three smelters at Greenwood, Grand Forks and Boundary Falls are now turning out ore products at the rate of over a million tons per year.

\* \* \*

With railway building north and west from Midway, there are many properties coming into shipping facilities which will continue to increase the total amount being mined and smelted.

\* \* \*

There will be three big cement plants west this year. The Vancouver-Portland Cement Co., near the city of Victoria, has been now over a year turning out fine quality portland cement under the supervision of Mr. R. P. Butchart, who built the plant. He is now engaged in building another plant at Calgary, which will be of large capacity. The Western Canada Cement and Coal Co., whose principal owners also own the big plant at Hull, Que., are busily engaged erecting an enormous plant just west of Calgary. Exshaw, the station, is a new point on the C.P.R. main line.

## New Brunswick Trade News

St. John, Feb. 26, 1906.

Desirous of increasing the output of its factory and of overcoming existing difficulties in connection with the shipping of its goods, the Whelpley Skate & Manufacturing Company is seeking certain privileges from the Fredericton City Council with a view to transferring its plant to the provincial capital. The Whelpley Company at present carries on business at Greenwich, a King's county village. The Whelpley skates in particular are well and favorably known and under improved conditions the company's business would be certain to increase with rapidity. The Whelpley people ask from Fredericton a free site, free water, a loan repayable without interest, and exemption from taxation for some years. The presence of another important industry would be of great value to Fredericton in every way, so the company's request is not altogether of the one-sided variety.

Incorporation has been granted the Stratton Babbitt & Car Bearing Company, of Moncton.

## fronts

The Line of "Metallic" Stone and Brick Fronts which we offer to dealers in Sheet Metal Goods this year contains many patterns, some of them simulating cut stone so perfectly that only close inspection reveals the pressed metal. The effect may be still further perfected by the use of paint and finely screened sand.

While our "Metallic" Fronts are far more exact in imitation of stone or brick and are made of better metal, they cost no more than the poorly made sort.

We are after the trade on the score of price and quality combined.

### OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

## THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

### We also manufacture:

"Eastlake" Metallic Shingles  
"Metallic" Ceilings and Wall Plates  
"Metallic" Cornices, Skylights and Ventilators  
"Metallic" Siding (Stone, Brick, etc.)  
"Impervia" Fireproof Windows  
"Empire" Metallic Shingles  
"Metallic" Crestings and Finials  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eavetrough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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## HARDWARE AND METAL WANT ADS. PAY

THE PEOPLE'S HARDWARE STORE  
IVESON L. COOKE

Essex, Jan. 27, 1906

HARDWARE AND METAL

Toronto, Ont.

Dear Sirs,—Within one month I have "bought and sold" with the best of satisfaction--the result of \$1.68 worth of condensed ads. in  
HARDWARE AND METAL.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly,

*Iveson L. Cooke*



Messrs. Amland Bros., the local furniture men, are seeking incorporation as Amland Bros., Limited. Their business is rapidly becoming greater.

An early Spring demand has set in and hardwaremen look for a successful season. The activity is already pronounced and this in spite of the fact that for a time failure seemed to threaten some of the lumbermen, and the failure of lumber operations means scarcity of money among certain classes of the provincial community. The markets are perhaps a little easier now. Copper and ingot zinc, for instance, are distinctly easier. Pig lead, too, is a bit weaker. On the other hand, though, antimony has risen somewhat and linseed and turpentine and ingot tin are stiffening. Turpentine has risen about ten cents. The ingot tin advance has been about six cents. Horse nail prices are thought to have reached their height, though so far the drop predicted by some has not yet become apparent. Cordage prices, too, are firmer. The outlook here is for strength in these figures, though the demand for cordage is not exceptional. The twines, etc., in which cotton figures as a component part, are firm in price, as was to be expected.

The market for lanterns offers no settled figures. It may well be described as "open." The prices, on the whole, are lower than those of last year.

Samuel Freeze, of Doaktown, has patented a belt-lacing needle which promises to meet with the approval of mill men.

### LEAD BOUNTY IS REVIVED.

After two months' suspension the Dominion lead bounty is again in force and payments on account of it will be due for at least a part of February. Two successive declines in the price of lead, of five points and four points respectively, have brought the price down to £15 15s. a ton on the London market, four points below the price at which the bounty lapses.

The bounty was intended to be \$15 a ton and to be in force until the price had reached £15 10s. But the difference in the English and Canadian tons caused confusion and a ruling was made that, in order that the bounty might be maintained at \$15 a ton, it should not lapse until the value of the long English ton reached a proportionate price, about £15 19s. As the price varies by points of 1s. 3d. each, the last price at which the bounty is payable is £15 18s. 9d., at one point higher, £16, the bounty is extinguished.

G. O. Buchanan, bounty commissioner, recently expressed the opinion that the reaction which was causing the price to fall from the highest point reached, £17 18s. 9d., would last a little longer and revive the bounty, but that it would be followed by another advance.

The German smelters, whose managers have usually very accurate ideas of prevailing tendencies, have representatives in British Columbia and in the lead districts of the United States, bidding for lead ore. It is therefore evident that a continuance of the falling prices is not anticipated.

## FOUNDRY AND METAL INDUSTRIES

### FOUNDRYMAN DEAD.

One of Montreal's oldest business men passed away on Friday of last week in the person of George Seymour Brush.

The late Mr. Brush was in his 80th year, and was the proprietor of the Eagle Foundry & Engine Works, with which he had been connected for many years. Indeed, the works, which date back to the very early days of Canadian machinery manufacturing, were operated by the late Mr. Brush's father as early as 1838, and some of the first steamers plying on the St. Lawrence were engined there.

Mr. Brush had studied law in the early days, and finally launched into the business, which, during his lifetime, he greatly extended.

### GIANT COPPER CO-OPERATION.

The important details of the copper, lead and smelting deal which has been developing for months have now become known. It can be stated authoritatively that an industrial corporation which will in size rival the billion and a half United States Steel Corporation will result from the deal now pending.

Negotiations which already have succeeded assure the formation of a corporation with a minimum capitalization of \$600,000,000 in stock of one class, to be underwritten at par. The corporation will control absolutely the output of lead and copper ores, the smelting of the ores and the selling of the refined products.

The Guggenheim interests, controlling the management of the American Smelting & Refining Company, are directing negotiations and have allied with them the Standard Oil interests, which affords them the facilities of the National City Bank and other important financial institutions.

The settlement of the Montana litigation between the Heinze and Amalgamated Copper interests was the first step in the promotion of the merger.

The plan of the big deal is such that it admits of official denials that the real object of the negotiations is immediately to bring all the copper, lead and smelting industries under one capitalization, yet this is the ultimate object and will be reached during the Summer or early in the Fall at the latest.

First it is proposed to gather the various copper properties together in at least three separate groups—the Montana group, the Utah group and the Arizona group. At the same time the American Smelting & Refining Company and the various lead producing properties which it now controls will form another section of the big combine. The properties going into these various sections or groups may be turned over to holding companies representing such sections or groups. Finally, when the desired properties have been acquired, the stocks of the various grouping companies will be turned over in exchange for the stock of the giant corporation above referred to.

## INGOT METALS

**Tin**—"Straits" and "L & F"

**Lead**—Best English

**Copper**—Lake and Casting

**Spelter**—"V M" and Ordinary

**Antimony**—Cookson's

*From Stock or for Import to wholesale buyers only.*

**A. C. LESLIE & CO.**  
MONTREAL.

**Stands More Heat  
Works More Easily**

than other brands of steel. That's

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DRILL STEEL**

It's the best seller because it gives the best service.

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D. W. CLARK, P.O. Box 521, Toronto, Can.  
Canadian Representative

BAINES & PECKOVER, Toronto, Can.  
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Agents

**NICKEL**

**The Canadian Copper Co.**

**NICKEL FOR  
NICKEL STEEL**

**The Orford Copper Co.**

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DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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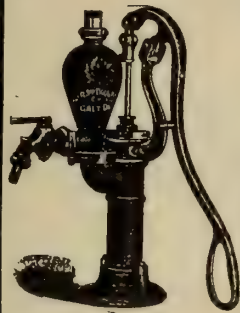
MONTREAL, QUE

or to

Canada Iron Furnace Co.

MIDLAND, ONT.

Limited



Enterprising  
Hardwaremen

handle our

ANTI-FREEZING  
PUMPS.

They know that the sale of a good Pump brings about the sale of many other things from satisfied customers.

Do you handle our  
PUMPS?

Write for catalogue  
and prices.

The R. McDougall Co., Limited  
GALT, ONTARIO.

## NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS-MARTIN

## OPEN HEARTH STEEL

## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

## CANADA SMELTING CO.

Limited

STANDARD Babbitt Metal, Phosphor Tin  
Needle Metal, Type Metal, Etc

Cor. Brennan and Ann Sts., MONTREAL

## HOLZMAN BROTHERS

BANKERS

401 Broadway, NEW YORK

Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed.

## Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited  
Manufacturers of

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street  
MONTREAL.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

# IRONSIDE FOR IRON

OUR SPECIALTIES ARE IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.

Sole Licensees for PAGE'S PATENT WIRE STRETCHER, and we are willing to sell the right of manufacture in Canada on a Royalty basis.

IRONSIDE'S PATENT WIRE CUTTERS, guaranteed to cut any wire

We publish a "Canadian Metal Price List" monthly. Quotations in Dollars and Cents. (C.I.F.) We will send this, and our "Weekly Market Report" on receipt of address.

IRONSIDE SON & DYCKERHOFF 16 Water Lane  
Gt. Tower St., E.C. LONDON, ENG.

Sole Agent for Canada: MR. SYDNEY T. HACKETT, 233 St. James St. Montreal.

## POLISHED SHEETS—ALL GRADES

Send me samples of that which you are using.

## MACHINERY STEEL

Single Reeled, Double Reeled, Smooth Finish.

BARS, HOOPS, SHEETS and PLATES

CLOSE PRICES FOR IMPORT

ALSO OVEN DOOR SPRINGS

J. A. HENDERSON,

MONTREAL



## PROGRESSIVE RETAILING

### SYSTEMATIZING A BUSINESS.

An interesting address was delivered before the Montreal Y.M.C.A. on February 20 by D. Lorne McGibbon, of the Canadian Rubber Company, the address being very instructive and greatly appreciated.

Mr. McGibbon remarked that travelers will often report competition so keen that it is impossible to place goods in certain districts. These accounts which cannot be gained in the ordinary way, should be reported to the head office by the branch managers, when steps will be taken to get after the business.

System must be based on actual facts. A system which does not show just how things stand in every department is worthless, but once this condition is known, a determined effort must be made to remedy the weak points and still further strengthen the strong ones. Some men try to deceive themselves by adopting a system that will throw a rosy light on their business. They do not like getting down to work to apply a remedy.

System can be overdone. There is sometimes a duplication of work entailed, without any corresponding result. In this way ten dollars will often be spent to save one. There is too much time spent in figuring out a system rather than in studying the facts made clear by that system. A system must not be too much in detail, but should start from the right facts, and should be so planned that if the business were to double up in a year, no change of system should be necessary.

But system will not make a business. There must be behind it a complete organization, and an able and enthusiastic staff of men. Furthermore, a system, to be successful, must have a proper policy for aggression and defence, and, in this matter, capital must be considered to a great extent.

System and organization go hand in hand. In operating a system, it is necessary to make all understand their work, and believe that it is important. If any part of the work is done badly, the results are always unsatisfactory.

Mr. McGibbon strongly emphasized the fact that system must also be applied to the individual. A man should face the actual facts and conditions about himself. He must know his own faults and then provide a remedy for any weakness. If a man cannot overcome his own weakness, he cannot be expected to apply remedies to the shortcomings of a business.

The greatest trouble of large employers, said Mr. McGibbon, is to find capable men to fill big positions—men who have studied themselves and who have ambition. Every man should fit himself for his opportunity, and be ready when it comes. Much of this is gained by being a good listener.

In conclusion, the speaker said that the whole principle of system was in setting at actual conditions, and then making use of the facts thus learned. A

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence

or attack can be had  
than the Iver Johnson

Revolver. No safety mechanism could be  
more simple and perfect—a device that *means safety*,  
without any "ifs" or "buts" about it. The

## IVER JOHNSON REVOLVERS



need not be handled carefully;  
with chambers fully loaded,  
drop it on the floor, *hammer*  
the hammer—it can't possibly  
go off unless you deliberately  
pull the trigger.

Iver Johnson Revolvers are for  
sale at all dealers.

Hammer, \$6.00 Hammerless, \$7.00  
Write for our bright little  
booklet, "Shots" and complete  
catalogue, free.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.



man should apply his own system, for no ready-made one can be perfectly fitted to any business.

### BLOW TO U. S. RAILWAYS.

What is doubtless the most important decision ever given relating to interstate commerce was rendered by the United States Supreme Court at Washington February 19, when the court unanimously laid down the principle that railroads cannot deal in the commodities which they haul over their lines. The breadth of the decision was not expected by the attorneys who had argued the case. The suit was started in the United States Circuit Court of West Virginia by the Interstate Commerce Commission to enjoin the carrying out of a contract under which the Chesapeake & Ohio Railroad agreed to deliver at New Haven, Conn., 60,000 tons of New River coal for the New Haven Railroad at \$2.75 a ton. The price of coal at the mines plus the cost of transportation from Newport News to New Haven was \$2.47 per ton, while the published rate from the mine to Newport News was \$1.45 per ton. It was charged that the price named was in effect a discrimination, in that the company carried the coal for less than the usual rate. The company denied the discrimination and alleged that the loss it sustained was on the price of coal and that it took this means of reimbursing the New Haven road for \$100,000 it had lost through the failure of the Chesapeake & Ohio to fill a previous contract because of a strike of miners. The court said that while there was no prohibition in the interstate commerce law of railroad ownership of commodities, it was plain that to per-

mit such ownership was contrary to the very spirit of the act.

If the court should now sustain the claim of the Interstate Commerce Commission that private car lines are common carriers the decision just rendered may be held to prohibit the owners of refrigerator cars from using their own cars for the transportation of their products. The decision enlarges considerably the power of the Interstate Commerce Commission, carrying it in this particular direction further than is contemplated even by the pending Hepburn bill.

L. Higgins & Co., of Moncton, N.B., made a sensation among the boys and girls of that city recently by scattering on the street twenty dollars in coppers and five dollars in quarters. The money was thrown from the upper storey of their boot and shoe store, and nearly every boy and girl present got a share.

\*\*\*

A Canadian patent has been granted to J. M. Tuller, of Seattle, on an improved axle cutting and threading machine which should prove a useful and profitable tool for a blacksmith undertaking vehicle repairs. It consists of a cutter head rotably mounted in a frame which may be secured to an axle by means of a clamp provided. Opposed cutters in the head reduce the end of the axle to enable the nut to be carried further up, and after such reduction a screw cutting die may be placed in the same head to thread the reduced portion. The machine has met with a considerable measure of success wherever introduced, as its mechanism is simple and easily set and operated.



# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

Only  
Wholesale

Wholesale  
Only

Any article marked with  
Joseph Elliot & Sons'  
Trade Mark is  
warranted.

## Razors

Joseph Elliot & Sons, Sheffield, England

RETURNED  
CORPORATE MARK  
J+C



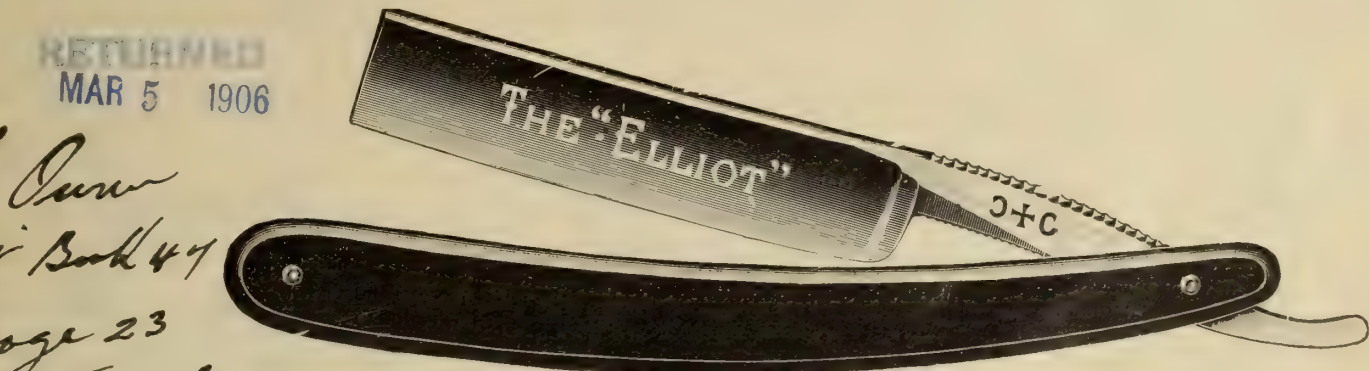
"Try Me"—Razor No. 1392,  $\frac{1}{2}$ ,  $\frac{3}{8}$ , and  $\frac{3}{4}$  inch.



"Try Me"—Razor No. 2069,  $\frac{3}{4}$  inch.

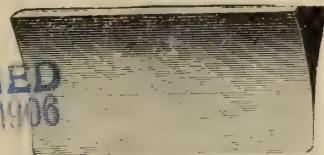


"The Silver Ring"—Razor, No. 2506,  $\frac{3}{4}$  inch.

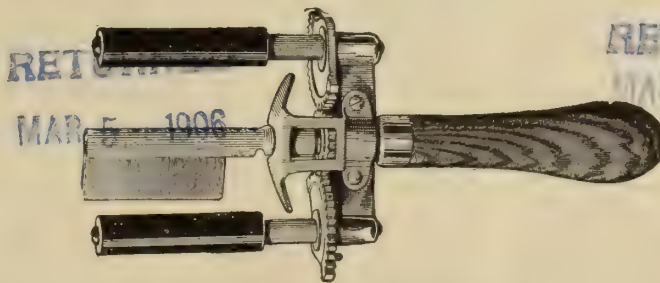


"The Elliot"—No. 3048,  $\frac{3}{4}$  inch.

## Henry Boker & Co. "Aristos" Safety Razor



Razor Blade.



Stropping Machine.



Safety Razor.

FOR OTHER MAKERS SEE OUR CATALOGUE

## H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST.

Factory: Dufferin Street, Toronto.

We Ship Promptly.

Our Prices Are Right



# PAINT, OIL AND BRUSH TRADES

## PAINT ADVERTISING IN WINTER.

Does it pay the paint dealer to advertise in the newspapers during the winter months? This question has been well and finally answered by the success of those who constantly use newspaper space and always keep their paint stock before the public.

No legitimate reason has been advanced why paint advertisements should be run only during the seasons paint can be applied to exterior surfaces. And every rule of good business and every feature of the paint trade calls for continuous publicity.

While no paint may be put on the outside of houses in many territories during the next few months, property owners who are going to paint next spring are interested in paints now, and their orders can be secured long before the paint goes on the house. In the majority of instances, it is during the winter months that the property owner considers and decides on the paints he will use. He will be on the look out for the best paint for his work, and the merchant who keeps his proposition before him has an immeasurable advantage in landing the order. The merchants running good newspaper advertisements during the coming months will have the biggest spring business.

Many paint specialties find a large sale during the winter—several have their largest market then. Strong newspaper advertising of these specialties has a double advantage. It not only increases their sales but keeps the dealer in touch with his customers for the large spring orders.

By continuing to use newspaper space, the paint dealer will hold and increase the position he has already made; by dropping advertising for several months, he will be compelled to make special efforts to get public attention again.—S. W. P.

## PREPARATION OF ZINC WHITE.

The latest method for making zinc white is to volatilize the metal in the electric arc, and then burn it. The two carbons are placed in a crucible, which is kept full of zinc, and is placed in a closed vessel through which a current of air passes. The electricity volatilises the zinc very rapidly, and the vapor rises into the current of air, which not only supplies the oxygen necessary for the combustion which immediately takes place, but carries the zinc oxide smoke into a large chamber through a flue. In this chamber the oxide settles to the ground, and is cleared out at intervals with shovels. The air exit from this chamber is provided with a muslin filter to prevent the escape of any of the zinc

oxide. The zinc is best fed into the crucible in the granulated form, and the crucible should be so mounted that, when necessary, the carbons can be withdrawn and the slag run out by tilting the crucible.—Le Mercure Scientifique.

## ADULTERATION OF VARNISHES.

According to Lippert, as quoted by the Oil and Colorman's Journal, the Storch-Morawski reaction gives useful indications in testing linseed varnish for adulterations with resins and fish oil. Two or three drops of the varnish are placed in a  $\frac{1}{2}$ -inch test tube, without touching the sides, and are covered with about  $1\frac{1}{2}$  c.c. of glacial acetic acid, the two being then shaken up and left until most of the varnish has again collected on the surface. A small quantity of sulphuric acid (specific gravity 1.53) is next run down the side of the tube, and allowed to collect at the bottom, whereupon a deep brown coloration is produced at the zone of contact if the varnish is pure. If, however, resins, resinates, or fish oils are present the upper part of the zone assumes a coloration ranging from red to blue, and a red tinge is also given by maize oil.

## BETWEEN SEASON WORK.

Between seasons the average dealer or painter is very apt to wait until someone sends for him to figure on a job. Instead of waiting for something to turn up, he should go out and find a prospect—take a walk around, or go out in the country and wherever he sees a house, church, or building that would stand painting, make a note of it, figure on the job first, then go and see the owner and get the order. It pays to advertise, and this is a good way to let the people see they have a live dealer in their town. A house or store may need papering or re-decorating, but it will often not be done unless attention is drawn especially to it. To do good work good brushes are required, and these can also be looked after now. The best is the cheapest in the end, and it always pays to buy the best.

TRAVELLER.

It seems very probable that prices on nearly all lines of hardware will be maintained at least through the coming season. That will mean that it is safe to urge your trade to buy liberally.

"After many years of extensive use from the Atlantic to the Pacific, in all kinds of climates, by all kinds of painters and decorators,

## ELASTILITE

has won the universal verdict of Excellent, Reliable, Safe and Satisfying. With a varnish like ELASTILITE on your shelves, you can rest easy after recommending it to your most exacting and particular customers."



MANUFACTURED ONLY BY

**The Imperial Varnish & Color Company**  
**TORONTO, Ontario, Canada**  
 Limited



When Applied to Painted or Unpainted Surfaces

## STRAITH'S VARNISH STAINS

produce perfect imitations of expensive woods. They are easily applied and "suit every time."

## STRAITH'S OIL WOOD STAINS

are eagerly sought because the quality never varies and the price is never high.

These stains are worth enquiring about, so also is our Shingle Stain.

**Write Now**

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

### Are You Ashamed of Yourself

FOR handling old floor paints which are always rubbing off because they are really never dry?

### They Stick to the Shoe Soles at Every Step

The Floors thus painted cannot be scrubbed to look really clean, but every scrubbing wears off some paint.

There is another kind that you will be proud of

## JAMIESON'S Floor Enamels

are the best selling lines in the trade. They have none of the drawbacks of the ordinary paints. They dry quickly and leave a finish that cannot be rubbed off by frequent scrubbing. Besides being of a smooth surface, they are very easily cleaned with a mop. They save labor and annoyance from the moment they are put on the floor, and they never STICK.

**R. C. JAMIESON & CO.**  
LIMITED

Sole Manufacturers, MONTREAL

### McCaskill, Dougall & Co.

**Manufacturers**

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES  
**MONTREAL.**

### Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the  
principal Hardware  
Dealers and Glass  
Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

# OILS

Canadian Agents—  
J. A. BERNARD,  
21 St. Peter Street., Quebec  
HOMER TAYLOR,  
Temple Bldg., Montreal

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

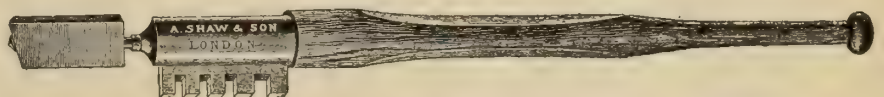
**"DOMINION"  
BRAND**

OILS GUARANTEED GENUINE.

**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
LONDON, ENGLAND.

### GLAZIERS' DIAMONDS



Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL

### WE ARE PREPARED

to give estimates on all kinds of **LIGHT AND HEAVY GREY IRON CASTINGS**. If your foundryman has not been giving you what you want, you had better communicate with us.

In the Plating line we can attend to your needs in **BRASS, COPPER, OXIDIZED COPPER** and **NICKEL PLATING**.

LET US HEAR FROM YOU,

**WHITTAKER STOVE WORKS, - - Windsor, Ont.**



# Brandram's B. B. Genuine White Lead



has long been known  
as the best white lead  
the world produces. It  
is unequalled for

## WHITENESS, FINENESS AND BODY

and will cover more  
surface than any other  
white lead made. It  
is the only white lead  
used in

## "ANCHOR" or "ENGLISH" LIQUID PAINTS

making them the lead-  
ers on the market.

Manufactured by

**HENDERSON & POTTS, Limited**

HALIFAX and ST. JOHN

**HENDERSON & POTTS CO.,**  
LIMITED

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 2, 1906.

Manufacturers and jobbers are worry-  
ing more about whether they will be able  
to fill orders than about booking orders.  
The situation in the white lead market  
is acute. It is almost impossible to pro-  
cure fair quantities within a reasonable  
time and in some quarters doubt is ex-  
pressed as to whether the big rush of  
Spring trade will find manufacturers pre-  
pared, so far as this article is concern-  
ed. If there is any feature in the paint  
market just now, it is this scarcity of  
white lead.

Linseed oil and turpentine are report-  
ed to be in good demand and are com-  
manding big prices. Stocks are light,  
which also effects the market and as  
this is particularly true of turpentine  
we are quoting an advance of 1c. over  
our last week's prices.

**Linseed Oil**—We quote. Raw, 1 to 4,  
barrels, 57c.; 5 to 9 barrels, 56c.; boiled,  
1 to 4 barrels, 60c.; 5 to 9 barrels, 59c.,  
f.o.b., Montreal, net 30 days.

**Turpentine**—An advance of 1c. has oc-  
curred during the week and we now  
quote: Single barrel, 98c. per gallon;  
two barrels or over, 97c.; for smaller  
quantities than barrels, 5c. extra per  
gallon is charged. Standard gallon is  
8.40 lbs., f.o.b., point of shipment, net  
30 days.

**Ground White Lead**—We give prices  
as follows: Best brand Government  
standards, \$6.00 to \$6.25; No. 1, \$5.65 to  
\$5.90; No. 2, \$5.30 to \$5.65; No. 3, \$5.05  
to \$5.30, all f.o.b. Montreal.

**Dry White Zinc**—Our prices remain  
as follows: Red seal, 7c. to 8c.; French  
V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc** (ground in oil)—We  
quote: Pure, 8c. to 9c.; No. 1, 6 1-2c.  
to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure lin-  
seed oil, \$1.75 to \$1.85; bulk in barrels,  
\$1.50; in 25-lb. irons, \$1.80; in tins,  
\$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We quote as  
follows: Casks, 7 1-4c.; 100-lb. kegs,  
7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—We still quote: Genuine  
red lead in casks, \$5.75; in 100-lb. kegs,  
\$6.00; in less quantities at the rate of  
\$6.75 per 100 lbs.; No. 1 red lead, casks,  
\$5.50; kegs, \$5.75, and smaller quanti-  
ties, \$6.50.

**Gum Shellac**—We still quote: Fine  
orange, 55c. per lb.; med. orange, 50c.  
per lb.; bleached shellac (white), 60c.  
per lb.

**Paris Green**—No change has occurred  
in this market and we still give prices as  
follows: C.P. Co's pure Paris green.

Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs.,  
17 1-2c.; drums, 50 lbs., 18c.; drums, 25  
lbs., 18 1-2c.; 1-lb. packets, 100 lbs. in  
case, 19c.; 1-lb. packets, 50 lbs. in case,  
19 1-2c.; 1-2 lb. packets, 100 lbs. in case,  
21c.; 1-lb. tins, 100 lbs. in case, 20c.  
Berger's English: Barrels, 600 lbs., 15  
3-4c.; kegs, 250 lbs., 16c.; drums, 25 lbs.,  
17c.; drums, 50 lbs. and 100 lbs., 16 1-2c.;  
1-lb. packets, 17 1-2c.; 1-lb. tins, 18  
1-2c.; 1-2 lb. packages, 20 1-2c. per lb.  
Terms, 2 per cent. off, 30 days.

**Shellac Varnish**—We quote as follows:  
\$2.50 to \$2.60; pure orange, \$2.40 to  
\$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Prices range from \$1.20  
to \$1.40 per gallon.

**Castor Oil**—We are still quoting as  
follows: Firsts in cases 8 1-2c., in  
barrels 8c., seconds, in cases 8c., in bar-  
rels, 7 1-2c.

**Refined Petroleum**—Our prices are as  
follows: American water white, 17c.;  
Canadian prime white, 15 1-2c.; astral,  
20c., ex warehouse.

**Window Glass**—No change in mar-  
ket conditions is reported. Most of the  
large buyers are now booked up and are  
awaiting shipments by the first steamers  
of the season. Our quotations  
are as follows: First break, 50 ft.,  
\$2.10; second break, \$2.20; first break,  
100 feet, \$4.00; second break, \$4.20;  
third break, 100 feet, \$4.75; fourth  
break, 100 feet, \$5.00; fifth break, 100  
feet, \$5.25; sixth break, 100 feet, \$5.75;  
seventh break, 100 feet, \$6.25; eighth  
break, 100 feet, \$6.50. Diamond star,  
first break, 50 feet, \$2.30; second break,  
50 feet, \$2.50; first break, 100 feet, \$4.40;  
second do., \$4.80; third do., \$5.75;  
fourth do., \$6.50; fifth do., \$7.50; sixth  
do., \$8.00, and seventh do., \$9.00. Double  
thick, first break, 50 feet, \$3.45; second  
break, \$3.75; first break, 100 feet, \$6.75;  
second do., \$7.25; third do., \$8.75;  
fourth do., \$10; fifth do., \$11.50; sixth  
do., \$12.50; seventh do., \$14; eighth do.,  
\$16.50; ninth do., \$18; tenth do., \$20;  
eleventh do., \$24.00; and twelfth do.,  
\$28.50.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto March 2, 1906

A drop in linseed oil is the event of  
the week, the small amount being used  
just now causing a falling off in de-  
mand. No other reason is given for the  
drop of three cents, stocks being now  
fairly large. Turpentine continues firm  
at last week's figures.

White lead continues scarce and prices  
firm at \$6.30. Talk of an advance in  
Paris green is heard, because of the





# Are You Lost?

We'll show you in **Ark Brand Paint** a clear road to success.

Large sales of the right kind of goods mean large profits.

## ARK BRAND PAINT

brings the largest sales because they represent highest quality and utmost satisfaction.

For economy, profit, and success, you must get as near to the original source of production as possible. The constantly increasing demand for **Ark Brand Paint** will lead you to success.

Sell **ARK BRAND PAINTS**—"Canada's Best."



**The FRANCIS-FROST CO. Limited.**  
**TORONTO — ONT.**



Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

A few more of our  
**TRADE MAGNETS and  
TRADE RETAINERS**

**MARTIN-SENOUR'S  
PORCH AND DECK PAINT**  
"Stands the weather."

**MARTIN-SENOUR'S  
E. Z. FLOOR AND FURNITURE  
STAIN**

Non-fading. Does not obscure the grain of the wood. Made to walk on.

**MARTIN-SENOUR'S  
CARRIAGE PAINT**

It's "Superfine," everything said.

**MARTIN - SENOUR'S  
SCREEN PAINT**

Made specially for screens and frames. Will not choke the wire mesh.

**MARTIN'S WHITE ENAMEL**

Air-drying. The White that stays White.

**THEY SELL**

## THE MARTIN-SENOUR PAINTS 100% PURE

FOR  
EXTERIOR  
WORK



FOR  
INTERIOR  
WORK

Our EXCLUSIVE Agency Proposition will interest you.  
Particulars upon application.

**SENOUR'S FLOOR PAINT** The original reliable standard brand.  
**WEARS LIKE IRON.** Known the world over.

Address our nearest office for color cards and further information.

## THE MARTIN-SENOUR CO., LIMITED

142-144 Inspector Street, MONTREAL  
2514-2522 Quarry Street, CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited  
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited  
HALIFAX, N.S.





THIS ADVERTISEMENT  
SERVES TO DRAW ATTEN-  
TION TO THE FACT THAT WE  
ARE NOW IN THE FULL  
SWING OF AN ACTIVE SPRING  
BUSINESS.

PLEASE EXAMINE YOUR  
STOCK CAREFULLY AND  
QUICKLY, AND WRITE WITH-  
OUT DELAY TO

**THE  
CANADA  
PAINT  
COMPANY  
LTD**

scarcity of arsenic, but the old figures still rule.

General business continues satisfactory for this season.

**White Lead**—Ex Toronto, pure white, \$6.30; No. 1, \$5.92 1-2; No. 2, \$5.55; No. 3, \$5.30; No. 4, \$5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, 5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.00; No. 1, in casks of 500 lbs., \$5.50; ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs, 8 1-2c.

**Shingle Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs.; Gilders' whiting, 75c.

**Paris Green** (for 1906)—We quote as follows: Canadian Government Standard: Barrels, 600 lbs., 17 1-4c.; kegs, 250 lbs., 17 1-2c.; 50-lb. and 100-lb. drums, 18c.; 25-lb. drums, 18 1-2c.; 1-lb. packets, 19c.; 1-lb. tins, 20c.; 1-2 lb. packages, 21c. Berger's English: 600 lb. barrels, 15 3-4c.; 250-lb. kegs, 16c.; 50 and 100-lb. drums, 16 1-2c.; 25-lb. drums, 17c.; 1-lb. packets, 17 1-2c.; 1-lb. tins, 18 1-2c.; 1-2 lb. packets, 20 1-2c. per pound. Terms, 2 per cent. off on Berger's English.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, \$1.00 to \$1.02 f.o.b. point of shipment, net thirty days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' round, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

## Business Changes

### Ontario.

Benjamin Partridge, hardware, West Lorne, has sold out.

McDonald & Henry, tinware, Stratford, have sold to C. J. Werner.

J. Brundett & Son, plumbers, Port Hope, have dissolved, H. C. Brundett continuing the business.

### Quebec.

Ouellette & Forget, plumbers, Montreal, registered.

J. W. Kelly, hardware merchant, Huntingdon, deceased.

J. R. Durand, tinsmith, Berthierville, giving up business.

Watts & Mailhot, hardware merchants, Montreal, dissolved.

Chartrand & Paiement, plumbers, Montreal (Maisonneuve) dissolved.

Charbonneau, Hector & Co. hardware merchants, Montreal (St. Louis), have dissolved.

### Western Canada.

Forbes & Craddock, hardware merchants, Rathwell, Man., dissolved.

A. G. Hasbrook, tinsmith, Tyvan, Sask., has been succeeded by E. M. Kiskack.

Caven & Scholey, plumbers, Winnipeg, have dissolved with F. H. Scholey continuing.

## THE AMERICAN MARKET FOR PARIS GREEN.

The conditions governing the market for Paris green are attracting increased attention, and the unsettled state of the market bids well to continue until the market for the raw materials, particularly white arsenic, discontinues its upward course in prices and the stringency of spot supplies is lifted, says the "Paint and Drug Reporter." Manufacturers of Paris green appear to be very cautious, and in several instances it was claimed that prices for white arsenic are ridiculously high and fictitious, and they consequently look for a sharp change. The belief among manufacturers is that there are strenuous efforts abroad to corner the market for arsenic, and that this will eventually fall flat, and a heavy drop in values will be experienced. Meanwhile business in contracts for Paris green covering regular spring requirements is interrupted, as manufacturers are unable to base any calculations on goods for forward delivery pending the outcome of the arsenic situation. The available spot supply is practically nil, and not until conditions become normal for arsenic will the manufacturers be in a position to close contracts for Paris green. Buyers are anxious to make contracts, but as manufacturers cannot guarantee prices it is a waiting market.



**OUR LETTER BOX**

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

**PICTURE FRAMES AS SIDE LINE.**

"Editor Hardware and Metal:

"Please publish the names of some manufacturers or jobbers in picture frame moldings and materials. I think that picture frames would be a good line for hardware merchants in small towns to handle as I get considerable call for them and the profits are good. Hoping that you will oblige me, I beg to remain, yours truly,

"J. T. LOCKE."

Corunna, Ont., Feb. 17.

Note.—In reply to Mr. Locke we would give the following addresses: Cobban Mfg. Co., Toronto; Matthews Bros., 788-792 Dundas street, Toronto; Woltz Mfg. Co., 130-138 Richmond street west; J. H. Rawlinson, 64 Church street; Fisher Bros. & Co., 145 Spadina avenue.

Has this line been taken up by other hardwaremen? If so, their experience would probably be of interest to others in the trade. Let us have a few letters on the value of such side lines.—Editor.

**A CALL TO ACTION.**

Editor Hardware and Metal: I have been a subscriber to your journal since its first issue and continue to look for it regularly in my Saturday morning mail, reading it with much pleasure and profit.

In the "letter box" last week I noted a letter from Mr. T. N. Dunn, of Ingersoll, favoring the organization of a retail hardware association in the Province of Ontario. Also a letter from J. T. Wescott, of Ailsa Craig, a few weeks ago, who is strongly of the same opinion.

I have been thinking, talking, and writing about the starting of such an association for some time, and have a number of letters in my possession now from prominent hardwaremen who are all anxious for such an organization, and when I see the account of the Retail Hardware and Stove Dealers' Association of Western Canada held in Winnipeg, which you reported so fully in last issue, it makes me feel that we are quite behind the times, and instead of leading in this older province, as might be expected of us, we will have to follow our western brethren.

Every hardware dealer in Ontario should gladly welcome such an organization. We all feel the need of it around this part of the province (the county of Middlesex). As Mr. Dunn says in his letter, many of the staple lines are sold without a profit, and these goods are the very ones that cost the most money. Nobody thanks us for doing this. We are just that much out. We ought to have a profit on all the goods we sell.

Mr. Wescott offered to assist in forming an association. I make the same offer. I would willingly spend some time and money if necessary to get an Ontario Hardware Dealers' Association started, and I hope that now, as three hardwaremen have spoken through your

columns, others may take it up, and soon the association may be an accomplished fact.

Yours for business,

A. W. HUMPHRIES.

Parkhill, Feb. 26, 1906.

**INFORMATION WANTED.**

Editor Hardware and Metal: Would you kindly give us the address of some Canadian firms manufacturing round bowls and wood trays, and oblige,

Yours respectfully,

THE S. HAYWARD CO.,

Wholesale Hardware Merchants.

St. John, Feb. 26, 1906.

Note.—The United Factories, Toronto, supply but do not manufacture these goods, while the E. B. Eddy Company, Hull, manufacture a fibre ware round bowl.

Does any reader know of any other manufacturers of these lines?—Editor.

**DIRECTORS RE-ELECTED.**

At the annual general meeting of the shareholders of Frothingham & Workman, Limited, held in the office of the company on Tuesday, February 20, the following directors were re-elected. Messrs. E. Archibald, C. D. Monk, W. G. LeMesurier and G. C. Davis. The Geo. Creak Audit Co. were appointed auditors, and at a subsequent meeting of the directors the following officers were re-elected: Edward Archibald, president; E. C. Eaton, managing director; G. C. Davis, secretary-treasurer.

**HON. W. J. STAIRS DEAD.**

Only three weeks ago we recorded the death in Halifax of Mr. Geoffrey Morrow, partner in Wm. Stairs, Son & Morrow, wholesale and retail hardware and ship chandlery, and now we have to announce to the trade the death of the Hon. Wm. J. Stairs, ex-M.L.C., the senior partner and director of the firm, who passed away at Halifax on Tuesday at the advanced age of 87 years. Hon. Mr. Stairs was the "son" of the firm name, the Wm. Stairs being his father, whom he later succeeded.

For over threescore years was Mr. Stairs connected with the firm, as well as being associated in the commercial and financial life of Nova Scotia. For thirty years Mr. Stairs was a director of the Union Bank of Halifax, the last dozen or more years of which he was president of the bank, which institution was founded by his father many years ago. As far back as Confederation days Mr. Stairs was appointed to represent Halifax city in the Legislative Council, and when Joseph Howe, Nova Scotia's greatest son, was struggling in the empire-moulding period of the then divided Canada, Mr. Stairs was perhaps his strongest personal and political friend and staunch supporter. A lifelong Conservative he, though a steady party man, time and again declined high honors, such as the Lieutenant-Governorship.

preferring to remain a private citizen and business man.

Mr. Stairs was the controlling factor in the old Dartmouth Rope Works before they passed to the Consumers' Cordage Co., which were then managed by his eldest son, the late John F. Stairs, ex-M.P., now managed by Mr. George Stairs. He had extensive interests in real estate, owning "Bedford Chambers," one of the successful pioneer office buildings of Halifax, also the Market Block, and a series of workmen's model tenement buildings, which he caused to be erected some years ago to meet the housing problem for mechanics and artisans. In financial interests he owned 1,400 shares of the Union Bank of Halifax and large interests in the Nova Scotia Steel Co. and other concerns.

Many years ago he was an active militiaman, seeing service as colonel in command at the time of the Fenian raids. He was born on September 24th, 1819, and married Miss Susan Morrow in 1845, last July being the occasion of the sixtieth or diamond anniversary. Mr. Stairs leaves his widow and five sons and one daughter. The sons are Edward, now president and managing director of Wm. Stairs, Son & Morrow; James W., formerly of the firm, and now managing his late father's real estate in Halifax; George, director of the Nova Scotia Steel Co., and manager of the Consumers' Cordage Co., Halifax; Herbert, an extensive fruit raiser and stock breeder at Canning, N.S., the center of the famed Annapolis Valley; and Gavin Lang, also engaged in farming at Maitland, N.S. The daughter, Margaret, is the wife of the Rev. Alfred J. Townend, former chaplain of the Garrison Chapel, Halifax, later of the Royal Military College at Sandhurst, Eng., and now at Southsea, Eng. Some of Mr. Stairs' grandsons are: William J. N., a junior partner and director of Wm. Stairs, Son & Morrow; James A., of the Nova Scotia Steel Co., at New Glasgow; E. Geoffrey, at present engaged in journalism in Toronto; Gilbert S., Nova Scotian Rhodes scholar at Oxford, Eng.; as well as Charles M. MacDonald, son of the late Prof. MacDonald of Dalhousie University, at present in Vancouver, B.C., preparatory to engaging in fruit raising in Similkian Valley; as well as several sons of Mrs. Townend in the British army and navy in various parts of the Empire.

Push business now in builders' hardware. The season will soon be on.

\* \* \*

A display of tin and enamelware in the window should bring results at any season, but particularly in the Spring. This branch offers a fair chance to quote bargains also.

\* \* \*

not the fellow who sits wasting his time at the fire during the Winter nights; it is he who always has a book or a trade magazine in his hands studying the problems of his work. He is the chap who always gets on top.



# Consolidated Plate Glass Company of Canada Limited

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## BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Edmonton will spend \$180,000 in civic improvements this year.

It is stated that Chas. J. Coll, of the Acadia colliery, Stellarton, N.S., has purchased the coal areas of the Cumberland Coal & Railway Co., located at Broughton.

The Vancouver, Fraser Valley & Southern Railway Co. will ask incorporation at the next session of Parliament to build an electric railway from Vancouver to New Westminster.

Blairmore, Alta., is to have a bottling works. The plans call for a solid stone building 25 x 50 feet. The Rosse building has been started, and other buildings are contemplated.

The Peacock File Co. intend removing their entire plant from Buffalo to some point in Canada. They employ about fifty hands and may locate at Port Colborne.

The Peterborough Sandstone Brick Co. have purchased a carload of machinery for their plant, and upon its arrival will go right ahead with the work of getting everything in operation to meet the season's trade.

The North Atlantic Collieries Co. have plans under way for development work at Port Morien, C.B. Messrs. Hyde and Patterson have been looking over the site with a view to contracting for the sinking of the shaft.

The Brintin Carpet Factory, of Kidderminster, England, which intends establishing a carpet factory in Canada, has about concluded negotiations to locate in Peterboro. The company will employ about 75 hands and will be given a site and exemption.

At the annual meeting of the Bell Telephone Co. it was decided to increase their capital stock from ten to fifty million dollars. It is the intention of the company to strongly oppose the movement in the west, for a Government-owned system of telephones.

The Anthony Wire Fence Co., who have been operating in Windsor for some time past, have been receiving offers from other points to induce them to leave. Unless Windsor makes certain concessions it is probable that one of these other offers will be accepted.

Calgary city council has decided to submit a by-law to the people to raise \$100,000 to improve the waterworks, and \$30,000 to extend the electric lighting system. The council also decided to assist manufacturers employing over twenty-five men, by tax exemption.

Railway supplies, such as crossings, switches, etc., will be manufactured in Niagara Falls, Ont., by a Canadian

branch of Ramapo Iron Works. Besides the Americans interested are J. W. Nesbitt, J. G. Gauld, Jas. Dickson, R. O. Mackay and A. B. Mackay, of Hamilton.

A company to manufacture soda ash will seek incorporation from the Dominion Parliament. The promoters have been quietly at work for some weeks and have secured between fifty and sixty acres of salt lands near Sandwich, Ont., and also some lime lands. They will be capitalized at \$1,000,000.

Mr. N. Dymont, and A. E. Dymont have sold their timber limits, and their sawmill and shingle factory at Thessalon, to a United States syndicate for the sum of \$650,000. The purchasers are E. P. Nesbitt and Geo. Nestor, of the Nestor estate, Detroit, and W. Bishop, of the Laney, Bishop Lumber Co., Chicago.

Henry Morgan & Co. will shortly establish what they claim to be the finest garage in Montreal. The old Davis cigar factory at the foot of Beaver Hall Hill is being remodelled for this purpose and will be ready in about three weeks. The firm has secured exclusive control of the Maxwell-Briscoe machines, and the new department will be under the management of F. B. Stockwell, late of the Dominion Motor Co.

Prandon will make large extensions to its lighting and power plant in order to meet the applications for power that are being received from manufacturers. New engines, boilers and generators are about to be purchased, which will add 600 horsepower to the plant. Work will be commenced on a building to accommodate these extensions as soon as the frost is out of the ground, and it is expected the new plant will be in operation by August 1.

The Dominion and Nova Scotia steel companies at Bell Island, Newfoundland, are doing exceptional work this Winter. Each has about 300 men employed. Stripping on the surface continues as in Summer, owing to the mild weather, while underground development is proceeding rapidly. The pay roll amounts to \$1,000 a day, and this will be increased as Spring arrives. Bell Island is now one of the most prosperous settlements in the colony, and the earning power of the people is increasing each year.

St. John, N.B., has entered into an agreement with the Mowry Nut Lock Company, whereby the company is leased twenty-one lots, one of them a water lot on Courtenay Bay, the total area being 1,450 feet long by 300 feet wide. The city also grants exemption to the company of water rates and all taxes except school taxes for ten years.



Within two years the company is to expend \$50,000 in plant, and within three more years another \$100,000. Not less than \$50,000 a year is to be paid in wages.

For the first time in many years, the Nova Scotia Steel & Coal Co. found it necessary to send four or five cargoes of its Old Sydney Mine Coal to its agents at Montreal via Portland and the Grand Trunk Railway in order to supply the largely increased demands of that market. The officials of the company state that the demands on the St. Lawrence market are so pressing that they are arranging to largely increase their shipments during the coming season of navigation. It is also stated that better prices are being obtained for this coal than for some years past.

Hon. Frank Cochrane will introduce a bill at the present sitting of the Ontario Legislature to levy a tax on all mining claims in Cobalt, whether productive or not, instead of placing a royalty on the output. Claims will be of 40 acres. The price per acre for the patent will be \$2.50 or \$3 in surveyed districts, and in unsurveyed districts probably \$2. The tax will be seven or ten cents an acre per annum, and the explorer's license fee will be \$10 a year. Provision will also be made for bonusing or assisting the refining of nickel, copper and cobalt in Ontario, perhaps by a bounty.

To open up the rich iron ore deposits in Hutton township, an agreement has been made between the James Bay Railway Company and the Moose Mountain Mining Company to at once extend the James Bay line to a point 25 miles north of Sudbury, and from thence construct a spur line to the mines. This will mean that these iron ore deposits, which are probably the richest in the world, will soon be on the markets. A fleet of ore carriers will also be put on in connection with the railway to carry the ore to the smelter. It is expected that everything will be in readiness by January 1, 1907.

#### BUILDING NOTES.

The Methodists of Red Deer, Alta., will build a \$20,000 church.

The Imperial Plaster Co. will erect a large grinding mill at Cayuga.

Brantford is to have a new school to cost in the neighborhood of \$45,000.

Brandon contemplates spending some \$80,000 in making school extensions.

The Michigan Central Railway will put up a new station building at Welland.

Coburg Public School Board is asking for tenders for the erection of a new school.

The Peavy Co. will replace their burned elevator at Duluth with a 1,000,000 structure.

A business block will be erected on Portage avenue, Winnipeg, opposite Eaton's big store.

W. McCulloch, of Souris, Man., will erect an addition to the rear of his block in the Spring.

The Vancouver Ice and Cold Storage Co. have commenced work on a three-

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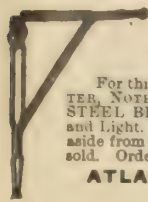
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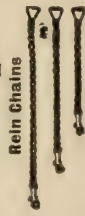
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Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.  
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**FOR SALE.****\$2,000 Tin, Stove and Furnace Business for Sale**

n the best market town in Ontario; very enterprising; turnover \$18,000; the leading tin business in the town; a good money maker; store, with house attached, for sale or rent; ill health the cause for selling; can be bought right by a quick buyer. C. J. Werner, Dunnville, Ont.

**TINSMITH'S TOOLS** for sale. Second hand cornice brakes, shears, beaders, etc. Send for list and prices, or call at 58 Latour St., G. W. Reid & Co., Craig St. west, Montreal. (8)

**NEW** set tinner's tools very cheap. W. J. Phillips, Kenora, Ont. [1]

**SITUATIONS VACANT.**

**WANTED**—Stove and Furnace representative for province of Ontario; must be first-class man with good connection; will pay highest salary to right man. Apply Box No. 509.

**AN** experienced hardware clerk wanted, who has also a knowledge of stoves. App'y, stating experience and salary expected, to Howie & Feeley, Brantford. (1f)

**SITUATION WANTED.**

**POSITION** as salesman wanted by hardware-man; four years' experience; strictly temperate; AI reference. Box 26, HARDWARE AND METAL, 511 Union Bank Building, Winnipeg. (9)

**WANTED** a position of trust by a young active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co. [10]

**BUSINESS CHANCES.**

**GOOD** hardware, stove and tinware business in a live town on the main line of C.P.R. between Peterboro and Perth; stock clean and up-to-date; only one opposition in town; present owner going into the manufacturing business; a golden opportunity for someone; best of references given. Box 507, HARDWARE AND METAL, Toronto.

**HARDWARE BUSINESS**, Manitoba; in town of 500, without doubt the strongest business of two in the town; stock of \$4,000, can show books for a turnover of \$13,000, clearing 20 per cent. net profit; Established 9 years, and only selling on account of very bad health; guaranteed by wholesale hardware travellers to be a good business; town has 5 elevators and large flour mill, splendid wheat section; building which includes dwelling house, \$4,000; if you have \$4,500 you can handle this, the \$500 will apply on the building; if you want a prosperous business in a solid town, we do not know of a better opportunity. Address all correspondence to "The Locators," 62 and 63 Merchants Bank Building, Winnipeg. [9]

storey building on the site owned by them on Gore avenue.

The International Harvester Co. will erect a warehouse and office building at Regina this Summer.

Mueller & Neiderstadt purpose erecting a \$5,000 brewery at Regina, for which a site has been purchased.

Marquette, Man., will have a new schoolhouse to cost \$5,000. It will be frame on a stone foundation.

E. H. Briggs & Co., of Winnipeg, are asking for tenders for the construction of a brick and stone warehouse.

The town of Qu'Appelle, Sask., is asking for tenders for the completion of the superstructure of their town hall.

The Cataract Power Co. will build new car sheds at Hamilton for the Radial, the street railway and the T. H. & B. roads.

It is rumored that the Canadian Pacific Railway Co. will erect a new station at Red Deer, Alta., at a cost of \$30,000.

The congregation of Stewarton Presbyterian Church of Ottawa have decided upon the erection of a new church to cost \$27,000.

A site has been purchased in Berlin for the installation of a cement brick plant. J. Thussier, of Parry Sound, is the promoter.

The McIntyre block, Winnipeg, will have two storeys added, making it seven storeys high. J. H. Cadham, architect, is inviting tenders.

A. Bawerman, of Saskatoon, will erect a two-storey and basement building, with a bank and two stores on the first floor and offices upstairs.

John Crean, of the Guichon hotel, New Westminster, has acquired property on Columbia street upon which he purposes erecting an up-to-date hotel building.

The Lake of the Woods Milling Company have plans completed for the building of two more mills this year, one at Montreal and the other at some point in the West.

Macleod, Alta., is looking forward to a busy season in building. A grist mill, a storage plant and the new Hudson Bay stores are among the larger buildings to be erected.

The congregation of St. Luke's Cathedral in St. John's, Newfoundland, contemplate the erection of a new edifice to cost \$100,000. A site worth \$20,000 has been selected.

The Grand Trunk has secured an option on the Cowey block, Ottawa, for \$225,000, and if the deal goes through they will pull down the building and use the land for terminals.

Carberry, Man., will build and own its own electric light plant, which will cost about \$12,000. The building will be such that it can be enlarged should the town decide to also own its telephone.

Montreal is to have two large apartment houses erected shortly, one on the



corner of Sherbrooke and Linton streets, and the other on the corner of Pine avenue and Durocher street. These buildings will be central in location and will be fully modern and complete in every respect. Finlay & Spence are architects in both cases.

The Foresters of Manitou, Man., intend erecting an opera house and lodge room to cost \$6,000. The Pembina council has contributed \$300 and will have free use of the building for all time.

St. Boniface has decided to erect a combined fire hall and police station at a cost of about \$8,000 on Tache avenue. Architects have been invited to submit plans for this building by March 9.

A Winnipeg man, Mr. Cochrane, will erect a \$20,000 business building on River street west, Moose Jaw. The property upon which the building will stand cost \$12,000, but was held in 1902 at only \$1,800.

Dauphin, Man., building operations will be active this year. Wm. Murray is inviting tenders for a three storey brick block on Main street, and other business and private buildings are under contemplation.

The growth of Vonda, Sask., has been phenomenal. Eight months ago it had three shacks, but during the present Winter there have been built several houses, a hotel, a business block and several stores.

Hon. Mr. Emmerson has announced that the Intercolonial railway shops, which were destroyed by fire, will be rebuilt, and that plans are already under way. Temporary shops will be put up at once.

The members of the Shaarey-Shomym congregation, (Hebrew) of Winnipeg, are arranging to build a synagogue on Dagmar street, opposite the Carnegie library. The building will seat 600 and will cost \$30,000.

Mose Jaw is looking forward to a big season in building. Already \$400,000 worth of building, exclusive of residences, is in sight. Their new Methodist church will be built after the plan of Zion church, Winnipeg.

The Bank of British North America will at an early date commence building on their King and Dufferin streets branch in Toronto. The Bank of Hamilton also contemplate putting up a new branch at the opposite corner.

#### ELECTRICAL CONTRACTORS ORGANIZE.

The electrical contractors and supply men of Montreal have reorganized and become incorporated into an electrical section of the Builders' Exchange. The officers for this branch of the exchange were elected as follows: President, E. W. Saver; secretary, J. H. Lauer; committee, F. H. Leonard, R. Moncel, N. W. McLaren, W. J. O'Leary, S. J. Parsons, J. C. Scott.

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SHEET METAL  
AGE

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Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

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## NEW ENAMELWARE.

The Kemp Manufacturing Company are introducing the "Diamond" brand of enamelware, the important feature of which, they claim, is a light colored inside lining that will not discolor, but will rather improve in appearance with use.

After enamelware had almost completely supplanted tinware for household utensils, different styles and colors were adopted, and one style that particularly caught the buyer's eye was a kind which was made in two colors, the inside being white, while the outside was usually dark or mottled. It was found though, that the white enamel, from the nature of the ingredients it contained, was very susceptible to acid stains which in a short time penetrated and discolored the interior of the utensil, and it was to overcome this objection that the Kemp Company determined to produce something that would not tarnish with cooking and still have the wholesome cleanly appearance of the light inside color so much desired.

In making the "Diamond" brand two things were kept in view—beauty and durability, and without doubt these results have been achieved. While the inside has been lined with a light colored impenetrable enamel, the outside has also received special attention, and with its blue and white marble-like surface, presents a very striking appearance.

This new line, it is said, can be sold for an average of 25 per cent. lower than any foreign ware at present on the market.

The Kemp Company have also brought out several new handles. Their new saucepan is oval in shape and hollow, and besides being a non-conductor of heat, there are none of the old time sharp edges to cut the fingers. The new panelled bottom is another improvement they have adopted, the chief advantage of which is that the bottom is raised from the stove a slight distance, which greatly reduces the chances of burning.

Common sense is the measure of the possible; it is composed of experience and prevision; it is calculation applied to life.



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STREET PAVING and SIDEWALKS a SPECIALTY

**SILICA BARYTIC STONE CO.**

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Ask for quotations for  
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**BRANTINE OIL FINISH** is a universal varnish which can be put to any use, thus curtailing the necessity of a hardwareman carrying a number of lines of varnish. "Brantine" can be used for outside purposes just as well as for inside.

**IRONITE FLOOR FINISH** wears like the metal itself. A great many dealers have experienced trouble in procuring a durable floor finish. Those buying "Ironite" are always well pleased.

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Varnish Wood Stain

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**SCARFE & CO.,**

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IF YOU WANT TO CATCH THE TRADE AND HOLD IT,  
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**Tarred Felt, Roofing Pitch <sup>A</sup>/<sub>N</sub> D Coal Tar**

**LOCKERBY & McCOMB, 65 Shannon St., Montreal**

*J. C. McStraw*  
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*page 19*  
*W. H.*

## WALKER'S QUICK AND EASY ICE PICKS

SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

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WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

**ERIE SPECIALTY COMPANY, ERIE, PA.**

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**GURNEY CYLINDER LOCKS** are the best profit-makers obtainable to-day.

The locks are **guaranteed**. They sell at a **fair price**. And they are absolutely a **home** product—made by the cleverest workmen and from the finest material.

We are anxious that you should avail yourself of the opportunity to reap handsome profits—in other words, that you should sell

## GURNEY CYLINDER LOCKS

Remember, we are not asking you to order these locks without "enquiry." We want you to look into the matter thoroughly.

**Catalogue No. 7** and **Supplements** are essential to a clear understanding of **Lock Values**.

*Write for copies without further delay.*

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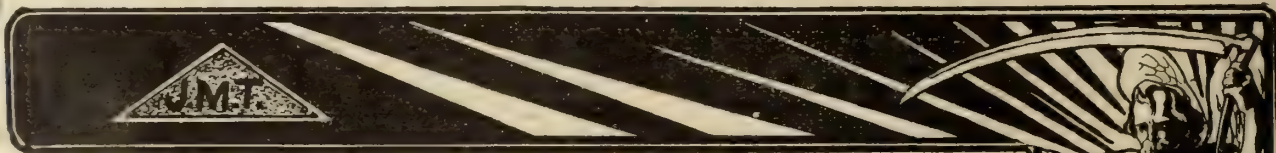
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# PLUMBING AND STEAMFITTING

## SUPPLY MEN ON TRIAL.

Contrary to expectations the trial of the plumbing supply men has not been concluded, an adjournment having been taken for a couple of weeks in order to hear the evidence of B. J. Morris, secretary of the Central Supply Association, who is in the hospital recovering from the effects of falling down stairs ten days ago.

The evidence given during the closing sessions last week was of a somewhat sensational character, Vice-President Carrick of the Gurney Foundry Company, Toronto, stating that previous to their entering into the agreement to co-operate with the master plumbers lawyers' advice had been secured, Crown Prosecutor DuVernet being one who had advised that the Gurney Company could sell or refuse to sell to anyone they pleased. This statement was objected to by Mr. DuVernet, who claimed he had given no written opinion nor had he been paid for any advice on this subject. In 1903 the Gurney Foundry Company were consulting him professionally with regard to labor troubles and other matters, in which the Gurney people were interested at the time, and he referred the company to the decisions in the Locust Hill telephone cases. He believed that the Grand Trunk Railway and Canadian Pacific Railway Companies were guilty of conspiracy in these cases. In his opinion the agreement between the plumbers and the supply men is a parallel to the Locust Hill agreement. Mr. DuVernet was sure, however, that his referring his clients to the Locust Hill agreement had nothing to do with the agreement in question in the case before the court.

### Other Evidence.

Fred. Armstrong, president of the Toronto Master Plumbers' Association, gave evidence regarding the joint meetings and relations existing between the master plumbers and supply men, and J. H. Thorne, T. G. Barrington and Thomas Head told of difficulty of securing goods from the supply houses because they were not members of the association. Peter McMichael, of the Dominion Radiator Company, also took the stand for the defence and told of an opinion secured in writing from Beatty, Blackstock & Co.

At the close of the court the judge expressed hope that when the cases were resumed it would not be necessary to review all the evidence heard so often already. He might, he suggested, shorten the proceedings by giving a decision on certain points common to all the cases

at once. For instance, he might decide as to the existence of conspiracy in relation to certain unsigned documents and as to the liability of the supply men for the issuance of the directories and lists of the master plumbers.

With this view Mr. Blackstock, K.C., concurred. He contended that in regard to certain technical points the Crown should not persevere. It seems absolutely impossible to him to pretend that there had been any improper motive. He was willing that the court should decide as many points as possible.

## WINNIPEG PLUMBERS INDIGNANT.

Winnipeg plumbers are indignant because of a clause in the proposed amendments to the city charter now being considered by the Law Amendments Committee of the Manitoba Legislature, which would seem to give the city power to instal plumbing, thereby rendering it a direct competitor of the master plumbers. This legislation has already been approved by the committee and a strong delegation of plumbers waited on the committee last week to enter their protest. G. D. Minty, of the law firm of Tupper, Pluppen, Tupper, Minty & McTavish, appeared for the plumbers and in the course of his argument he vigorously denied that there is any plumbing combine in Winnipeg. The city had no more right to compete with the plumbers than with any other trade. Sampson Walker, M.L.A., in introducing the plumbers' deputation, said that the mayor had given assurances that it was not the intention of the city to undertake municipal plumbing and that this was not a proper interpretation of the bill. However, the plumbers wanted to be absolutely certain and they asked that the point be made clear in the bill in order to avoid possible trouble later. If there was no intention to give the city power to engage in municipal plumbing there could be no possible objection on the part of the city council to an amended wording of the bill that would make the point perfectly clear.

Mr. Minty said that the clause in dispute meant nothing more or less than municipal trading and it should be amended to give the city power only to call for tenders for plumbing and not to instal it.

### C. E. Gate.

C. E. Gate spoke vigorously in opposition to the clause on behalf of the master plumbers.

"I most emphatically deny that there is a plumbers' combine in this city," he declared. "Any member of the committee can examine my books. There is a profit of 20 per cent. figured over the cost of material and labor on each contract. It costs about 8 per cent. to run a plumbing business and hence the net profit is 12 per cent. There is a plumbers' association, but there is no com-

parison of prices before tenders are sent in for work."

The city engineer had stated that a closet and sink could be installed for \$75, but Mr. Gate vigorously combatted this statement, quoting prices from contracts showing the actual cost to be between \$83 and \$115. A man who would say that the work could be done for \$75 was either wilfully misrepresenting the facts or was ignorant of the plumbing business. Speaking for his fellow plumbers he said that they did not care whether citizens bought fixtures from wholesale houses or not, but his firm would not undertake their installation, as the profit on labor without the profit on fixtures was too small to make it worth while.

### A. J. Hammond.

A. J. Hammond, Dominion president of the Master Plumbers' Association, submitted figures showing in detail the cost of installing a closet and sink in a very small house. He estimated the cost at \$77.20, and this amount did not include the wages of a man to look after the work. Mr. Hammond spoke vigorously in opposition to the proposed clause. If the city had no intention of starting in opposition to the plumbers what objection could there be to the amendment asked by the plumbers? He had been told by an alderman that the mayor was trying to mislead the plumbers. If the clause were passed it would mean municipal trading. The city might as well go into the electric wiring business as into the plumbing.

### John Chambers.

John Chambers also spoke on behalf of the master plumbers and submitted estimates of the cost of plumbing. He thought the city engineer's estimate of \$75 for the installation of a closet and sink was ridiculously low. The plumbers had to pay for the connections and were forced to employ men licensed by the city to do the digging and make those connections.

### Mayor Sharpe.

Speaking for the city, Mayor Sharpe said that it was not the desire of the council to go into the plumbing business.

The legislation is still under consideration.

A Peterborough firm, MacGregor & Reid, have been awarded the contract for the plumbing, heating and lighting of a large residence in Toronto.

\* \* \*

The additions to the Standard Ideal Sanitary Company's plant at Port Hope are nearly completed, and their two additional furnaces for the manufacture of enamelware will soon be in operation.



## TORONTO CIVIC INVESTIGATION.

The sensation of the week in the civic investigation being made into the City Hall plumbing contracts was sprung on Monday last when the investigation was resumed with Mr. Joseph Wright, of Bennett & Wright, in the witness box. He announced that S. Clark, his former bookkeeper, refused to return to Toronto to give evidence, although he had come to Detroit from California to confer with Mr. Wright. Mr. Clark is to resign his position with Bennett & Wright and go into business in California or Mexico, according to Mr. Wright's evidence.

The time of the investigation this week was largely taken up by an inquiry into the contracts for elevators in the City Hall, in which Bennett & Wright were interested as sub-contractors. Correspondence was read seemingly connecting Architect Lennox with the contractors under him, the letter being favored in various ways by charging double price on extras, etc. One charge for extra work was for boilermaker's time on a certain job, for which the firm of Bennett & Wright charged and Architect Lennox allowed \$28. The amount actually charged by Polson & Co., who did the work, was nineteen hours at 40 cents, totalling \$7.60. Mr. Wright had previously claimed the Polsons' charge should be doubled, because he stood over the man himself supervising the work.

On certain work, which was charged for as extra, the time books showed that a plumber and helper were occupied 99 hours at 50 cents per hour. "Would it be at all possible to justify a charge of 275 hours for this work?" asked Mr. Drayton.

"No," was the reply.

"Then why did you make a charge for 275 hours and get the architect to pass it?" A.—do not know.

"Well, here it is; he allows you \$137.50," retorted Mr. Drayton.

## Charged Eleven Times the Cost.

An extra charge which Mr. Drayton inquired into at length was for putting in temporary heating apparatus in the assembly room of the City Hall for election purposes. The books of the firm showed that 19 1-2 hours' time was charged by the workmen engaged in the work. Mr. Wright said that the charge was wrong; it would be nearer 40 or 50 hours, because there were eight radiators. When pressed, Mr. Wright said fifty hours could be honestly charged. "What would you say if anybody charged 100 hours if 50 would be an honest charge; it would be pretty strong, would it not?" A.—Yes.

"Then if 125 hours were charged you would require a pretty strong vocabulary to describe it?" A.—I could not say without knowing what it actually took.

"Do you know that Mr. Lennox gave you 220 hours for that work (\$110)? Have you anything more to say about that?" thundered Mr. Drayton.

"I would have to look into it," replied Mr. Wright.

Mr. Drayton also quoted the charge where a laborer was engaged on the work of connecting a hydrant for thirty-four hours for which thirty cents per hour was charged. The item was extended at \$25.20 instead of \$10.20, Mr. Lennox allowing the \$25.20, which was paid by the city. In a similar case where a plumber was employed twenty-eight hours on a job, when the bill came into the city it had grown to fifty hours, which the architect allowed.

Two Demarest closets were installed for the use of the workmen temporarily, for which he charged \$60. "Can you understand why Mr. Lennox allowed you \$124 for that work?" asked Mr. Drayton. "No, I cannot," was the reply. "Neither can I, but still the amount was advanced to \$124 as the account shows, and you have the money," was the caustic comment of Mr. Drayton.

Other evidence of a general character was given on Tuesday when an adjournment was made until Thursday.

## MONTREAL PLUMBERS DINE.

The twelfth annual banquet of the Montreal Master Plumbers' Association was held on Wednesday, the 21st ult., at the Queen's Hotel, Montreal, and proved a decided success. About 150 persons took their seats, President P. C. Ogyvie being at the head of the table, supported by J. A. Gordon, the energetic secretary, and on each side several distinguished visitors were seated.

Evidence was not lacking to prove that the members of the association could do much more than figure on specifications, dicker with supply men or wipe joints, for to the accompaniment of sweet music by the band full justice was done to the many good things provided by mine host.

After the health of the King and Governor-General had been honored, that of "The National Association of Canada" was proposed in a neat speech, J. E. Walsh being replied to by the association veteran, Mr. Johnson of Ottawa. The sentiments expressed were that there existed a real scope for the work of the association; that the work of the plumbers was of vital importance to any community; that they had very real national interests to safeguard, and that they might compare their position with that of the medical profession, as both were working for the interests of mankind.

"Our Absent Friends and Guests" was proposed by J. Thibeault, who spoke in French.

Heartiness of good feeling was the feature of the evening and such occasions in the opinion of all present are of great service in protecting the trade interests, in fostering a better feeling between different members, and altogether developing the association.

Messrs. Giles, Best & Dunn as soloists rendered much to the enjoyment of the evening, and Mr. Giles' recital was a real treat.

The affair was one of a series of successes and was largely attended by supply men, and is undoubtedly of great service to foster the best interests of a great trade and industry.

## PLUMBING PARAGRAPHS.

Indian Head, Sask., will install an electric lighting and power system, as well as a water works system.

\*\*\*

A company is being organized at Delhi, Ont., to develop electrical power for lighting and factory purposes.

\*\*\*

The Ontario Government are considering the advisability of installing an electric light plant in the Parliament Buildings and the Toronto University. the releasing surfaces, and so latches h

\*\*\*

..Fred. Armstrong, Toronto, is installing a hot water heating system in the Ocean House, corner King and Queen streets, a Daisy boiler being used in the job.

\*\*\*

Toronto journeymen plumbers and fitters are said to contemplate making a demand for an increase in wages to go into operation when their agreement expires on May 1 next. The journeymen held a successful ball last Monday night.

\*\*\*

Frank Smith, Madoc, has installed a new electric light plant at the Coe-Saunders Copper mine at Eldorado, Ont. The new plant has about 70 light capacity, and will light not only the offices and grounds, but also the underground workings and shafts, so that night work can be carried on with advantage. This is the first mine to adopt electric lighting in this district.

\*\*\*

E. R. C. Clarkson, assignee, has declared an initial dividend of 10 per cent. to creditors of J. B. Reeves, the former Toronto plumber. This does not prejudice the action for damages against the Master Plumbers' Association which Reeves initiated, and which some of the creditors have taken up.

The Blake Hardware Company, Bellingham, Wash., are making a bid for plumbing and heating business at Chilliwack, B.C.

\*\*\*

George A. Caldwell, who has represented the H. Mueller Mfg. Company in Buffalo and Ontario for several years past, has been transferred to the New England territory, with headquarters at Boston, Mass. His new territory includes Maine, New Hampshire, Rhode Island, the eastern half of Massachusetts, New Brunswick and Nova Scotia, and he is now making his first call among the water, gas and plumbing trades of that section. Mr. Caldwell is under the jurisdiction of the company's eastern office at New York City.

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## AMERICAN RADIATOR FACTORY.

The American Radiator Co. expect to have their new plant at Brantford in shape to turn out goods in a small way by April next. They will, however, be unable to produce a large supply of their products for the Canadian market before the Fall.



## PLUMBING MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 2, 1906.

Business this week has been a great improvement over last. Travelers' orders, in particular, have picked up very noticeably, and jobbers expect soon to be in the swing of the season's trade.

Prices are quoted the same as last week without exception, and even solder remains at its last figures in spite of a weakness in the primary markets, that still continues.

**Range Boilers**—Prices have not changed, nor are the market conditions in any way different from those of last week. We quote as follows: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.00; 35 gallon, \$24.00; 40 gallon, \$28.00. The discount on copper boilers is 15 per cent.

**Lead Pipe**—The price reduction noted last week has been generally adopted, but prices are held steadily at the following quotations: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Trade in this line is somewhat quiet just now. Our prices remain as follows: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—The market has steadied somewhat, and, though sales are very large, there is not the same feeling regarding prices, as existed a short time ago. We quote: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inch, \$30.00; 1 1-2 inch, \$36.00; 2 inch, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—Our prices remain: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—No real change in price is reported, though naturally it is not so

steady of late, as the lead and tin markets remain weak. Our quotations are as follows: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder) 18c.

**Enamelware**—Business is picking up right along. Our prices are still quoted as follows: Baths, rolled rim, 5 feet 2 1-2 inch rim, American, \$22.25; Canadian first quality, \$18.65; special, \$16.65; 3 inch rim, American, \$29.25; Canadian first quality, \$20.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, March 2, 1906.

Pig lead is still somewhat weak and a 20 per cent. discount is now general on lead pipe, with the local supply houses instead of the mixed discounts of the past week or two.

Local jobbers have been cutting prices in some sizes of iron pipe to some extent, and an open market now exists. Steadier prices are looked for, however, and there is some talk of an advance in iron pipe fittings.

Trade generally is good. Plumbers are busy and expectant of another large year's business on account of building prospects.

**Lead Pipe**—All dealers offer a 20 per cent. discount this week as a result of a slightly weaker market. We quote: Lead pipe, 8c.; discount, 15 to 20 per cent.

**Soil Pipe and Fittings**—Soil pipe is firm and selling fairly well. No change in price. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Prices have been cut considerably in some sizes, but a readjustment is looked for shortly. We quote: Black, 1 1-4 inch, \$2.09; 3-8, \$2.00; 1-2 inch, \$2.45; 3-4 inch, \$3.05; 1 inch, \$4.37; 1 1-4 inch, \$5.96; 1 1-2 inch, \$7.15; 2 inch, \$9.54; 2 1-2 inch, \$15.00; 3 inch, \$19.35; galvanized, 1-4 inch, \$2.91; 3-8 inch, \$2.91; 1-2 inch, \$3.27; 3-4 inch, \$4.20; 1 inch, \$6.02; 1 1-4 inch, \$8.22; 1 1-2 inch, \$9.86; 2 inch, \$13.14; 2 1-2 inch, \$21.45; 3 inch, \$28.05.

**Iron Pipe Fittings**—Demand is very good and prices remain firm. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.;

cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—Rather quiet just now, but quite as good as ordinarily at this time of year. Prices remain the same. We still quote as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Solder**—Prices remain the same as last quoted. Demand slightly increased. We quote as follows: Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enamelware**—Spring shipments will be moving very soon, and the outlook generally is good. Prices very firm. Our quotations are as follows: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

### PRACTICAL PHILOSOPHY.

In the race of life, push copped out the first prize and purse. Modesty also ran.

A man only understands what is akin to something already existing in himself.

Age counts for little—it is experience and temperament that weighs in the scale.

An error is the more dangerous in proportion to the degree of truth which it contains.

Look twice, if what you want is a just conception; look once, if what you want is a sense of beauty.

Many sails dot love's seas—he who waits for high tide and fair winds misses many a pleasant voyage.

There is always a right course and the one safe path to pursue—but sometimes the devil swipes the signboard.



THE NEW  
"SOLID-ADJUSTABLE"  
HAND STOCK AND DIES



New prices that will warrant your inquiries.

**The BORDEN COMPANY**  
WARREN, OHIO. U.S.A.

... FULL STOCK ...

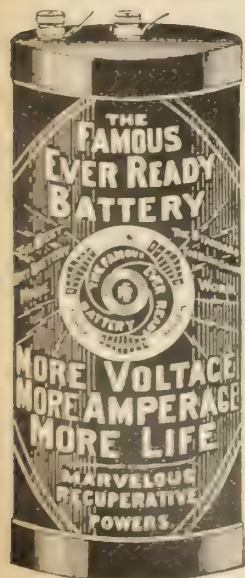
**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.



The  
Ever  
Ready  
Dry  
Battery

FOR AUTOMOBILE and  
GASOLINE ENGINE USE.

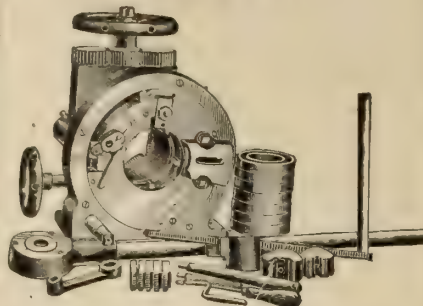
Write for Prices

**JOHN FORMAN**

248 and 250 Craig St. W., MONTREAL, Que.

**Merrell Portable  
Hand Machines**

Nos. 5, 6, 9 and 11



No better machine for the work can be procured.

Power is applied by either crank or ratchet lever to the shaft of the pinion, which engages the geared wheel enclosing the dies.

These machines have our improved cutting-off knife and our standard adjustable quick opening and closing die-head.

You ought to write for a copy of our catalogue which describes these machines in detail.

Just send a post card.

**THE CANADIAN FAIRBANKS CO.**

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

**NEWMAN'S PATENT  
INVINCIBLE FLOOR SPRINGS**

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

**W. NEWMAN & SONS, Birmingham.**

GUARANTEED

5 5 5

Y  
E  
A  
R  
S

5 5 5

GUARANTEED



*At the Same Price*

*Isn't it Best to use the Kind that are*

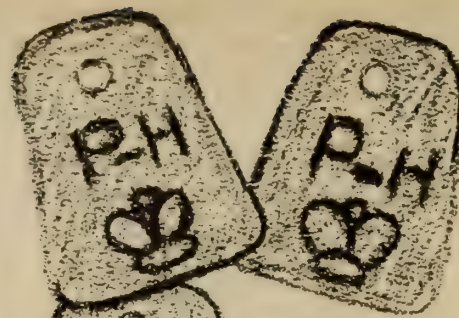
**GUARANTEED**

FOR

**5 YEARS 5 YEARS 5**

BY

**CLAUBER, CLEVELAND,  
OHIO, U.S.A.**



the pipe with  
the brand **IN** it

We **must** be sure of our pipe's quality to brand a trade mark into the hot metal itself.

The point is to get **you** as sure of P.-H. Pipe as we are—that's why we brand it where you can see the brand.

No dodging responsibility then, is there?

When you make up your mind that quality in pipe is worth paying for—and that nothing but quality **is**—then we will show you that **absolute** quality doesn't imply higher cost.

P.-H. Pipe, even with the guarantee back of it, competes in price with the may-be goods. Will you read the book that tells why? Your copy waits for your call.

ADDRESS: \*

**Page-Hersey Iron & Tube Co.**  
Limited

Guelph, - Ontario



**THE DOUBLE TAPER**

is found on all GENUINE Armstrong dies. This is but one of the valuable details that make Armstrong pipe tools and machines the world's standard.

Complete catalogue on request.

**ARMSTRONG MAN'F'G. CO.**  
Bridgeport, Conn.





## Ramsay's Paints Sell

solely on the reputation enjoyed by the Ramsay brand all over Canada.

We've been making paints since 1842 for the Canadian trade, making them on

scientific lines, studying ingredients, testing quality, beating away difficulties until we have a paint that sells—and stays sold.

That's the point. It may be easy to sell a paint—once; but, does it stay sold, satisfying your customer, bringing him again, and bringing others to your store?

Ramsay's Paints sell! Ramsay's Paints stay sold!

\* Ramsay's Paints sell at an honest price; just the right price for honest selling—for purity—for the best that goes in paint.

Our guarantee—Ramsay's Paints sell.

### A. RAMSAY & SON COMPANY

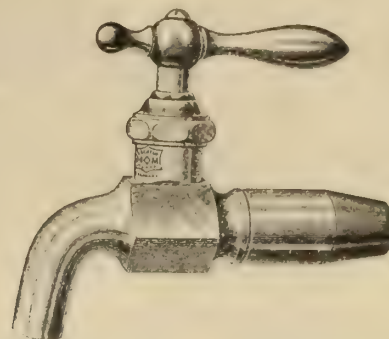
Est. 1842

MONTREAL

PAINT MAKERS

## MUELLER FULLER WORK

STANDARD GRADE BIBB



The binding of the stem in a compression bibb is caused by the packing being made of a material that will not retain a lubricant.

The packing in Mueller Compression Bibbs is made of a rubber composition in which there is a cloth insertion that holds a lubricant indefinitely. The stem is closely gripped by the packing but it will not bind.

Mueller Compression Bibbs are made in standard, extra and special grades, in plain or hose patterns and in all styles of pipe connection. The bibb illustrated is the extra grade, plain pattern and S.O.T. style.

All Mueller bibbs bear the Mueller trade mark and are *unconditionally guaranteed*.

We also make ground key work and fuller work for plumbers' use. Catalogs upon request.

### H. MUELLER MFG. CO.

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

# SPECIFY

TRIED AND TESTED  
ALWAYS SATISFACTORY

# INSIST

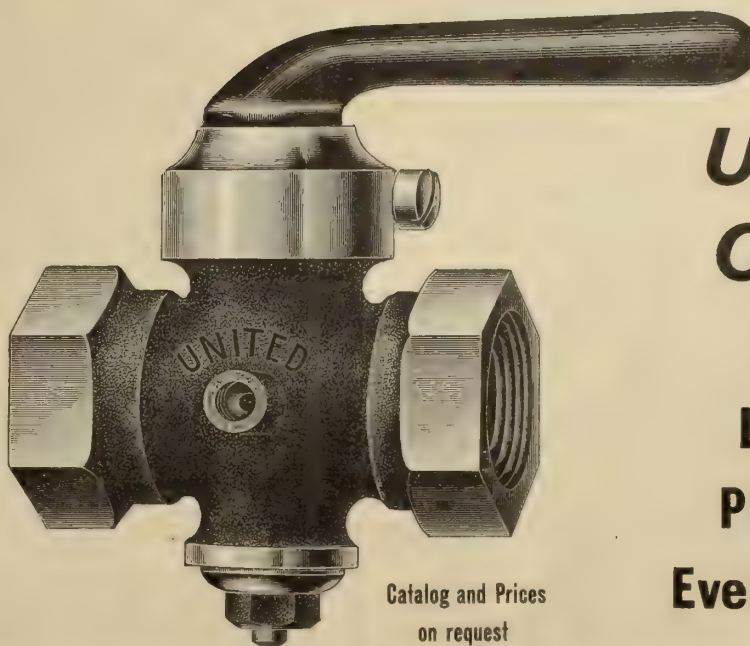
**United  
Brass  
Goods**

for your

## Plumbing

None

## Better Made



Catalog and Prices  
on request

on  
**United  
Cocks**

Used by

**Leading  
Plumbers**

## Everywhere.

### UNITED BRASS MFG. COMPANY, CLEVELAND, OHIO





## DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The **Oshawa Steam and Gas Fittings Co.**  
- Limited

Stocked by all Leading Wholesale Houses.

### **SPECIALTIES**

Hot Air Furnaces. Sash Weights and Washers.

Fine Grey Iron Castings.

**OSHAWA, - CANADA**

### **IMPROVED**

## Daisy Hot Water Boilers



Simplest in  
Construction.

Economical,  
Efficient.

Sales exceed  
all others.

Every Boiler  
Guaranteed.

We also carry large stocks of  
Iron Pipe, Cast and Malleable  
Fittings, Brass Goods, etc.,  
insuring prompt shipments.

Send us your rush orders  
and note results.

**R. J. CLUFF & Co.**

50 and 52 Lombard Street, Toronto.

ONTARIO AGENTS FOR  
**WARDEN KING & SON, MONTREAL**



**What your Customers want is  
what you want.**

The demand for

## THE NATURO CLOSET

is growing larger and louder every day  
as the public awakes to a full realization  
of all it means to them.

A slanting seat with a ridge at  
the back making a natural posi-  
tion compulsory and entirely  
preventing wetting or soiling  
the seat—these unique features  
sell it as thereby health is main-  
tained in the family.

*Our customers derive the benefit of our  
advertising. Shall we tell you how?*

**The NATURO Company**

C. H. MUCKENHIRN  
PRESIDENT

**Salem, N. J.**



**10 Lights**  
**10 Hours**  
**10 Cents**



**Make Your Own Light**

The FAIRBANKS-MORSE Electric Light Outfit gives plenty of good light at a moderate cost. Gas, Gasoline or Kerosene Engines for all purposes from 2 h. p. up.

Cut out complete advertisement and send to

**THE CANADIAN FAIRBANKS COMPANY,**  
MONTREAL LTD.

Please send me Illustrated Catalogue No. \_\_\_\_\_  
Gasoline Engines.

I may want \_\_\_\_\_ h. p. to run \_\_\_\_\_

Name \_\_\_\_\_  
Town \_\_\_\_\_ Province \_\_\_\_\_

RETURNED

MAR 29 1906

*H. Cum*  
*Book 4*  
*page 5*  
*W.S.L.*

WRITE ANY OF OUR BRANCHES:


MONTREAL

TORONTO


WINNIPEG

VANCOUVER

**THE CANADIAN FAIRBANKS CO., Limited**



**TRADE MARK**  
**PENBERTHY**



**AUTOMATIC INJECTOR**  
Range From  
22 lbs. Low to 155 lbs. High.

**Manager—**

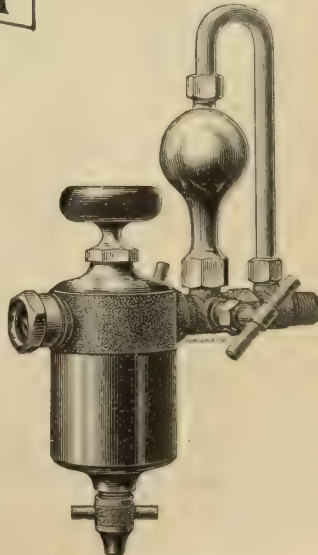
That's right, John. When you say you want "**A Penberthy Injector**" I know your judgment is good.

Remember, too, when you want anything for the Engine or Boiler be sure you get

**PENBERTHY GOODS**

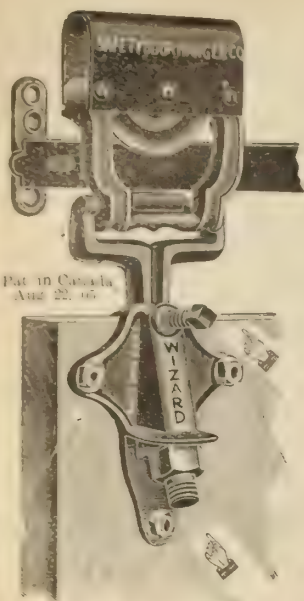
THEY GIVE A FEELING OF SECURITY!

Manufactured by  
**PENBERTHY INJECTOR CO., Limited, - Windsor, Ont.**



**"SWIFT"**  
Single Connection  
Lubricator.





### The Important Point is the Adjustment

The price influences the sales and the sales influence the orders; but you will find that the Hinge Hangers which retail the best are the Hinge Hangers with the features, as well as the price.

## The Wizard Adjustable

has both lateral and vertical adjustments. No other flexible hanger has such features. This fact alone places The WIZARD Adjustable Hinge Hanger in a class by itself, places it far above all other flexible hangers as regards being able to suit and likely to sell.

Are you going to benefit by the new invention or are you going to continue selling the featureless hangers?

The "WIZARD" is yours at a fair price. Ask your Jobber about it—NOW.

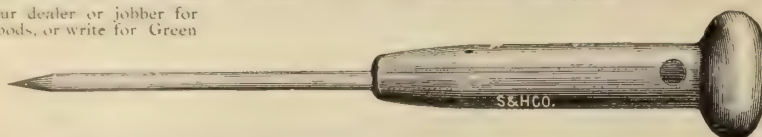
MADE IN CANADA BY

**Safety Door Hanger Co.**  
HAMILTON, - ONTARIO

### No. 151. LADIES' PRIDE ICE PICK.

Made from fine steel with hardened and tempered points. The head acts as a **HAMMER**, the point remaining stationary, thus preventing the scattering of chips of ice. **NICKEL PLATED**.  $8\frac{1}{2}$  inches long. Extended, 12 inches. Now is the time to order these goods.

Ask your dealer or jobber for these goods, or write for Green Book.



ALLEN C. JENKING & Co.,  
Room 215 Coristine Building,  
MONTREAL.

**SMITH & HEMENWAY CO.,**  
296 Broadway (Dept. 151), NEW YORK.

HARDENED AND TEMPERED

# SPRINGS

Send Specifications to — ANY SHAPE.

The **WALLACE BARNES CO., BRISTOL, Conn.**

NEW CATALOG JUST ISSUED.

The most light for the least money

## C. G. E. INCANDESCENT LAMPS

LONG LIFE

EFFICIENCY

RELIABILITY

Write for prices and quantity discounts.

**CANADIAN GENERAL ELECTRIC CO., LIMITED**

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Roseland



Mantels,  
Grates,  
Tile, etc.

A Nice Mantel  
is a fine piece  
of Furniture.

**Batty Stove and Hardware Co.**  
182 Adelaide Street West

### A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**  
HESPELER - - - ONTARIO



**Kerr's Weber Iron Body Gate Valves**

Are recognized as the leading Gate Valves  
"MADE IN CANADA."

Every valve is tested and packed before shipment. Send for Catalog.

**The KERR ENGINE CO.,**  
Manufacturers Limited  
WALKERVILLE, ONT., CANADA



Phone No.  
Parkdale 1809

Post Office and Telegraph Address  
Swansea

## The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



## VITRIFIED SALT GLAZED SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

The Dominion Sewer Pipe Co., Limited  
Works : Swansea, Toronto, Ont.

## NICKEL-PLATED BATH-ROOM FIXTURES

SUITABLE  
NAME PLATES  
FOR PLUMBERS' USE

MANUFACTURED BY  
THE CARRIAGE MOUNTINGS CO.,  
TORONTO LTD.

LET us help you get some big business this spring—and let's get started at it now! Plenty of profit waits for you right in your own town,—the building season will open almost to-morrow,—be ready! You can have the kind of help that HELPS,—that helps land the house-heating contract and helps fill it RIGHT after it is landed. You can have that help and not spend a cent to get it, once you connect with

## The Oxford System ... of ... Hot Water Heating

WE can aid you in getting the jobs worth getting and doing them right after they are got. You can make good use of that aid, THIS Spring particularly. When you can know all about it and not risk a cent, wouldn't it pay you to ask questions? Send us your business card to-day and we will see that you are informed at once about our 1906 special offer.

The  
Gurney  
Foundry  
Co., Limited

TORONTO  
WINNIPEG  
VANCOUVER

THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.  
THE GURNEY-MASSEY CO., Limited, Montreal, Que.



SEE the big bell-shaped flare flues of the extra big first water section of the Oxford Boiler. That one point puts a Gurney Oxford in a class apart when it comes to getting more heat out of any fuel. And that's only one of TWELVE supreme selling points—hadn't you better learn the rest?

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

148







# CLAUSS BRAND EBONY HANDLED RAZORS

FULLY  
WARRANTED



Manufactured from finest Clauss  
hammered steel.

Hardened by our secret process,

Honed and set ready for use.

Crocus-finished back, tang  
and shoulder.

High blue-polished blades.

## CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

### SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dia. 60  
per cent.  
7 and 8-in. pipe, discount 40 and 5 per cent.

### SINKS.

Cast iron, 16 x 24 ..... 0 85  
" 18 x 30 ..... 1 00  
" 18 x 36 ..... 1 40

### SOLDERING IRONS.

14-lb. .... per lb. .... 0 37  
2-lb. or over ..... 0 34

### SOLDER.

Bar, half-and-half, guaranteed 0 22 0 23  
Wiping ..... 0 18 0 20

### PAINTS AND OILS.

#### COLORS IN OIL.

1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French ..... 0 04  
Marine black ..... 0 10  
Chrome green ..... 0 13  
French permanent green ..... 0 15  
Signwriters' black ..... 0 15

#### DRY WHITE LEAD.

Barrels ..... 5 50  
100-lb. pkgs. .... 5 75  
6 to 10-lb. tins ..... 6 75

#### GROUND WHITE LEAD.

Pure ..... 6 00  
No. 1 ..... 5 65  
No. 2 ..... 5 30  
No. 3 ..... 5 05  
No. 4 ..... 4 75  
Munro's Select Flake White ..... 5 85  
Elephant and Decorators Pure ..... 5 75  
Tiger brand, pure ..... 5 75  
Decorators' Special, exterior  
use ..... 5 30  
Monarch ..... 5 75  
Decorators' Pure ..... 5 75  
Essex Genuine ..... 5 75  
Brandman's B. B. Genuine ..... 7 50  
"Anchor" pure ..... 6 00  
Sterling Pure ..... 5 75  
Island City Pure ..... 5 75  
Ramsay's Pure Lead ..... 5 75  
Ramsay's Exterior "pure" ..... 5 50  
"Crown and Anchor" pure ..... 5 50

#### RED LEAD.

Genuine, 560 lb. casks, per cwt ..... \$5 75  
Genuine, 100 lb. kegs, " ..... 6 00  
No. 1, 560 lb. casks, per cwt ..... 5 50  
No. 1, 100 lb. kegs, per cwt ..... 5 75

#### DRY WHITE ZINC.

Extra Red Seal ..... 0 07 0 08  
French V. M. .... 0 06 0 07  
Lehigh ..... 0 05 0 06

#### GROUND WHITE ZINC.

Pure ..... 0 08 0 09  
No. 1 ..... 0 06 0 07  
No. 2 ..... 0 05 0 06

#### PREPARED PAINTS.

In 1, 1/2 and 1-gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60  
The Sherwin-Williams paints ..... 1 40  
" " " gal. .... 1 35  
" " " gal. .... 1 30  
Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Peary's pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 30  
Francis-Frost Co.'s "Ark" Bd ..... 1 25  
" " " British Navy deck ..... 1 50  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. .... 1 20  
" " " Thistle, " gal. .... 1 00  
" " " Outside, bbls 0 55 0 65  
Island City House Paint ..... 1 25  
" " " Floor ..... 1 25  
Martin-Senou Co.'s 100 p.c. pure, gal. 1 35  
" " " " gal. 1 40  
" " " " gal. 1 45

Sterling House Paint ..... 1 25  
National Floor " ..... 1 25  
Jamieson's "Crown Anchor" ..... 1 05  
Senour's Floor Paints, gal. .... 1 20

#### PARIS GREEN.

600-lb. barrels ..... 0 17 0 15  
250-lb. kegs ..... 0 17 0 16  
50 and 100 lb. drums ..... 0 18 0 16  
25 lb. drums ..... 0 18 0 17  
11 lb. paper boxes ..... 0 19 0 17  
1 lb. paper boxes ..... 0 20 0 18  
1 lb. paper boxes ..... 0 21 0 19  
1 lb. tins ..... 0 20 0 18  
Terms 2 per cent. off 30 days or 90 days.

#### PUTTY.

Bulk in bbls. .... 1 50  
Bulk in less quantity ..... 1 80  
Bladders in bbls. .... 1 80  
Bladders in kegs, boxes or loose ..... 1 95  
25-lb. tins ..... 1 80  
124 lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. 1 85

#### VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
" " rubbing ..... 2 85 3 20  
Gold size, japan ..... 1 50 1 60  
No. 1 brown japan ..... 0 85 0 90  
Elastic oak ..... 1 50  
Furniture, extra ..... 1 10 1 25  
No. 1 ..... 0 90 1 00  
Hard oil finish ..... 1 35 1 50  
Light oil finish ..... 1 60 1 70  
Damar ..... 1 75 2 00  
Shellac, white, 2 40 2 50  
" orange ..... 2 30 2 40  
Furpentine, brown japan ..... 1 10 1 20  
" black japan ..... 1 10 1 20  
" " No. 1. 0 85 0 90  
Elastilite varnish, 1 gal. can, each ..... 2 00  
Granite floor finish, per gal ..... 2 75  
Maple Leaf coach enamels; size 1, \$1.20  
size 2, 70c.; size 3, 40c. each.  
Sherwin-Williams' kopal varnish, assorted  
case, from to 1 gal., \$2.50.  
Canada Paint Co.'s sun varnish ..... 2 00  
Copaline, per gal. can ..... 2 00  
"Kyanize" Interior Finish ..... 2 40  
"Flint-Lac" coach ..... 1 80  
"Gold Medal," per gal., in cases ..... 2 00

#### GLUE.

Common ..... 0 08 0 08  
French medal ..... 0 10 0 14  
White, extra ..... 0 16 0 18  
Strip ..... 0 18 0 20  
Coopers ..... 0 19 0 20  
Ground ..... 0 12 0 16

### HARDWARE.

#### AMMUNITION.

##### Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent.  
American \$2.00 per 1000.  
C. B. Caps American, \$2.60 per 1000.  
Rim Fire Pistol, discount 30 p.c., American.  
Rim Fire Cartridges, Dominion, 50 and 5 p.c.  
Central Fire, Military and Sporting, American, wtd 20 per cent. to list. B. B. Caps, discount 40 per cent. American.  
Central Fire Pistol and Rifle, list net Amer.  
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.  
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American  
10 per cent. advance on list.  
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount.  
American 20 per cent. discount. Rival  
and Nitro, 10 per cent. advance on list.  
Brass Shot Shells, 55 per cent.  
Primers, Dom., 30 per cent.; American \$1.75

#### Wads.

per lb.  
Best thick brown or grey felt wads, in  
1-lb. bags ..... \$0 70  
Best thick white card wads, in boxes  
of 500 each, 12 and smaller gauges 0 29  
Best thick white card wads, in boxes  
of 500 each, 10 gauge ..... 0 35

Thin card wads, in boxes of 1,000 each,  
12 and smaller gauges ..... 0 20  
Thin card wads, in boxes of 1,000  
each, 10 gauge ..... 0 25  
Chemically prepared black edge grey  
cloth wads, in boxes of 250 each—  
11 and smaller gauge ..... Per M.  
9 and 10 gauges ..... 0 60  
7 and 8 " ..... 0 70  
5 and 6 " ..... 0 90  
Superior chemically prepared pink  
edge, best white cloth wads, in  
boxes of 250 each—  
11 and smaller gauge ..... 1 15  
9 and 10 gauges ..... 1 40  
7 and 8 " ..... 1 65  
5 and 9 " ..... 1 90

#### ADZES.

Discount 22 1/2 per cent.

#### ANVILS.

Wright's, 80-lb. and over ..... 0 10 1/2  
Hay Budden, 80-lb. and over ..... 0 09 1/2  
Brook's, 80-lb. and over ..... 0 11 1/2

#### APPLE PARERS.

Woodyatt Hudson, per doz., net ..... 4 50

#### AUGERS.

Gilmour's, discount 60 per cent. off list.

#### AXES.

Chopping Axes  
Single bit, per doz. .... 7 00 10 00  
Double bit, " ..... 10 00 18 00  
Bench Axes, 40 per cent.  
Broad Axes, 25 per cent.  
Hunters' Axes ..... 5 50 6 00  
Boys' Axes ..... 6 25 7 00  
Splitting Axes ..... 7 00 12 00  
Handled Axes ..... 10 00  
Red Ridge, boys', handled ..... 5 75  
" hunters ..... 5 25  
Underhill American Bench Axes, 40 p.c.

#### AXLE GREASE.

Ordinary, per gross ..... 6 00 7 00  
Best quality ..... 10 00 12 00

#### BELLS.

Brass, 60 per cent. Hand.  
Nickel, 55 per cent.

#### Cow.

American make, discount 63 1/2 per cent.  
Canadian, discount 45 and 50 per cent.

#### Door.

Gongs, Sargent's ..... 5 50 8 00  
" Peterboro', discount 50 and 10  
per cent. off new list.

#### Farm.

American, each ..... 1 35 3 00  
House.  
American, per lb. .... 0 35 0 40

#### BELTING.

Extra, 60 per cent.  
Standard, 60 and 10 per cent.  
No. 1, not wider than 6 in., 60, 10 and 10 per  
cent.

Agricultural, not wider than 4 in., 75 per cent.

#### Bits.

Auger.  
Gilmour's, discount 60 per cent.  
Rockford, discount 50 and 10 per cent.  
Jennings' Gen., net list.

#### Car.

Gilmour's, 47 1/2 per cent.  
Expansive.  
Clark's, 40 per cent.

#### Gimlet.

Clark's, per doz ..... 0 65 0 90  
Diamond, Shell, per doz. .... 1 00 1 50  
Nail and Spike, per gross ..... 2 25 5 20

#### BLIND AND BED STAPLES.

All sizes, per lb. .... 0 07 1/2 0 12

#### BOLTS AND NUTS

Carriage Bolts, common (\$1 list) Per cent.  
" " " and smaller ..... 60 and 10  
" " " 7-16 and up ..... 55 and 5  
" " " full sq. (\$2.40 list) 60  
" " " Norway Iron (\$3 list) ..... 60

Machine Bolts, all sizes, 1/2 and  
less ..... 55

Machine Bolts, 7-16 and up ..... 55 and 5  
Plough Bolts ..... 55 and 5  
Blank Bolts ..... 55 and 5  
Bolt Ends ..... 55 and 5  
Sleigh Shoe Bolts ..... 70  
Coach Screws, cone point ..... 70 and 5  
Nuts, square, all sizes, 4c. per lb. off.  
Nuts, hexagon, all sizes, 4c. per lb. off.  
Stove Rods per lb., 5 1/2 to 6c.

#### ROOT CALKS.

Small and medium, ball ..... per M 4 25  
Small heel ..... 4 50

#### BRIGHT WIRE GOODS.

Discount 62 1/2 per cent.

#### BUTCHERS' CLEAVERS.

German ..... per doz. 6 00 9 00  
American ..... 12 00 18 00

#### BUILDING PAPER, ETC.

Tarred Felt, per 100 lb. .... 2 60  
Ready roofing, 2-ply, not under 45 lb.  
per roll ..... 0 65  
Ready roofing, 3-ply, not under 65 lb.,  
per roll ..... 1 20  
Carpet Felt ..... per ton 50 00  
Heavy Straw Sheathing ..... per ton 35 00  
Dry Surprise ..... 0 42 1/2  
Dry Sheathing ..... per roll, 400 sq. ft. 0 40  
Tar ..... " 400 " 0 50  
Dry Fibre ..... " 400 " 0 55  
Tarred Fibre ..... " 400 " 0 65  
O. K. & I. X. L. .... " 400 " 0 70  
Resin-sized ..... " 400 " 0 45  
Oiled Sheathing ..... " 600 " 1 10  
Oiled ..... " 400 " 0 70  
Roof Coating, in barrels ..... per gal. 0 17  
Roof ..... small packages ..... 0 25  
Refined Tar ..... per barrel 5 00  
Coal Tar, less than barrels ..... per gal. 4 00  
Roofing Pitch ..... per 100 lb. 0 80  
Stater's felt ..... per roll 0 60  
Heavy Straw Sheathing f. o. b. St.  
John and Halifax ..... 37 50

#### BULL RINGS.

Copper, \$1.30 for 2 1/2-inch, and \$1.70

#### BUTTS.

Wrought Brass, net revised list.  
Cast Iron.

Loose Pin, discount 60 per cent

#### Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent  
Loose Pin, discount 70 to 70 and 5 per cent.

#### CARPET STRETCHERS.

American ..... per doz. 1 00 1 50  
Bullard's ..... 6 50

#### CASTORS.

Bed, new list, discount 55 to 57 1/2 per cent.  
Plate, discount 52 1/2 to 57 1/2 per cent.

#### CATTLE LEADERS.

Nos. 32 and 33 ..... per gross 7 50 8 50

#### CHALK.

Carpenters' Colored, per gross 0 45 0 75  
White lump ..... per cwt. 0 40 0 65  
Red ..... 0 05 0 06  
Crayon ..... per gross 0 14 0 18

#### CHISELS.

Socket, Framing and Firmer.  
Broad's, discount 70 per cent.  
Warnock's, discount 60 per cent.  
P. S. & W. Extra, discount 60 and 10 per cent

#### CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.



# The Chance of a Lifetime

There is an unlimited demand for a popular substitute for shingles. Paterson's Wire Edged Ready Roofing costs less, lasts longer, and is easier to put on than shingles.

Made and sold in Canada for over twenty years.

Let us tell you how you can do a profitable and satisfactory trade in our Ready Roofing.

## The Paterson Mfg. Co., Limited Toronto and Montreal.

<b>CONDUCTOR PIPE.</b>		101 to 105.....	24 00	Spring, No. 20, per gro. pairs....	10 80	<b>Padlocks.</b>	
Plain or Corrugated.		100 to 110.....	27 50	Spring, Woodyatt pattern, per gro. No. 5,		English and Am..... per doz.	0 50 6 00
2-inch.....	per 100 feet	For less than 100 feet of one size, pane		\$17.50 No. 10, \$18; No. 20, \$10.80; No.		Eagle, discount 20 to 25 per cent.	
3 ".....	"	list less 33%. Terms 90 days net 21 30 days.		120, \$20; No. 51, \$10; No. 50, \$27.50.		<b>MACHINE SCREWS.</b>	
4 ".....	"	<b>GAUGES.</b>				Iron and Brass.	
5 ".....	"	Marking, Mortise, Etc.				Flat head, discount 25 per cent.	
5 ".....	"	Stanley's discount 50 to 55 per cent.				Round head, discount 20 per cent.	
<b>COPPER AND NICKEL WARE.</b>		<b>Wire Gauges.</b>				<b>MALLETS.</b>	
Copper boilers, kettles, teapots, etc., 45 per		Winn's, Nos. 26 to 33..... each	1 65 2 40			Tinsmiths'..... per doz.	1 25 1 50
Copper pitta, 35 per cent.		<b>GILLET'S POWDERED LYE.</b>				Carpenters', hickory, ".....	1 25 3 75
<b>CROSSCUT SAW HANDLES.</b>		1-case, \$3.70; 3-case, \$3.60; 5-case and over,	\$3.50.			Lignum Vitae..... ".....	3 85 5 00
S. & D., No. 3..... per pair	0 15	<b>HEAD HALTERS.</b>				Caulking, each.....	0 80 2 00
S. & D., " 5..... " 0 22		Jute Rope, 1-inch..... per gross	9 00			<b>MATTOKS.</b>	
S. & D., " 6..... " 0 15		" " " "..... " 10 00				Canadian..... per doz.	5 50 6 00
Boynton pattern.....	0 20	" " " "..... " 12 00				<b>MEAT CUTTERS.</b>	
<b>DOOR SPRINGS.</b>		Leather, 1-inch..... per doz.	4 00			German, 15 per cent.	
Lorrey's Rod..... per doz.	1 75	Leather, 1 1/2 "..... " 5 20				American discount, 3 1/2 per cent.	
Coil, 9 to 11 in..... " 0 95 1 65		Web..... " 2 45				Gem..... each.....	1 15
English..... " 2 00 4 00		<b>HAMMERS.</b>				<b>MILK CAN TRIMMINGS.</b>	
<b>DRAW KNIVES.</b>		Maydole's, discount 5 to 10 per cent. Canadian				Discount 25 per cent.	
Coach and Wagon, discount 70 per cent. new		<b>Tack.</b>				<b>NAILS.</b>	
Carpenters' discount 70 per cent.		Magnetic..... per doz.	1 10 1 20			Out. Wire	
<b>DRILLS.</b>		<b>Sledge.</b>				2d.....	3 70 3 15
Hand and Breast.		Canadian..... per lb.	0 07 0 08			3d.....	2 85 2 80
Millar's Falls, per doz., net list.		<b>Ball Peen.</b>				4 and 5d.....	2 60 2 55
<b>DRILL BITS.</b>		English and Canadian, per lb.	0 22 0 25			6 and 7d.....	2 50 2 46
Morse, discount 3 1/2 to 40 per cent.		<b>HANDLES.</b>				8 and 9d.....	2 35 2 30
Standard, discount 50 and 5 to 55 per cent.		Axe, 2nd growth, per doz. net	3 00 4 00			10 and 12d.....	2 30 2 25
<b>FAUCETS.</b>		Store door..... per doz.	1 00 1 50			16 and 20d.....	2 25 2 20
Common, cork-lined, discount 35 per cent.		<b>Fork.</b>				30, 40, 50 and 60d (base).....	2 20 2 15
EAVETROUGHS.		C. & B., discount 40 per cent., revised list.				F.O.B. Montreal, Toronto 10c. higher.	
10-inch..... per 100 ft.	3 00	Hoe.				Steel cut nails 10c. extra.	
<b>ELBOWS (stovepipe).</b>		C. & B., discount 40 per cent., revised list.				Miscellaneous wire nails, discount 75 per cent.	
5 and 6-inch, common..... per doz.	1 32	<b>Saw.</b>				Coopers' nails, discount 30 per cent.	
7-inch..... " 1 48		American..... per doz	1 00 1 25			<b>NAIL PULLERS.</b>	
Polished, 15c. per dozen extra.		<b>Plane.</b>				German and American.....	85 2 50
<b>ENAMELLED WARE.</b>		American..... per gross	3 15 3 75			No. 1.....	85
White, Princess, Turquoise, Onyx, Blue and		<b>Hammer and Hatchet.</b>				No 1573.....	75
White, discount 50 per cent.		Canadian, discount 40 per cent.				<b>NAIL SETS.</b>	
Diamond, Famous, Premier, discount 50 and		<b>HANGERS.</b>				Square, round and octagon,	
10 per cent.		doz. pairs.				per gross.....	3 38
Pearl, Imperial Crescent, discount 60 and 10		Steel barn door.....	8 00 10 00			Diamond.....	1 00
per cent.		Stearns, 4-inch.....	4 50			<b>OAKUM.</b>	
Premier steel ware, 40 per cent.		" 5-inch.....	6 00			U. S. Navy..... per 100 lb.	6 75
"Star" decorated steel and decorated white,		Zenith.....	9 00			Plumbers.....	3 00
25 per cent.		Acme, 4-inch.....	5 00			<b>OILERS.</b>	
<b>ESCUTCHEONS.</b>		" 5-inch.....	6 50			Kemp's Tornado and McClary's Model	
Discount 50 and 10 per cent., new list		Atlas, No. 0.....	5 00			galvanized oil can, with pump, 5 gal-	
<b>ESCUTCHEON PINS.</b>		" 1.....	5 59			leon, per dozen.....	10 00
Iron, discount 40 per cent.		" 2.....	6 00			Davidson oilers, discount 40 per cent.	
<b>FACTORY MILK CANS.</b>		Perfect, No. 1.....	8 00			Zinc and tin, discount 50 per cent.	
Discount off revised list, 40 per cent.		" 1 1/2.....	8 25			Coppered oilers, 20 per cent. off.	
<b>FILES AND RASPS.</b>		" 2.....	11 00			Brass oilers, 50 per cent. off.	
Great Western..... 70 and 10 per cent.		New Milo.....	6 50			Malleable, discount 25 per cent.	
Arade..... 70 " 10 "		Steel, covered.....	4 00 11 00			<b>GALVANIZED PAIS.</b>	
Kearney & Foot..... 70 " 10 "		" track, 1 x 3-16 in (100 ft).....	3 75			Dufferin pattern pails, discount 45 per cent	
Disston..... 70 " 10 "		" 1 1/2 x 3-16 in (100 ft).....	4 75			Flaring pattern, discount 45 per cent.	
American..... 70 " 10 "		Double strap hangers, doz. sets.....	6 40			Galvanized washtubs discount 45 per cent	
J. Barton Smith..... 70 " 10 "		Standard jointed hangers, ".....	6 40			<b>PIECED WARE.</b>	
McClellan..... 70 " 10 "		Steel King hangers.....	6 25			Discount 40 per cent off list, June, 1899.	
Eagle..... 70 " 10 "		<b>HARVEST TOOLS.</b>				10-qt. flaring sap buckets, discount 40 per cent.	
Nicholson, 60 and 10 to 60, 10 and 5		Discount 60 per cent.				6, 10 and 14-qt. flaring pails dis. 40 per cent.	
Royal..... 80 " 75 "		S. & D. lawn rakes, Dunn's, 40 off.				Coppe- bottom tea kettles and boilers, 35	
Globe..... 70 " 75 "		" sidewalk and stable scrapers, 40 off.				per cent.	
Black Diamond, 60 and 10 to 60, 10 and 5 per		" Maple Leaf and Premiums saw sets,				Creamer cans, discount 40 per cent.	
cent.		40 off.				<b>PICKS.</b>	
Jewitt's, English list, 25 to 70 per cent.		" saw awages, 40 off.				Per dozen.....	6 00 9 00
Nicholson File Co.'s "Simplicity" file handle,		<b>HATCHETS.</b>				<b>PICTURE NAILS.</b>	
per gross 85c. to \$1.50		Canadian, discount 40 to 42 1/2 per cent.				Porcelain head..... per gross	1 35 1 50
<b>GLASS.</b>		Shingle, Red Ridge 1, per doz.....	4 40			Brass head.....	0 40 1 00
Window. Box Price.		2, ".....	4 85			<b>PICTURE WIRE.</b>	
Size United	Star	Barrel, Underhill.....	5 00			Tin and gilt, discount 75 per cent	
Inches.	Per	<b>HAT ENAMEL.</b>				<b>PINE TAR.</b>	
Under 26.....	100 ft.	Henderson & Potts' "Anchor Brand"				1/2 pint in tins..... per gross	7 80
26 to 40.....	100 ft.	<b>HAY KNIVES.</b>				"..... ".....	9 60
41 to 50.....	84 25	Net prices.				<b>PLANES.</b>	
51 to 60.....	4 65	Blind, Parker's, discount 60 per cent.				Wood bench, Canadian discount 40 per cent.	
61 to 70.....	5 10	Heavy T and strap, 4-in., per lb.....	0 06			American discount 50 per cent.	
71 to 80.....	5 35	" " 5-in., ".....	0 06			Wood, fancy Canadian or American 3 1/2 to	
81 to 90.....	5 75	" " 6-in., ".....	0 06			40 per cent	
91 to 100.....	6 25	" " 8-in., ".....	0 05			<b>POULTRY NETTING.</b>	
	7 00	" " 10-in., ".....	0 05			2-in. Mesh, 19 w.g., dis. 60 per cent.	
	12 50	Light T and strap, discount 65 and 5 per cent				2-in. Mesh 16 w.g. 60 per cent.	
	15 00	Screw wood and hinge.....				Smaller than 2 in. dis. 55 per cent.	
	17 50	to 10 in..... per 100 lb.	4 50				
	20 50	12 in. up.....	3 25				



We make Electric Fixtures, Sockets, and Cut-Outs

# Munderloh & Co

Electrical Supplies of all kinds.

MONTREAL.

<b>PLANE IRONS.</b>		<b>SAP SPOUTS.</b>		<b>SQUARES.</b>		<b>TWINES.</b>	
English .....	per doz. 2 00 5 00	Bronzed iron with hooks ... per 1,000	7 50	Iron, No. 492 .....	per doz. 1 90 2 25	Bag, Russian .....	per lb. .... 0 27
<b>PLIERS AND NIPPERS.</b>		"Eureka" tinned steel, hooks "	8 00	" No. 493 .....	" 2 40 2 55	Wrapping, cotton, 3-ply .....	0 25
Button's genuine, per doz. pairs, discount		<b>SAWS.</b>		" No. 494 .....	" 3 25 3 40	Mattress .....	4-ply .... 0 29
37½ to 40 per cent.		Hand, Disston's, discount 12½ per cent		Steel, discount 60 and 5 to 65 per cent.		Staging .....	per lb. 0 33 0 45
Button's imitation, per doz. ....	5 00 9 00	Crosscut, Disston's, ... per foot	0 35 0 55	Try and Bevel, discount 50 to 52½ per cent.		<b>VISES.</b>	
man .....	" 0 60 0 60	S. & D., discount 35 per cent. on Nos. 2 and 3.		<b>STAMPED WARE.</b>		Wright's .....	0 13
<b>PRESSED SPIKES.</b>		Hack, complete .....	0 75 2 75	Plain, discount 75 and 12½ per cent. off re-		Brook's .....	0 12½
Discount 20 per cent.		" frame only .....	0 50 1 25	vised list.		Pipe Vise, Hinge, No. 1 .....	3 50
<b>PULLEYS.</b>		S. & D. solid tooth circular shingle, concave		Retinned, discount 75 per cent. off revised list		" No. 2 .....	5 50
Hothouse .....	per doz. 0 55 1 00	and band, discount 50 per cent.		<b>STAPLES.</b>		Saw Vise .....	4 50 9 00
Axle .....	" 0 22 0 33	" mill and ice, drag, discount 30 per cent		Galvanized .....	2 75	Blacksmith's (discount) 60 per cent.	
Screw .....	" 0 22 1 00	" cross-cut, discount 35 per cent.		Plain .....	2 50	parallel (discount) 45 per cent.	
Awning .....	" 0 35 2 50	" hand saws, butcher, disc't 40 per cent		<b>STOCKS AND DIES.</b>		<b>WIRE.</b>	
<b>PUMPS.</b>		" compass, pruning and back, discount		American discount 25 per cent.		No. 0-9 gauge .....	\$2 15
Canadian cistern ..	1 40 2 0016	45 per cent.		<b>STONE.</b>		10 "	6c. extra.
Canadian pitcher spout ..	1 80 3	" buck, New Century .....	\$6 25	Washita .....	per lb. 0 28 9 60	11 "	12c. "
<b>PUNCHES.</b>		" No. 1 Maple Leaf .....	5 25	Hindustan .....	" 0 06 0 07	12 "	20c. "
Saddlers .....	per doz. 1 00 1 85	" Happy Medium .....	4 25	" slip .....	" 0 09 0 09	13 "	30c. "
Conductor's .....	" 3 00 15 00	" Watch Spring .....	4 25	Labrador .....	" 0 13	14 "	40c. "
Finners, solid, .....	pers. set 0 72	common frame .....	4 60	" Axe .....	" 0 15	15 "	55c. "
" hollow, .....	per inch 1 00	<b>SASH WEIGHTS.</b>		Turkey .....	" 0 50	16 "	70c. "
<b>RAKES.</b>		Sectional .....	per 100 lb. 2 00 2 25	Arkansas .....	" 1 50	Add 60c. for coppering and \$2 for tinning.	
Wood .....	per doz. net 1 20 up	Solid .....	1 50 1 75	Water-of-Ayr .....	" 0 10	Extra net per 100 lb. - Oiled wire 10c.	
<b>RAZORS.</b>		<b>SASH CORD.</b>		Soythe .....	per gross 3 50 5 00	spring wire \$1.25, special hay baling wire 30c.	
Elliot's .....	per doz. 4 00 18 00	<b>SAW SETS.</b>		Grind, 40 to 200 lb., per ton .....	25 00	best steel wire 75c., bright soft drawn 15c.,	
Boker's .....	" 7 50 11 00	Lincoln and Whiting .....	4 75	" under 40 lb., .....	28 00	charcoal (extra quality) \$1.25, packed in casks	
" King Cutter .....	13 50 18 50	Hand Sets, Perfect .....	4 00	" 200 lb. and over .....	31 00	or cases 15c., bagging and papering 10c., 50	
Wade & Butcher's .....	3 60 10 50	X-Cut Sets, .....	7 50	<b>STOVEPIPES.</b>		and 100-lb. bundles 10c., in 25-lb. bundles	
Wilkinson's .....	" 12 50	<b>SCALES.</b>		5 and 6 inch, per 100 lengths .....	7 00	15c., in 5 and 10-lb. bundles 25c., in 1-lb.	
Carbo Magnetic .....	" 15 00	Gurney Standard, 40 per cent.		7 inch .....	7 50	hanks \$1.	
Griffon Barber's Favorite .....	" 10 75	Gurney Champion, 50 per cent.		<b>TACKS, BRADS, ETC.</b>		Fine Steel Wire, discount 30 per cent.	
Griffon No. 65 .....	" 13 00	Burrow, Stewart & Milne .....		Carpet tacks, blued .....	80 and 15	List of extras: In 100-lb. lots: No. 17,	
Griffon Safety Razors .....	" 13 50	Imperial Standard, discount 40 per cent.		" " (tinned) .....	80 and 26	\$5-No. 13, \$5.50-No. 19, \$6-No. 20, \$6.65-	
Griffon Strapping Machines .....	" 13 50	Weight Beams, discount 35 per cent.		" " (in kegs) .....	40	No. 21, \$7-No. 22, \$7.30-No. 23, \$7.65-No.	
Lewis Bros "Klean Cutter" .....	8 50 10 50	Champion Scales, discount 50 per cent.		Cut tacks, blued, in dozens only	80	24, \$8-No. 25, \$9-No. 26, \$9.50-No. 27,	
Hindoo .....	10 50 14 00	Fairbanks standard, discount 35 per cent.		" 4 weights .....	60	\$10-No. 28, \$11-No. 29, \$12-No. 30, \$13-	
Orgsteem's Swedish .....	3 50 10 00	" Dominion, discount 55 per cent.		Swedes cut tacks, blued and tinned-	80 and 10	No. 31, \$14-No. 32, \$15-No. 33, \$16-No. 34,	
Henchel's .....	7 50 20 00	Richelieu, discount 55 per cent.		In bulk .....	80 and 10	\$17. Extras net-tinned wire, Nos. 17-25,	
Claus, 50 and 10 per cent.		Warren new standard, discount 40 per cent.		Swedes, upholsterers', bulk .....	35, 12½ and 12	\$2-No. 26-31, \$4-No. 32-34, \$6. Coppered,	
Claus Strops, 50 and 10 per cent.		" Champion, discount 50 per cent.		" brush, blued and tinned	70	75c.-oiling, 10c.-in 25-lb. hanks, 25c.-	
<b>REGISTERS.</b>		" Weightbeams, discount 35 per cent.		bulk .....	70	-in 1-lb. hanks, 38c.-in 1-lb. hanks, 50c.-	
Discount 40 per cent.		<b>SCREW DRIVERS.</b>		Swedes, gimps, blued, tinned and	75 and 12½	packed in cases or cases, 15c.-bagging or	
<b>RIVETS AND BURRS.</b>		Sargent's .....	per doz. 0 65 1 00	apanned .....	35	papering, 10c.	
New List.		<b>SCREEN DOORS.</b>		Zinc tacks .....	35	Brass wire, discount 52½ per cent. off the list.	
Iron Rivets, black and tinned, 60 and 10 and		Common doors, 2 or 3 panel, walnut		Leather carpet tacks .....	55	Copper wire, discount 52½ per cent. net cash	
10 per cent.		stained, 4-in. style .....	per doz. 6 50	Copper tacks .....	50	30 days, f.o.b. factory.	
Iron Burrs, discount 60 and 10 and 10 p.c.		Common doors, 2 or 3 panel, yellow and		Copper nails .....	52½	Galvanized wire, per 100 lb.-Nos. 1 and 5,	
Copper Rivets, with usual proportion burrs, 35		green stained, 4-in. style .....	per doz. 6 75	Trunk nails, black .....	65 and 5	\$3.60 to \$3.60-No. 6, 7, 8, \$3.0-No. 10,	
per cent.		Common doors, 2 or 3 panel, in natural		Clout nails, blued .....	65 and 10	\$3.10 to \$3.10-No. 11, \$3.15 to \$3.15-No. 12,	
Copper Burrs only, discount 30 per cent.		colors, oil finish .....	per doz. 8 75	Chair nails .....	35	\$2.55-No. 13, \$2.65-No. 14, \$3.65 to \$3.65-No.	
Extras on Tinned or Coppered Rivets, 1-lb.		3-in. style 20c. per dozen less.		Patent brads .....	40	15, \$4.20-No. 16, \$4.20 from stock. Base	
packages 1c. per lb.; 1-lb. packages 2c. lb.		<b>SCREWS.</b>		Fine finishing .....	40	sizes, Nos. 6 to 9, \$2.17½ f.o.b. Cleveland.	
<b>RIVET SETS.</b>		Wood, F. H., bright and steel, discount 87½		Lining tacks, in papers .....	10	In carlots 12c. less.	
Canadian, discount 3 to 37½ per cent.		per cent.		" in bulk .....	15	Clothes Line Wire, 7 wire solid line, No.	
<b>ROPE, ETC.</b>		Wood, R. H., bright, dis. 82½ per cent.		" solid heads, in bulk	75	17, \$4.90. No. 18, \$3.00; No. 19, 2.70; 6	
Sisal .....	0 10½	" F. H., brass, dis. 80 per cent.		Saddle nail, in papers .....	10	wire solid line, No. 17, \$4.45; No. 18, \$2.80	
Pure Manila .....	0 15	" R. H., dis. 75 per cent.		Tutting buttons, 22 line, in doz.	15	No. 19, \$2.50. All prices per 1000 ft. measure	
" British " Manila .....	0 11½	" F. H., bronze, dis. 75 per cent.		ens only .....	60	F.o.b. Hamilton, Toronto, Montreal.	
Cotton, 3-16 inch and larger .....	0 23	" R. H., dis. 70 per cent.		Zinc glaziers' points .....	5	<b>WIRE FENCING</b>	
" 5-32 inch .....	0 25 0 27	Drive Screws, dis. 87½ per doz.	3 25 4 00	Double pointed tacks, papers .....	90 and 10	Galvanized barb .....	2 60
" 1 inch .....	0 25 0 28	Bench, wood .....	4 25 5 00	bulk .....	40	Galvanized plain twist .....	2 75
Russia Deep Sea .....	0 16	Set, case hardened, dis. 60 per cent.		Clinch and duck rivets .....	45	Galvanized barb, f.o.b. Cleveland, \$2.42½ fo	
Jute .....	0 09	Square Cap, dis. 50 and 5 per cent.		<b>TAPE LINES.</b>		small lots and \$2.30 for carlots.	
Lath Yarn, single .....	0 10	Hexagon Cap, dis. 45 per cent.		English, ass skin .....	per doz. 2 75 5 00	<b>COILED SPRING WIRE.</b>	
" double .....	0 10½	<b>SCYTHES.</b>		English, Patent Leather .....	9 75	High Carbon, No. 9 .....	\$2 60
Sisal bed cord, 48 feet .....	per doz. 0 60	Per doz. net .....	6 00 9 00	Chesterman's .....	0 90 2 85	" No. 11 .....	3 25
" 60 feet .....	" 0 75	<b>SCYTHE SNATHS.</b>		steel .....	0 80 8 00	" No. 12 .....	2 85
" 72 feet .....	" 0 90	Canadian, discount 40 per cent.		<b>TINNERS' SNIPS.</b>		Painted Screen, per 100 sq. ft., net ..	1 50
<b>RULES.</b>		<b>SHEARS.</b>		Per doz. .....	3 00 15 00	Terms, 2 per cent. off 30 days.	
Boxwood, discount 70 per cent.		Claus, nickel, discount 80 per cent.		<b>THERMOMETERS.</b>		<b>WASHING MACHINES.</b>	
Ivory, discount 20 to 25 per cent.		Claus, Japan, discount 67½ per cent.		Tin case and dial, 75 to 75 and 10 per cent.		Round, re-acting per doz. ....	56 00
<b>SAD IRONS.</b>		Claus, tailors, discount 40 per cent.		Game, Newhouse, discount 30 and 10 per cent.		Square .....	59 00
Mrs. Potts, No. 55, polished .....	per set 0 75	Seymour's, discount 50 and 10 per cent.		Game, Hawley & Norton, 50, 10 & 5 per cent.		Eclipse, per doz .....	48 00
" No. 50, nickel-plated, .....	0 80	<b>SHOVELS AND SPADES.</b>		Game, Victor, 70 per cent.		Dowsell .....	36 00
Common, plain .....	4 50	Canadian, discount 45 per cent.		Game, Oneida Jump (B. & L.) 40 & 2½ p. c.		New Century, per doz .....	72 00
" plated .....	5 50	<b>SNAPS.</b>		Game, steel, 60 and 5 per cent.		Daisy .....	48 00
<b>SAND AND EMERY PAPER.</b>		Harness, German, discount 25 per cent.		<b>TROWELS.</b>		<b>WRINGERS.</b>	
B. & A. sand, discount, 40 and 5 per cent		Lock, Andrews .....	4 50 11 50	Liston's, discount 10 per cent.		Leader, 11 in. ....	per doz. .... 32 00
Emery, discount 40 per cent.		<b>STOCKS AND DIES.</b>		German .....	per doz. 4 75 5 00	Royal Canadian, 11 in. ....	28 00
Garnet (Ruton's) 5 to 10 per cent. advance		<b>STOCKS AND DIES.</b>		S. & D., discount 35 per cent.		Royal American, 11 in. ....	29 00
on list.		<b>STOCKS AND DIES.</b>		<b>STOCKS AND DIES.</b>		Terms, 3 months, 2 per cent. 30 days.	



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Gutta Percha and Rubber Mfg. Co., Toronto.

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Fitchburg, Mass.**Box Straps.**

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Taylor-Forbes Co., Guelph, Ont.  
United Brass Mfg. Co., Cleveland, Ohio.**Bronze Powders.**Thorne, R. E., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.**Brushes.**Ramsey, A., & Son Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.**Carpenters' and Builders' Tools and Supplies.**Covert Mfg. Co., West Troy, N.Y.  
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Hyde, F., & Co., Montreal.  
Lewis Bros. & Co., Montreal.  
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Winnipeg Ceiling & Roofing Co., Winnipeg.  
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Diamond Saw &amp; Stamping Works, Buffalo

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Dominion Cartridge Co., Montreal.  
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Harrington & Richardson Arms Co., Worcester, Mass.  
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Shaw, A., & Son, London, Eng.

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**Glue.**

Winnipeg Paint &amp; Glass Co., Winnipeg.

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North Bros. Mfg. Co., Philadelphia, Pa.**Injectors—Automatic.**Morrison, Jas., Brass Mfg. Co., Toronto.  
Penberthy Injector Co., Windsor, Ont.**Iron Pipe.**Montreal Rolling Mills, Montreal.  
Page-Hersey Iron and Tube Co., Guelph.**Iron Pumps.**

McDougall, R., Co., Galt, Ont.

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Canada Metal Co., Toronto.  
David, R. Sullivan, Montreal.  
Deseronto Iron Co., Deseronto, Ont.  
Eadie, H. G., Montreal.  
Frothingham & Workman, Montreal.  
Gibb, Alexander, Montreal.  
Gilbertson, W., Pontardawe, Wales.  
Henderson, J. A., Montreal.  
Ironside, Son & Co., London, Eng.Kemp Mfg. Co., Toronto  
Leslie, A. C., & Co., Montreal.  
Lewis, Samuel, & Co., Dudley, Eng.  
Lysaght, John, Bristol, Eng.  
Montreal Rolling Mills Co., Montreal.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Samuel, Benjamin & Co., Toronto.  
Saunders, Franklin & Co., Montreal.  
Stairs, Son & Morrow, Halifax, N.S.  
Summers, John, & Son, Stalybridge, Eng.  
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Lewis, Rice, & Son, Toronto.  
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McArthur, Corneille & Co., Montreal.  
McCaskill, Dougall & Co., Montreal.  
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Montreal Rolling Mills, Montreal.  
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Standard Sanitary Co., Pittsburg.  
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Grey & Bruce Portland Cement Co., Owen Sound.  
Hanover Portland Cement Co., Hanover, Ont.  
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Imperial Cement Co., Owen Sound.  
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Taylor-Forbes Co., Guelph, Ont.  
Winnipeg Paint & Glass Co., Winnipeg**Saddlery & Harness Furniture**

Falkner, H. F., Toronto.

**Saws.**Atkins, E. C., & Co., Indianapolis, Ind.  
Lewis Bros., Montreal.  
Spear & Jackson, Sheffield, Eng.**Saws—Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Hack Frames.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Power Hack.**

Diamond Saw &amp; Stamping Works, Buffalo

**Saws—Kitchen.**

Diamond Saw &amp; Stamping Works, Buffalo

**Scales.**Canadian Fairbanks Co., Montreal.  
New Warren Scale Co., Montreal.**Screws, Nuts, Bolts.**Canada Foundry Co., Toronto.  
Montreal Rolling Mills Co., Montreal.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.**Sewer Pipes.**Canadian Sewer Pipe Co., Hamilton  
Hyde, F., & Co., Montreal.**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Silverware.**

Round, John, &amp; Son, Sheffield, Eng.

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Fisher, A. D., Co., Toronto.  
Starr Mfg. Co., Dartmouth,**Stable Fixtures.**Greening, B., Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls**Steel Rails.**Jackson, C. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Stoves and Tinware, Radiators, Furnaces, etc.**Canadian Heating & Ventilating Co., Owen Sound.  
Canada Stove Works, Harriston, Ont.  
Davidson, Thos., Mfg. Co., Montreal.  
Dieckmann, Ferdinand, Cincinnati.  
Gurney Foundry Co., Toronto.  
Hobbs Hardware Co., London, Ont.  
Harris, J. W., Co., Montreal.  
Joy Mfg. Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
Metal Stamping Co., Jackson, Mich.  
Moffat Stove Co., Weston, Ont.  
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Pease Foundry Co., Toronto.  
Perfection Safety Furnace Pipe Co., Toronto.  
Smart, Jas., Mfg. Co., Brockville, Ont.  
Stewart, Jas., Mfg. Co., Woodstock, Ont.  
Taylor-Forbes Co., Guelph, Ont.  
Walker Steel Range Co., Grimsby, Ont.  
Wright, E. T., & Co., Hamilton.**Tacks.**Montreal Rolling Mills Co., Montreal.  
Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.**Typewriters and Supplies.**

United Typewriter Co., Montreal.

**Wall Coating.**Alabastine Co., Paris, Ont.  
Winnipeg Paint & Glass Co., Winnipeg.**Washing Machines, etc.**Dowdell Mfg. Co., Hamilton, Ont.  
Taylor-Forbes Co., Guelph, Ont.**Wholesale Hardware.**Birkett, Thos., & Son Co., Ottawa.  
Caverhill, Learmont & Co., Montreal.  
Frothingham & Workman, Montreal.  
Hobbs Hardware Co., London.  
Howland, H. S., Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Stairs, Son & Morrow, Halifax, N.S.**Window and Sidewalk Prisms.**Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.**Wire Springs.**Guelph Spring Axle Co., Guelph, Ont.  
Henderson, J. A., Montreal.  
Wallace-Barnes Co., Bristol, Conn.**Wire, Wire Rope, Cow Ties****Fencing Tools, etc.**American Steel and Wire Co., New York, Montreal, Chicago.  
Banwell-Hoxie Wire Fence Co., Hamilton.  
Cutts, C. M., Toronto Junction.  
Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Eng.  
McGregor-Banwell Co., Walkerville.  
Montreal Rolling Mills Co., Montreal.  
Munro Wire Works, Winnipeg.  
Oneida Community, Niagara Falls.  
Page Wire Fence Co., Walkerville, Ont.  
Walter, E. F., & Co., Montreal.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.**Woodenware.**Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Waggoner Ladder Co., London, Ont.**Wrapping Papers.**Canada Paper Co., Toronto.  
McArthur, Alex., & Co., Montreal.



## 12 DAYS LONGER

**An Extension of Time.** By request of several competitors who had been unable to complete the drawings for our **Interior Display and Store Arrangement Competition** the date of closing has been changed from **March 1** to **March 12**. The competition has awakened much interest, but the number of competitors are limited.

**Are You Proud of Your Store?** If so, send us a short description of the arrangement of the interior illustrated by a few rough drawings showing the location of the shelving, counters and other fixtures.

**How Should a Store be Arranged?** If you have any novel ideas on how to display goods in store interiors or how to arrange a system of shelving send along a short article and some drawings.

In addition to the honor of being a prize winner we offer a first prize of \$10.00, and \$2.00 for every article considered worthy of publication.

### THE CONDITIONS OF THE CONTEST ARE:

1. Articles should contain from 500 to 1,000 words and be written on one side of paper only.
2. Drawings of floor plans, etc., must accompany each article and photographs should also be sent wherever possible.
3. Prizes will be awarded on the basis of 60 per cent. for the reading matter and 40 per cent. for the illustrations. Novel ideas used for displaying any one line of goods will also be considered in making the award.
4. The competition closes March 12, 1906, and the prize winning article will be published in the Special Spring Trade Number of **HARDWARE AND METAL**, on March 24.

NOTE.—No hardware merchant or clerk should refrain from competing because of supposed inability to send proper drawings of floor plans showing the arrangement of counters, shelving, etc., or any stand or contrivance for displaying goods. Wherever necessary our artist will touch up the drawings and make them suitable for publication.

Address all articles, etc., to

### "INTERIOR DISPLAY COMPETITION"

HARDWARE AND METAL,

10 Front St. East, TORONTO



**Boring Tool**

# ONE POUND



**Side Tool**

**EQUALS**

**10**

**LBS.**

OF **TOOL STEEL**

Used in

**ARMSTRONG**

**TOOL**

**HOLDERS**



**Planer Tool**

Used in

**FORGED TOOLS** AND

**SAVES ALL FORGING** and 70 per cent. GRINDING.

**INCREASE PRODUCTION**

and

**REDUCE EXPENSE**

Used in

**FORGED TOOLS** AND

**SAVES ALL FORGING** and 70 per cent. GRINDING.



**Straight Cut Off Tool**

**Armstrong Bros. Tool Co.,**

"The Tool Holder People"

**106 N. Francisco Ave., Chicago, U.S.A.**

**CATALOG WILL BE MAILED ON REQUEST**

Imitations are Unsatisfactory—Infringements are Unlawful.



**Planer Tool**

SOLD IN CANADA BY  
**WILLIAMS & WILSON, Montreal;**

**AIKENHEAD HARDWARE, LTD., Toronto;**

**WOOD, VALLANCE & CO., Hamilton**



## BACKED BY A GUARANTEE

When you deal in

### ROBERTSON'S BABBITTS

you are protected by the guarantee of a firm with many years' experience, and a national reputation. If you choose any of our standard lines, you are

### SURE TO BE SATISFIED

We absolutely guarantee that our anti-friction metals cannot be excelled in quality at their respective prices. Always look for our registered trade marks.

WRITE FOR OUR PRICES

The James Robertson Co.  
LIMITED  
MONTREAL

TORONTO  
WINNIPEG  
ST. JOHN, N.B.

"MONARCH"

"KING"

"FLEUR de LIS"

"THURBER"

"PHILADELPHIA"

"CANADIAN"

## PFLUEGER'S Fishing Tackle

Hooks, Flies,  
Trolls, Spin-  
ners, Phan-  
toms, Reels,  
Furnished  
Lines.

Everything  
in Fishing  
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.  
AKRON, Ohio, U.S.A.



## HOLLOW-WARE

PRESSED,  
STAMPED, and  
MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.  
LLANELLY, WALES



## LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—48 Lime St.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



TRADE MARK

Est. 1866. Inc. 1894.

# Black Diamond File Works

## G. & H. Barnett Company

PHILADELPHIA 1876

Twelve Medals

TRADE MARK

**Awarded**  
By **JURORS** at  
**International Expositions**  
**Special Prize**  
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

TRADE MARK

"White's" Brand Portland Cement  
Ordinary Commercial or Lump Whiting  
Machine Powdered Whiting  
Gilders Whiting (a Superfine Grade)  
Paris White (an Extra Superfine Grade)

Prices to import on application to

# B. & S. H. THOMPSON & Co.

LIMITED

## MONTREAL

Agents for  
The Associated Portland Cement Manufacturers  
(1900) Limited, LONDON, ENG.

# "Redstone"

## High Pressure

# Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

## THE GUTTA PERCHA & RUBBER MFG. CO.

### of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

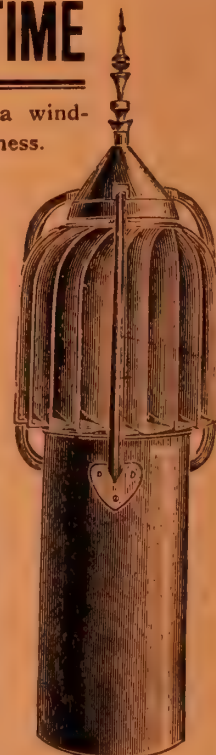
Branches: Montreal, Winnipeg, Vancouver.

## WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness.

## AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.



Montreal, June 1st, 1903,  
St. Peter School.

Messrs. THE J. W. HARRIS Co., Limited.

Dear Sirs,

In answer to yours of 3rd inst, in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

—MANUFACTURED BY—

THE **J. W. HARRIS CO., LIMITED**  
CONTRACTORS, - MONTREAL



CIRCULATES EVERYWHERE IN CANADA  
Also in Great Britain, United States, West Indies, South Africa and Australia.

# HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, MARCH 10, 1906

NO. 10.

ANVILS **HENRY BOKER** BITS  
MANUFACTURER  
OF  
**ARROW BRAND**  
REGISTERED TRADE MARK  
**HARDWARE**  
SPECIALITIES OF ALL DESCRIPTIONS  
For Sale by Leading Wholesale Houses.



**MORE POPULAR  
THAN EVER**

after forty years' trial.

**WHY?**

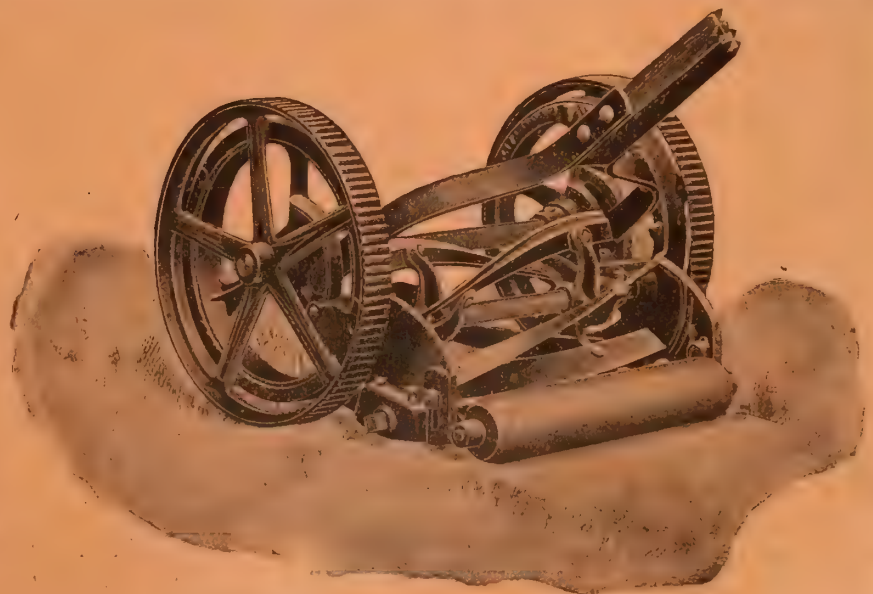
JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL,  
Managers Canadian Branch.

## Lawn Mowers

bearing the name "Taylor-Forbes" can be relied upon to prove excellent sellers and to give excellent service.

The probabilities are for an early spring and, as a result, Lawn Mower prices are low. Now is the Hardwareman's time to "move."



"THE WOODYATT"

Don't wait a day longer, but send at once for our **Lawn Mower Catalogue**

**TAYLOR-FORBES COMPANY**

LIMITED

The Largest Manufacturers of Hardware in Canada.

TORONTO:  
1088 King St. West

Head Office and Works:  
GUELPH, ONT.

MONTREAL:  
9 De Bresoles Street.

See Classified List of Advertisements on Page 71.



# MACHINISTS' TOOLS

## OF ALL KINDS

Hardware Dealers will find it to their interests to carry a stock of Machinists' Tools, as it brings to his store all wide-awake mechanics, who are anxious to see the newest and best tools in this line.

*Y. Owen*  
WE CARRY  
*at Bank 7*  
A  
*page 59*  
*W.S.B.*  
L. S. Starrett's  
Brown & Sharpe  
Standard Tool Co.  
Morse Twis  
Drill Co.  
— and —  
Cushman Chuck  
Co.  
Goods



CALIPERS  
—  
DIVIDERS  
—  
MICROMETERS  
—  
GAUGES  
—  
CHUCKS  
—  
DRILLS  
—  
MILLING CUTTERS  
—  
REAMERS  
Etc.

WRITE FOR CATALOGUE AND PRICES

# RICE LEWIS & SON

LIMITED

# TORONTO.



This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

**PRICES:**  
Hollow Ground \$2.00  
Double Concave for Extra Heavy Beards \$2.50  
Pair in Leather Case \$4.50  
Carbo-Magnetic Strop \$1.00

**NO HONING****NO GRINDING****NO NEW BLADES****NO ANNUAL TAX****FIRST PURCHASE PRICE THE ONLY EXPENSE**

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving," Free, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

**Firm of A. L. SILBERSTEIN, 459 Broadway, New York**

GET OUR PRICES ON

# REVOLVERS

**Harrington & Richardson. Iver Johnson**

Sizes 22—32—38 Calibre

**Hammerless**

Never out of style. Always up to date.  
The best is what you want.

**THOS. BIRKETT & SON CO.,**

LIMITED

**OTTAWA, ONT.****American Twin Freezer**

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

**SOMETHING ENTIRELY NEW  
—NEVER DONE BEFORE.**

**T**HE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

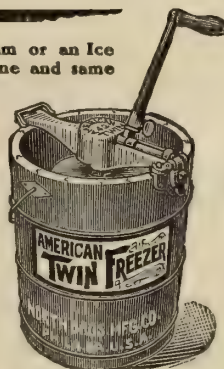
The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

**SOLD BY LEADING JOBBERS.**



**Send for Catalog.**

**ICE CREAM  
FREEZERS  
THAT SELL**



**THEY ARE**  
Well Advertised,  
In Demand,  
Easily Sold,  
Satisfactory in Use,  
Of Known Reputation,

**THEY EXCEL IN**  
Easy Running,  
Quick Freezing,  
Economy,  
Convenience,  
Practical Results,

**North Bros. Mfg. Co.,**

Philadelphia, Pa.



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	"
Tiger,	550	"	"	"
Standard,	500	"	"	"
Golden Crown,	500	"	"	"

## Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

### BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

# Ingot and Sheet Metals

Drop us a card and we will mail you our  
monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

**M. & L. Samuel, Benjamin & Co.**

**TORONTO**



# MAIL ORDERS

---

**WE** SHIP THEM QUICK  
FILL THEM COMPLETE  
PRICE THEM TO KEEP THEM COMING

We do a very large mail order business, which is the best evidence we can give that we handle mail orders in a satisfactory manner.

Our aim is to ship mail orders received before noon the same day as received, and if later, then the following day.

We fill them complete, making the fewest mistakes possible, and price them to satisfy our customers and eliminate claims.

These orders are handled in a separate department. The men who fill them do nothing else; they are thoroughly conversant with all the goods that we carry and the class of goods used in the different provinces and localities. This insures correct interpretation of your wants; this is what we aim to do.

We are always pleased to receive any size orders. No order is too small to receive our most careful attention, and none too large for us to fill quickly and satisfactorily.

One of the best ways to help your opposition is to be out of goods when they are called for. The successful merchant to-day carries a moderate quantity of a large variety of goods, keeps his stock complete by ordering often by mail, and is always in a position to say to his customers, "Yes, I have it."

Take our advice and try this plan, and we believe you will find it will pay you.

We supply you with Order Blanks and Printed Envelopes. Write for some.

**OUR LARGE 1000-PAGE CATALOGUE FOR THE ASKING**

---

## LEWIS BROS., LTD.

OTTAWA  
TORONTO

MONTREAL  
WINNIPEG

VANCOUVER  
CALGARY



**IRON**

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

**STEEL**

# American Steel & Wire Co.

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

**Chicago**  
The Rookery.

**BARBED WIRE      GALVANIZED PLAIN WIRE**  
**PLAIN TWIST CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

Telegraphs—"Rounds Montreal."  
Code—A.B.C., 4th Ed.  
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

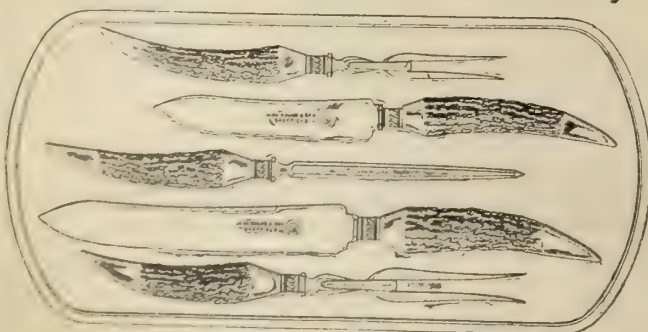
## ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.

The name "ROUND" is an unquestioned guarantee of QUALITY.

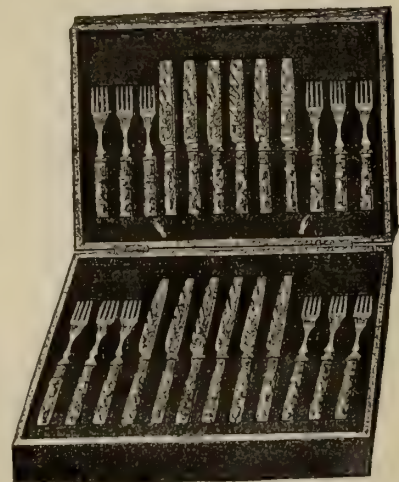
Write us for quotations.

You will find our prices right.



28414. CARVING SET

**CATALOGUE  
SENT  
ON  
REQUEST**



28910. 12 PAIRS DESSERT KNIVES AND FORKS  
Pearl Handles. Quartered Oak Case.

## JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

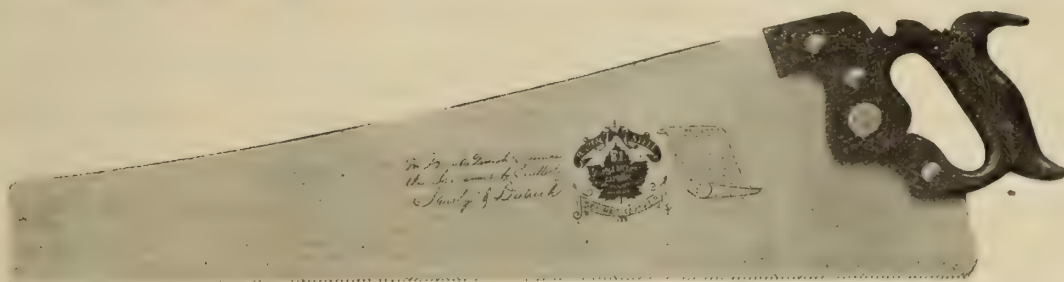
### MONTREAL

CORISTINE BUILDING

FACTORIES:  
SHEFFIELD, ENG.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

**GALT, Ontario**





# Pink's MADE IN CANADA Lumbering Tools

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**  
**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**  
also **The DesJardin Patent Log Sleighs**

Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

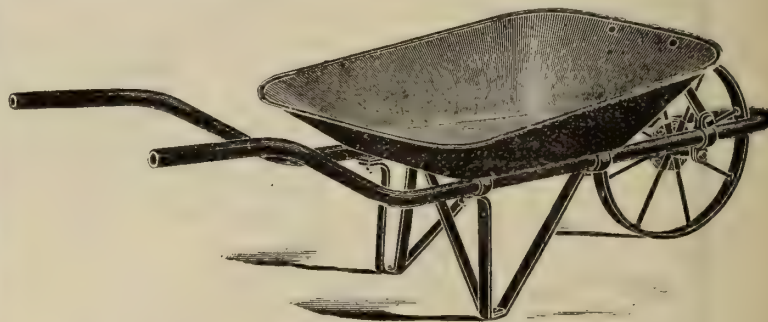
Long Distance  
Phone No. 87

## BATH ROOM FIXTURES

... WHOLESALE ...

Our fixtures please  
and our prices save  
you money. Better  
have our Catalog "B"

**The CARRIAGE MOUNTINGS CO.**  
**TORONTO** LTD.



## WHEELBARROWS

*All Kinds*

**Railroad, Dock, Concrete Work,  
Farm and Garden Barrows**

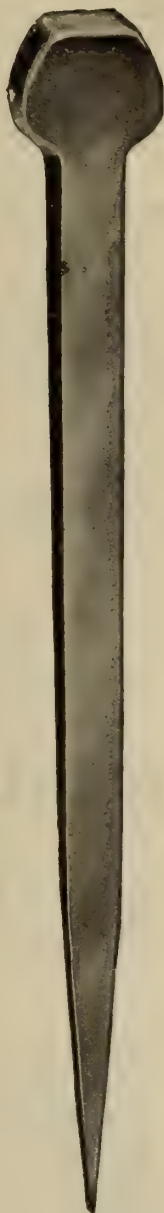
We also manufacture Trucks, Washing Machines, Butter Workers and Shipping Boxes, Blacksmiths' Machine Tools and Wagon Skeins.

Send for Catalogue and Prices

**The London Foundry Co., Limited**  
**LONDON, CANADA**



# How to Buy Horse Nails



If you are not particular just order the number of boxes and the size required, and take whatever brand the wholesale dealer may have in stock. But—if you want the best made or sold in Canada, **without any exception**, you will not make any mistake in always specifying on your future orders that you want only the **"C"** brand Horse Shoe Nails, made by this Company.

You can do all your farrier trade with the **"C"** brand. They will fulfil the most exacting conditions required as tests of quality. They are of the best designs, especially made for Canadian use. Have the finest hardened bevelled points, which will penetrate easily into the hardest hoofs. They will not bend in driving, nor will the heads fly off on striking an obstruction. This is because they are **hot-forged** from a special quality of Charcoal Steel Nail Rods, made for our purpose, and imported direct by us from Sweden. It is the best material known or used in the world for the purpose of making horse nails. We challenge any maker in the world to give better results than are obtained by the use of the old reliable **"C"** brand, which has been made in Canada for the past forty years, and has stood every test, and is the standard for quality to-day among all its competitors.

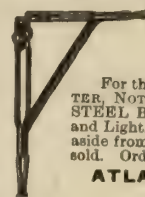
All the leading wholesale hardware dealers have them for sale, or should accept orders for same at our discounts (40, 10 and 7½ per cent.), plus freight to the various points. If you cannot obtain them on request, write us direct. Your orders are respectfully solicited

**Canada Horse Nail Company**  
MONTREAL  
ESTABLISHED 1865

## NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectively, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY  
W. NEWMAN & SONS, Birmingham.



## Will Hold Up a Shelf!

That's what a shelf bracket is for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,  
New Haven, Conn., U.S.A.

## PRIEST'S CLIPPERS

**Largest Variety, Tallest, Hand, Electric Power ARE THE BEST.**  
Highest Quality Grooming and Sheep-Shearing Machines.  
**WE MAKE THEM.**  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., U.S.A.  
Wiebusch & Hilger, Limited, special New York representatives, 9-15 Murray Street.

## FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.



## Covert Mfg. Co.

TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.



## "THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport. Emlyn Engineering Works NEWPORT, MON., ENGLAND



## Good Printing Cheap

THE KIND THAT BRINGS RESULTS

Just for instance: 1,000 statements, \$1.50; 1,000 billheads, \$1.50; 1,000 letterheads, \$2.50; 1,000 envelopes, \$1.25; the lot for \$6.00.

G. A. WEESE & SON,  
Toronto, Ont.

## SWEAT PADS ALL LENGTHS AND WIDTHS

Send your order in now for Spring delivery

H. F. FALKNER

58-60 GEORGE ST., - TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



**DOMINION WIRE MANUFACTURING CO.**

MONTREAL

AND

TORONTO

LIMITED

**BARB WIRE AND PLAIN GALVANIZED WIRE****BRIGHT AND GALVANIZED FENCE STAPLES****— WIRE NAILS —**FLAT HEAD  
ROUND and OVAL HEAD**SCREWS**BRIGHT—BRASS  
BRIGHT and BRASS**TINNED WIRE for Mattress, Broom, Bottling and Binding****STEEL WIRE BARREL HOOPS****COPPER AND BRASS WIRE****ALL MADE IN CANADA**

Style "F"

**The Very Newest**

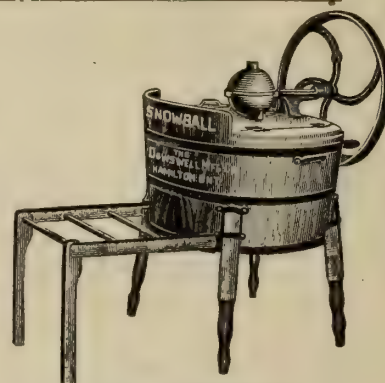
Combination, Bow Lever and Side Pedal drive ; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

**The Best Ever**

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

**W. L. HALDIMAND & SON,**  
MONTREAL,  
Eastern Agents

Made solely by  
**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - ONTARIO



## A LONG TRIP

FOR 25 CENTS

From the Atlantic to the Pacific is a long trip, and if you were to call on every hardware merchant, stove and tinware dealer and plumber it would take about three years and would cost you about ten thousand dollars.

**HARDWARE AND METAL** makes the trip every week.

Have you a message you wish delivered?

Have you a business for sale?

Do you wish to secure a new clerk?

Do you want anything in which a hardware man or plumber would be interested? If so, place it in the paper he reads.

The cost is a mere bagatelle.

2c. per word for 1st insertion.

1c. per word for subsequent insertions.



## PAGE LAWN FENCE

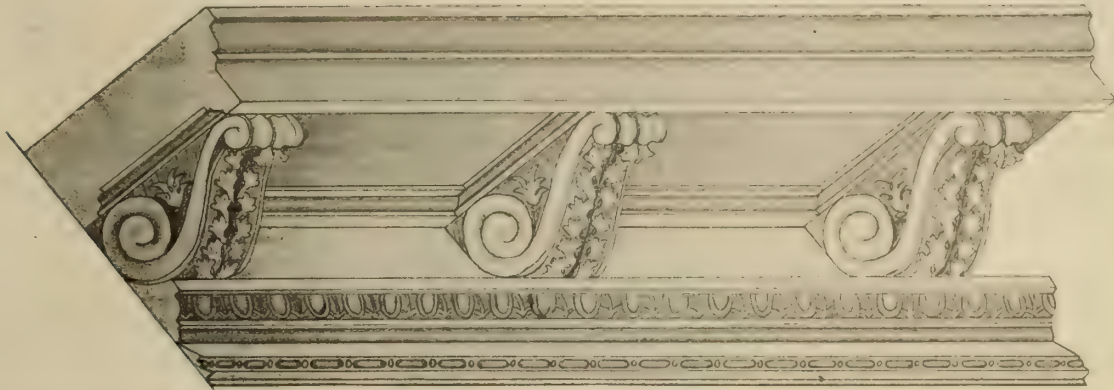
For Lawns, Gardens, Cemeteries, Parks, Etc.

Galvanized and coated with white enamel paint.

Any height up to 8 feet and any length from 10 feet up. No waste.

**THE PAGE WIRE FENCE CO., Limited**

Walkerville Montreal Toronto  
Winnipeg St. John 406



We want your enquiries for **METALLIC CORNICES, SKYLIGHTS, FINIALS**, and all special work to detail. Our cornice department is capable of taking care of any work, no matter how difficult, and our facilities are such that we can turn out work at lowest possible cost. Our new Cornice Catalogue will soon be ready. Write us about your requirements.

**METAL SHINGLE & SIDING CO., Limited** PRESTON, ONTARIO

## Canada's New Skates

# "AUTOMOBILE" and "CYCLE"




There is more skating weather to come and when it does come it will last longer. Orders placed now will be more conveniently handled than if placed next season and there is no prospect of any skate catching up with the merits of our line. It's a line of skates for the most cautious dealer.

WRITE FOR CATALOGUES

# CANADA CYCLE AND MOTOR CO., LIMITED.

TORONTO JUNCTION.





## FIBRE WRAPPING PAPER

**STRONG, TOUGH AND STIFF**  
Will Carry All Kinds of Packages Safely to Destination

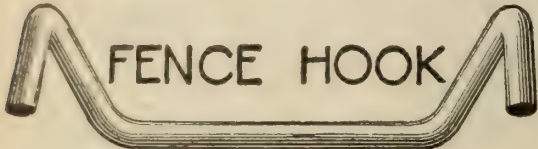
WRITE US FOR  
SAMPLES AND  
PRICES.

## CANADA PAPER CO.

TORONTO LIMITED MONTREAL

This design a guar-  
antee of quality.

**GALVANIZED FENCE HOOK** FOR FASTENING WOODEN PICKET OR WIRE FENCES



WIRE NAILS, COILED SPRING,  
BARB and PLAIN FENCE WIRE,  
OILED and ANNEALED, CLOTHES  
LINE WIRE, STAPLES, etc.

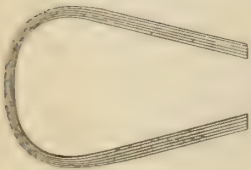
THE WESTERN WIRE & NAIL CO., Limited,

LONDON, ONT

ESTABLISHED 1867

## J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of *Hubs, Spokes, Buggy and Waggon Rims, Sleigh Runners, Shafts and Poles, etc.*



We use nothing but the very best Hickory and Oak in our stock, and we are prepared to guarantee all of our goods. We carry an exceedingly large stock on hand and will ship promptly.

**Your Order Solicited.**

QUEBEC AGENT:—J. A. BERNARD,  
21 St. Peter St., Quebec, P.Q.

**Dealers** should now order **"CLABROUGH"**  
**SHOT GUNS** for next Season's Trade

THEY SHOOT WELL!  
THEY SELL WELL!  
THE PROFITS ARE RIGHT!

Sole Manufacturers—  
**J. P. CLABROUGH & JOHNSTONE**

WORKS—

Price Street, BIRMINGHAM, ENG.



...ESTABLISHED 1849...

## BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World.

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

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## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American  
Manufacturers. Correspondence invited from  
rms wishing to be represented.

SIEGFRIED SCHOPFLOCHER

## The Canadian Bronze Powder Works

### R. E. THORNE & CO.

MANUFACTURERS OF

**BRONZE POWDERS, GOLD PAINTS, LACQUERS  
& BRONZE LIQUIDS.**

768 Craig St., MONTREAL

29 Melinda St., TORONTO

**\$2** FOR THIS SMALL SUM THE **\$2**  
**MANUFACTURER and SUPPLY MERCHANT**

may keep posted on new openings  
for trade.

The **CANADIAN CONTRACT RECORD**

reports weekly all projected building and other  
construction works throughout Canada as well  
as new business enterprises.

Send your name and address with \$2 for  
a year's subscription to

## Canadian Contract Record

**\$2** Toronto, Montreal, Winnipeg, and **\$2**  
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## CARRIAGE SPRINGS & AXLES

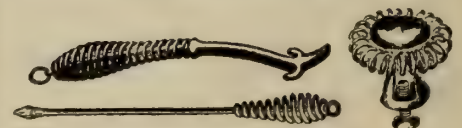
**ANCHOR  
BRAND**



**THE GUELPH SPRING & AXLE CO. LIMITED**

GUELPH, ONT.

**The Bowmanville Foundry Co., Limited**  
Bowmanville, Ont.



Makers of Good Goods Only.

Are you interested in any of the  
lines that are advertised?

A Post Card will bring you price  
list and full information.

Don't forget to mention Hard-  
ware and Metal.

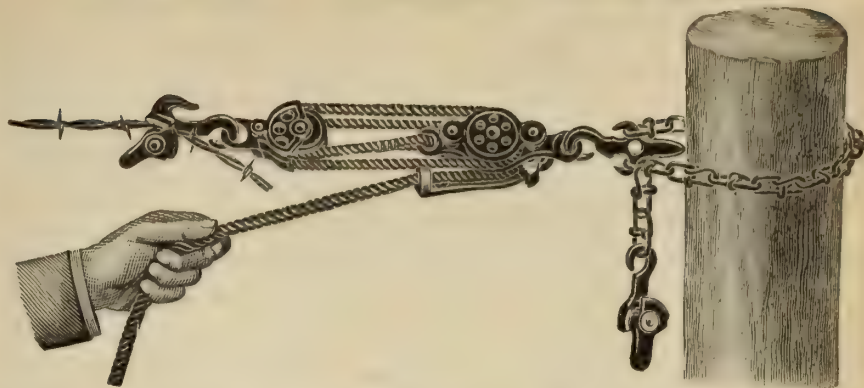


# THIS IS THE OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.

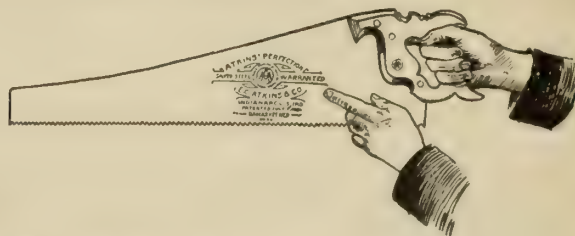
NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER



WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

## There's the Saw

Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for



**ATKINS' HIGH GRADE SILVER STEEL SAWS**

"Finest on Earth"

Write for Universal Time Book and Hand Saw Booklet.

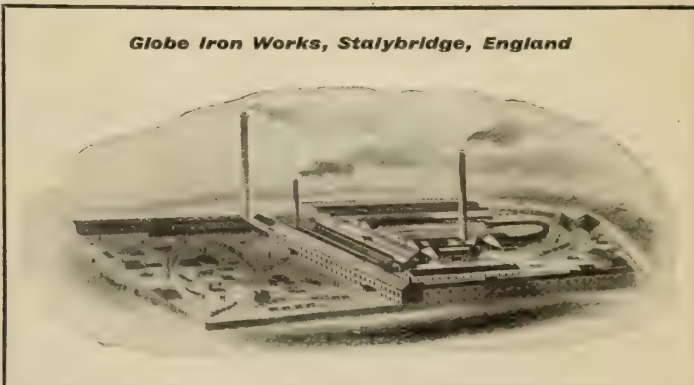
**E. C. ATKINS & CO., Inc.,** FACTORIES AND HOME OFFICE: **Indianapolis, U.S.A.**

## John Summers & Sons, Limited

Hawarden Bridge Works,  
Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



**DEAD FLAT SHEETS,** Black or Galvanized.  
**BEST and CHEAPEST** for all kinds of work.

We are the largest makers and give you the

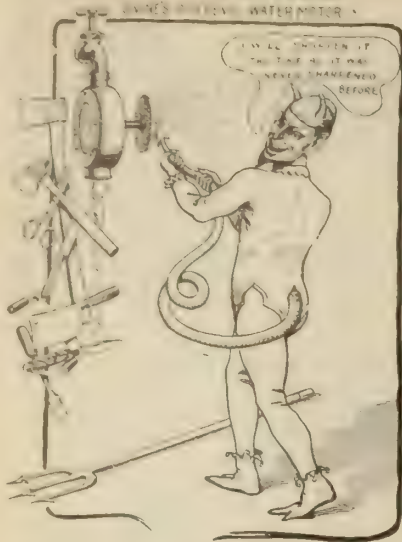
**MAXIMUM QUALITY AT  
MINIMUM PRICES**

**Agent: F. Hankin, Montreal**



## A POINTED TALE.

"A penny a day is all you pay  
To run our little motor."



## Divine's Faucet Water Motor

Will give three times the power of  
any other water motor.

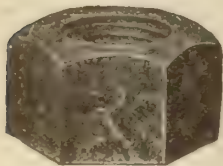
**100 Per Cent. Cheaper  
than Electric Motors**

Will grind an axe on 20 lbs. pressure 5,000 revolutions a minute. Furnishes power for grinding **Cutlery** and all other **Edged Tools**. For polishing silverware and all other metals.

**Price Complete**, including Emery, Pulley and Buffing Wheels, Polishing Composition, etc., **\$5.00.**

**Divine Water Motor Co.**  
296 Broadway, New York

ALLEN C. JENKING & CO., Room 215 Coristine Bldg., MONTREAL



## THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs  
Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

MACHINE MADE

## TEA KETTLE SPOUTS

In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes. Write for samples and quotation and state quantity required. **AGENTS WANTED.**

**ERNEST STEVENS, STOUR WORKS,**  
CRADLEY HEATH, ENGLAND



CELEBRATED

## HEINISCH SHEARS

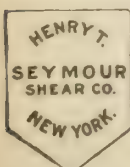
Tailors' Shears,  
Trimmers' Shears,  
Tinnerns' Snips, etc.



ACKNOWLEDGED THE BEST.

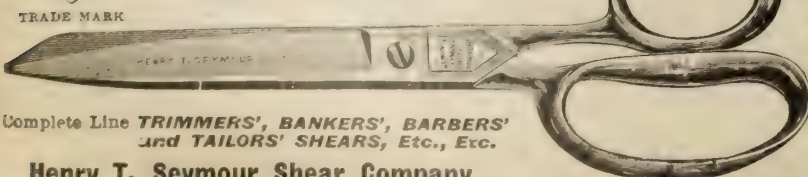
**R. HEINISCH'S SONS CO.**

NEW YORK OFFICE, 155 Chambers St  
NEWARK, N.J., U.S.A.



## SEYMOUR SHEARS

HAVE BEEN THE  
Standard for over Half a Century.  
"QUALITY UNQUESTIONED."  
Each pair of our shears bears the above trade mark.



Latest Catalogue will be sent in exchange for your business card.

**Henry T. Seymour Shear Company**

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

GET PRICES FOR  
**GILBERTSON'S**

**COMET**  
Brand

## GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:

**W. GILBERTSON & CO., Limited,**  
PONTARDAWE, SOUTH WALES.

**Bolton, Fane & Co.**

98 Leadenhall Street, London, E.C., Eng.

## TINPLATES

In all qualities and sizes

Bessemer Coke - "Lofoden" Brand  
Selmens Coke - "Pelican" Brand  
Charcoal - "Mocha" Brand  
Best Charcoal - "Cardigan" Brand  
Staffordshire Bar Iron - B.G. Crown Brand  
Galvanized Sheets - "Pelican" and "Ostrich" Brand

Boiler Plates, Rails, Fishplates, &c., &c.

**R. SULLIVAN DAVID**

Selling Agent for Canada, 210 St. James St., MONTREAL  
TELEPHONE, MAIN 3389

WORK AND  
PRICES  
RIGHT  
**GALVANIZING** ONT  
WIND  
ENGINE & PUMP CO.  
TORONTO, ONT. LIMITED.

**GALVANIZING  
AND TINNING**  
THE CANADA METAL CO.  
TORONTO, ONTARIO.

**MAPLE LEAF**  
STITCHED COTTON DUCK  
**BELTING**  
DOMINION BELTING CO. LTD.  
HAMILTON CANADA



## H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

**LEEDS FIRE CLAY CO., Ltd.**

Fire Bricks, Glazed Bricks, Stable Bricks.

**T. JOWITT & SONS, SHEFFIELD.**

Files, Cast Steel, Hammers, Crucible Steel Wire

**JOS. FENTON & SONS, SHEFFIELD**

Cutlery and Plated Ware.

Agent for

Norway Iron, Steel, Galvanized Iron, Chains.

Sheet Iron, Hoop Iron, Machinery

Steel, PEN-DAR Metal Lockers.

THE NEW

## "SOLID-ADJUSTABLE" HAND STOCK AND DIES



New prices that will warrant your inquiries.

**The BORDEN COMPANY**  
WARREN, OHIO. U.S.A.



## Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

**McGREGOR-BANWELL FENCE CO., Limited, Dept. O, WALKERVILLE, ONTARIO.**

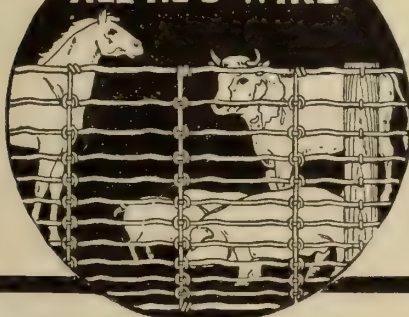
## Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

ALL No 9 WIRE



## Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

### WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

**The Banwell Hoxie Wire Fence Company, Ltd.**  
Dept. J, Hamilton, Ont.



## Always Remember These Features

Keep the following Points of Merit in mind regarding

## DILLON HINGE-STAY FENCE

- 1.—The Dillon has no locks to rust, break or come loose.
- 2.—The Dillon is the strongest wire fencing made in Canada, is easily erected and always looks well.
- 3.—The Dillon strand wires, whether heavy or light are all High Carbon Hard Spring Wire.
- 4.—The Dillon stays are of medium temper and are never broken by wrapping.
- 5.—The Dillon strands and stays are both extra well galvanized.
- 6.—The stays are hinged to prevent bending when the fence is weighed down, between the posts.
- 7.—The Dillon is less expensive than other wire fencing of similar weight.

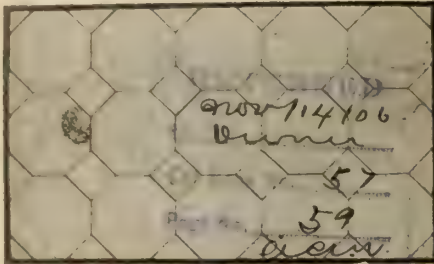
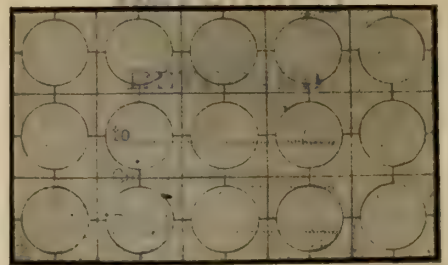
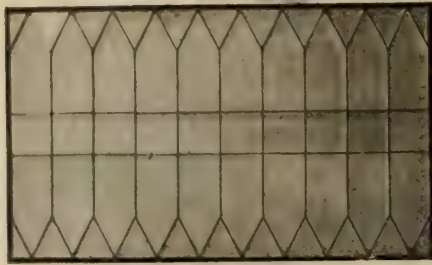
You, of course, have the "Dillon" in stock.

**THE OWEN SOUND WIRE FENCE CO., Limited**  
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal.  
Messrs. Christie Bros. Co., Limited, Winnipeg.



# The Glass Itself



## MAXIMUM LIGHT GLASS

Can be made up in various designs similar to those shown on this page, or in 3 to 5-inch squares, glazed, in copper bars.

The Price of **MAXIMUM LIGHT GLASS** is the same as that of the ordinary Sheet Prismatic Glass. Have you samples?

Sole Canadian Agents :

**The HOBBS MANUFACTURING CO., Limited, London and Winnipeg**  
Glass Importers and Manufacturers.



Canada is our Home Market—  
we cannot afford to sell in  
this country any goods  
but the best—

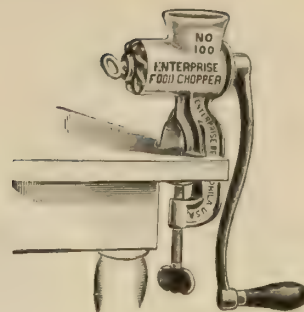
Canada is a dumping ground for  
foreign makers.

If you want Standard goods,  
specify when ordering.

**“DOMINION”**  
Cartridges and  
Shot Shells

**Dominion Cartridge Co.,**  
Limited  
Manufacturers, Montreal





## A WORD IN TIME

Plan and prepare NOW to get *your share* of the big sales that are going to be made in the next few months of

**"ENTERPRISE"**

**MEAT JUICE EXTRACTORS, BONE MILLS, FOOD CHOPPERS, AND THE WHOLE LINE**

If you are short of advertising literature, electrotypes or catalogues, get in communication with our

Advertising Department *today*.

*The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.*

# McArthur, Corneille & Co.

MONTREAL

## Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,  
Prepared Paints, Window  
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE  
Imperial French Green

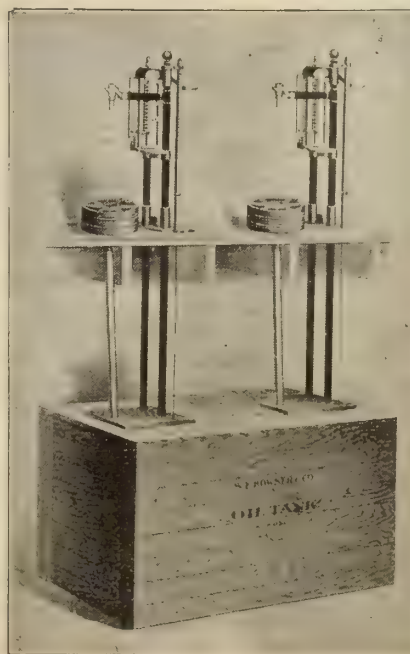
of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
English Varnishes

of CHAS. TURNER & SON,  
LONDON.

Please mention **HARDWARE AND METAL** when writing.

## WHAT WILL IT DO?



**A Bowser  
Self-Measuring  
Oil Tank**

will handle every kind of oil, including kerosene or coal oil, lubricating oil and paint oils.

**IT WILL** pump and measure at the same operation absolutely accurate quantities, either full gallons or any part of a gallon, as desired, and without the use of funnels or measures.

**IT WILL** allow you to wait on an oil customer in one-fourth of the time, will do away with all dirt, overflowing oil, disagreeable odors, will positively prevent any loss, being evaporation, leak and waste proof.

**250,000**

**NOW IN USE**

Send for Catalogue "V," tell us what oils you use, and let us quote you prices.

DOUBLE CELLAR OUTFIT.

**S. F. Bowser & Co., (Inc.)**

530 Front St. West

TORONTO, ONT.



From  
"Torontonians  
as we  
see  
'em"



W. G. HARRIS, Gen. Manager

## HERE ARE TWO BABBITT METALS

"IMPERIAL" 40c per lb.

No. 4 - 7c per lb.

"IMPERIAL"—No engine too large or particular but this metal will serve.

No. 4—Our lowest metal, for much light work is excellent value.

If you want to know what we know, let us know what you want to know.

We are Babbitt Specialists

**THE CANADA METAL CO.**  
**TORONTO**



## FREE to DEALERS:

*"Bristol"*

Calendar for 1906 on condition that the coupon below is properly filled out and mailed to us **attached to your business letter-head.**

This fishing scene is beautifully colored and will be admired by all who see it in your office, store or home.

Send in your name at once before our supply is exhausted.

**THE HORTON MANUFACTURING COMPANY, - BRISTOL, CONN., U.S.A.**

Do you sell Fishing Tackle? \_\_\_\_\_

Do you handle *"Bristol"* Steel Fishing Rods? \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

(Cut this out, attach to your letter-head and mail to The Horton Mfg. Co., Bristol, Conn.)



## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (at \$1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
\$50 " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " 1 year.....	10 00

### FOR SALE.

## \$2,000 Tin, Stove and Furnace Business for Sale

n the best market town in Ontario; very enterprising; turnover \$18,000; the leading tin business in the town; a good money maker; store, with house attached, for sale or rent; ill health the cause for selling; can be bought right by a quick buyer. C. J. Werner, Dunnville, Ont.

**HARDWARE**, stoves \$5,000; manufacturing town of 4,000; one opposition. Box 510 **HARDWARE AND METAL**, Toronto.

**FOR SALE**—Complete set of tinsmithing and pipe-fitting machines and stakes; includes 8 ft. cornice brake and pipe machines. W. R. Keys, Lindsay.

**NEW** set tinner's tools very cheap. W. J. Phillips, Kenona, Ont. [10]

### SITUATIONS VACANT.

**WANTED**—Stove and Furnace representative for province of Ontario; must be first-class man with good connection; will pay highest salary to right man. Apply Box No. 509

**A**n experienced hardware clerk wanted, who has also a knowledge of stoves. App'y, stating experience and salary expected, to Howie & Feeley, Brantford. (1f)

### SITUATION WANTED.

**POSITION** as salesman wanted by hardwareman; four years' experience; strictly temperate; A1 reference. Box 26, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (9)

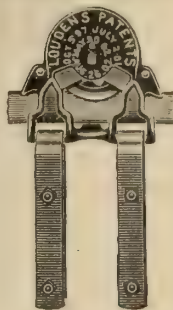
**WANTED** a position of trust by a young active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co [10]

### BUSINESS CHANCES.

**G**OOD hardware, stove and tinware business in a live town on the main line of C.P.R. between Peterboro and Perth; stock clean and up-to-date; only one opposition in town; present owner going into the manufacturing business; a golden opportunity for someone; best of references given. Box 507, **HARDWARE AND METAL**, Toronto.

**HARDWARE BUSINESS**, Manitoba; in town of 500, without doubt the strongest business of two in the town; stock of \$4,000, can show books for a turnover of \$13,000, clearing 20 per cent. net profit; Established 9 years, and only selling on account of very bad health; guaranteed by wholesale hardware travellers to be a good business; town has 5 elevators and large flour mill, splendid wheat section; building which includes dwelling house, \$4,000; if you have \$4,500 you can handle this, the \$500 will apply on the building; if you want a prosperous business in a solid town, we do not know of a better opportunity. Address all correspondence to "The Locators," 62 and 63 Merchants Bank Building, Winnipeg. [9]

## Louden's Double Strap Barn Door Hangers Are the Standard



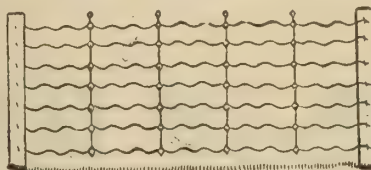
They have Case Hardened Bearings, Track Scrapers, Revolving Washers.

They hold the door closer to the track, hang perfectly plumb, and allow the door to hang closer to the wall than other hangers do, while they are just as flexible, and are the easiest running hangers made.

Manufactured by

**LOUDEN MACHINERY CO.,**  
Guelph, Ont.

We manufacture 15 different styles of Hay Carriers, 10 different styles of Barn Door Hangers, also Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.



### DIAMOND BRAND

is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

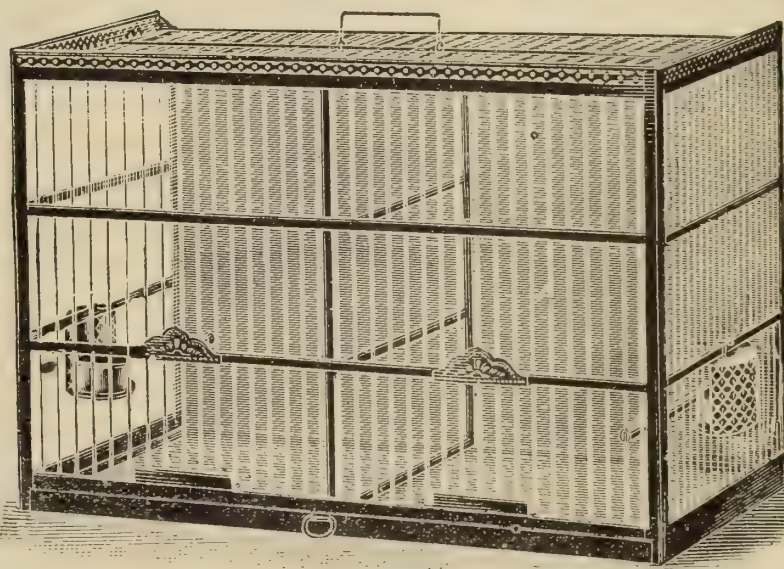
Write before buying.



**CANADA FENCE CO., Limited,** - - - **LONDON, ONT.**

## Japanned Breeding Cages

### NESTABLE



No. 86, 20 in. long, 10 in. wide, 14 in. high, per doz., \$35.00 list  
No. 87, 22 in. long, 11 in. wide, 15 in. high, per doz., 39.00 list

Write for our illustrated Bird Cage and Cage Specialty catalogue, and discounts.

Only manufacturers of Bird Cages in Canada. Our prices are right.

**E. T. WRIGHT & Co.,** Hamilton, Ont.

Are you interested in any of the lines that are advertised?  
A Post Card will bring you price list and full information.  
Don't forget to mention Hardware and Metal.



# "EUREKA" STEEL SAP SPOUTS



Supplied  
with or  
without  
hooks

Made in two qualities:

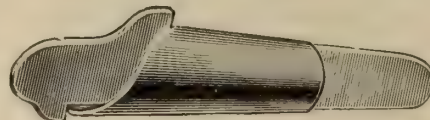
BERLIN BRONZE,  
22 Gauge.  
TINNED STEEL,  
20 Gauge.

Patented 1896

Cuts Show Full Size  
of Spouts.

A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

## "IMPERIAL" TAPERED



Made from heavy tinned sheets, especially adapted for...

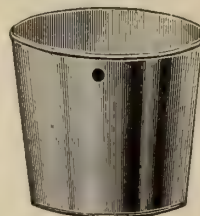
## SAP PAILS

COVERED  
SAP  
BUCKETS

Made in Six Sizes



LONG  
PATTERN.



WESTERN  
PATTERN.

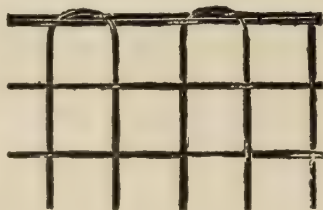
Write for  
Prices

PROMPT  
SHIPMENT  
GUARANTEED

**THE THOS. DAVIDSON MFG. CO., Limited**  
MONTREAL and WINNIPEG

## WIRE CLOTH

FOR



Sand Screens.  
Coal Screens.  
Cinder Sifters.  
Evaporators.  
Grain and Seed Cleaning Machinery.  
Milk Strainers.  
Galvanized and Re-galvanized Cloth.  
Wire Lathing.  
Window Protection.  
Malt Kiln Floors.  
Woolen Mills.  
Smoke Stacks.  
Mining Screens.  
And for all Purposes.

**The B. GREENING WIRE CO.**

Limited

Hamilton, Ont.

Montreal, Que.

## FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



**Newhouse Steel Traps**

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

**ONEIDA COMMUNITY, Limited**

Write for Catalogue

NIAGARA FALLS, Ont.



# PULLEY BLOCKS

Complete Assortment of the Best Quality  
Suitable for Railways and other uses.

## LONDON PATTERN IRON BLOCKS

RETURNED  
MAR 9 1906



**One Sheave**  
All sizes for  $\frac{3}{8}$  to 2-inch Rope.

RETURNED



**Two Sheave**  
For  $\frac{3}{8}$  to 2-inch Rope.

RETURNED



**Three Sheave**  
For  $\frac{3}{8}$  to 2-inch Rope.

RETURNED  
MAR 9 1906



**Westons**  
10 ft. lift  $\frac{1}{4}$  to 5  
ton capacity.

## IRON STRAPPED WOOD BLOCKS

For  $\frac{3}{8}$  to 1 $\frac{1}{2}$  in. Rope.

RETURNED  
MAR 9 1906



**One Sheave**

RETURNED



**Two Sheave**

RETURNED



**Three Sheave**

RETURNED



**Snatch**

# Caverhill Searmont & Co

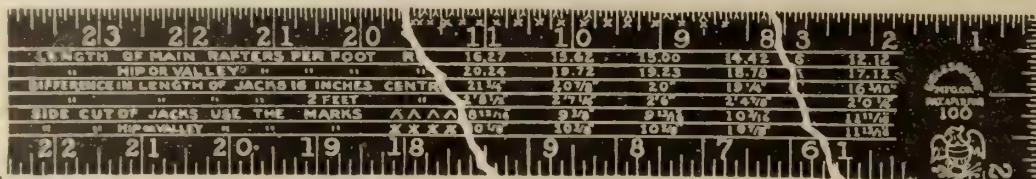
MONTREAL and WINNIPEG



# FROTHINGHAM & WORKMAN, LIMITED

## HARDWARE, MONTREAL

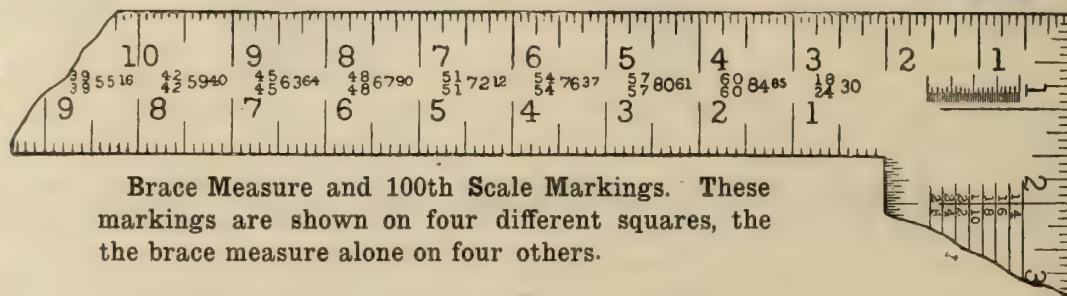
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MAR 9 1906  
J. O. Montreal  
Box 47  
Page 50  
10-26



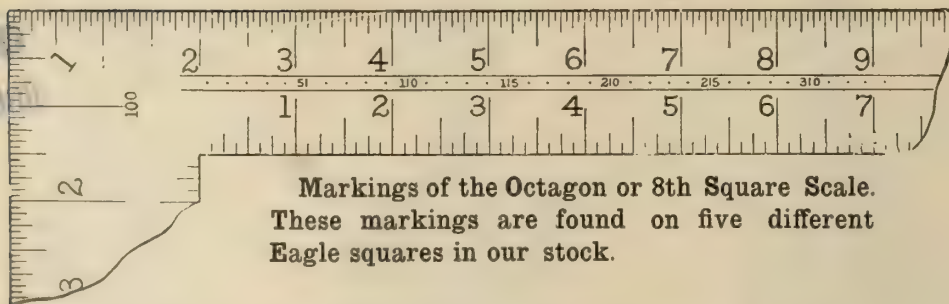
No. 100 R.—The Eagle Rafter Square



The Essex Board Measure Markings. We have this marking on four different squares.



Brace Measure and 100th Scale Markings. These markings are shown on four different squares, the the brace measure alone on four others.



Markings of the Octagon or 8th Square Scale. These markings are found on five different Eagle squares in our stock.

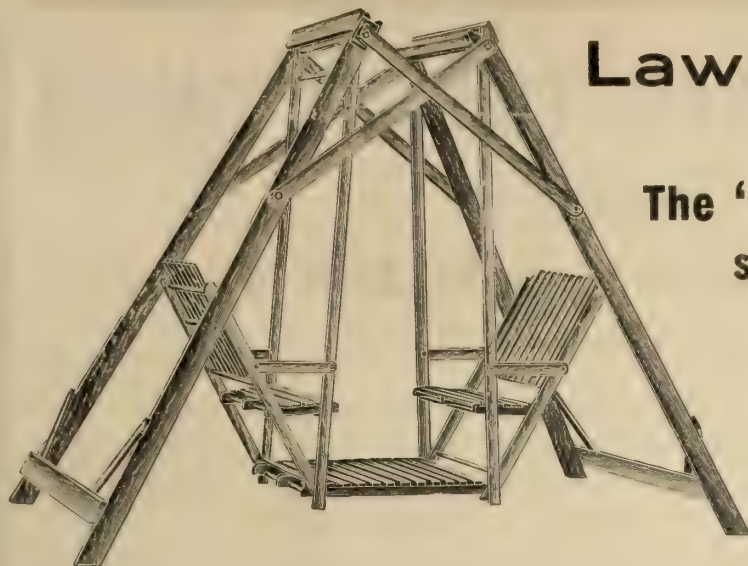
These are all Eagle squares, renowned for many years for their excellence, accuracy and finish. We have them plain polished, and blued with white figures. The complete line is shown in our new catalogue. Ask our Travellers to show you the line in their "Advance" catalogue.

Is it not best to entrust your orders to the house that keeps the variety?

# FROTHINGHAM & WORKMAN, LIMITED

## HARDWARE, MONTREAL





## Lawn Furniture

of Superior Quality

### The "BONNECHERE" Lawn Swing

Superior Finish, Durable and Safe,  
Cannot possibly close while occupied.

It can be taken down or set up without the use of tools and without the least inconvenience. It is absolutely the safest swing made.

We also manufacture

ORDER EARLY FOR PROMPT SHIPMENT

The Celebrated "Comfort" Hammock Frame, Lawn Settees,  
Folding Chairs and Lawn Furniture of All Kinds.

# THE CUMMINGS MANUFACTURING CO.

Renfrew, Ontario, Canada

LIMITED

## TINNERS



### WAGGONER EXTENSION LADDER

(steel reinforced) has no equal for

PAINTING  
EAVETROUGHING  
GENERAL USE

Can be extended to any length, is easily handled and absolutely safe.

THE  
WAGGONER  
LADDER  
COMPANY  
LIMITED

LONDON · ONT

now is  
the time  
to get  
your appliances  
ready for

### SPRING

It is  
bound to  
be a busy  
year.

E. H. BRIGGS & CO., Winnipeg, are our Western  
Representatives.

**KNOWING** that there is a call for something better than the wooden sifter we assume that you are interested in the

### METALLIC ASH-SIFTER

which is now recognized as the most serviceable sifter on the market. The **PATENT DOUBLE LOCK FOLD**, which gives permanency to the metal lath (used instead of wire for the bottom of the sifter) cannot be duplicated in any other sifter.

So you see, there are reasons why you should be interested in the **METALLIC ASH SIFTER**. Drop us a line.

**C. M. CUTTS & CO.**

Sole Makers, - - - TORONTO JUNCTION, ONT.

## Hardware Dealers !

**PLIERS, PINCERS, SNIPS,  
FOLDING RULES, Etc.**

SEND FOR CATALOGUE

McLEAN & SOPHUS, 301 St. James Street, MONTREAL  
Wholesale Importers



# THE KENNEDY HARDWARE COMPANY, LIMITED

STRICTLY WHOLESALE

**49 and 51 Colborne St., Toronto, Canada**



We start in our new warehouse with fullest appreciation of the liberal support extended to us since our inauguration, and in arranging our premises for the new stock, we do so with a view of handling our increasing business in such a manner as to demonstrate the fact that **no** locality in Canada can excel **TORONTO** in the distribution of hardware for Ontario people.

It is just as difficult to retain a good reputation after it is made as it is to make it. If you knew this firm three years ago, or even one year ago, a comparison of what we were then with what we are now will bear out the old adage that "a growing business proves an established reputation" and the success that has attended us so far on our career assures us of the general appreciation of our up-to-date methods of filling and shipping orders at correct prices.



**ALL PHONE AND MAIL ORDERS SHIPPED SAME DAY AS RECEIVED**

## DIAMOND ENAMELED WARE

**EVERY PIECE GUARANTEED**

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

**KEMP MANUFACTURING CO., TORONTO, ONT.**

**THE KEMP MFG. AND METAL CO., Limited**  
McDermot Ave., Winnipeg, Man.

**THE KEMP MFG. CO. OF MONTREAL**  
58 McGill St., Montreal, Que.



# THE MAN BEHIND THE COUNTER

By Frank Carrington.

We've been putting plate glass windows in our store this week. I say "we," but I mean the boss and the carpenters. They say it's a good sign if a new clerk calls the firm "we" the first day he works for them. I'm not a new clerk, but I'm a "we" clerk just the same. I'm just as much a part of the concern as if I got a slice of the dividends every year.

The old windows were pretty fair. They were big and let in a good deal of light and we kept them clean and full of good goods with the prices on them and they made money for us, but plate glass of course is the thing and we had to have it. All the neighbors and our competitors were ahead of us getting it, but we had been so busy getting the business that we hadn't found any time to tear the front of the store all to pieces until last week. We didn't really have time then. We took it.

\* \* \*

When it came to putting in the new windows, the boss wanted to know what I thought of running them clear down to the floor. Lots of the windows nowadays, you know, are right on the ground. People used to have their windows up high. You had to stand on your tiptoes to see in. Then they all got an attack of the notion that low windows were the thing and most of the later built windows represent that notion gone to seed. Window panes that rest right on the sidewalk. You have to get down on your knees to see what the goods really look like if they are small things.

The boss said he was going to put in one of those get-down-on-your-knees windows. I told him to think it over a while first. He wanted to know what my objections were. He said that nobody put their windows up high nowadays, not even up as high as your knees.

I told him that if I were in his place it wouldn't make a bit of difference to me what nobody or everybody was doing because I would want windows the way I wanted them and that would be the way I would have them.

I said that my idea of the right height for a window was, without regard to the inside appearance or arrangement, to choose a height that would let every one outside see the goods with the least effort. That meant that the bottom and floor of the window must be low enough for the smallest person to see in and yet high enough

so that no one would have to bend down to examine the goods or to read the price cards.

\* \* \*

About nine people in ten are more or less off in their eyesight and have to get rather close to things to see them well. Make the bottom of the window about two feet from the ground and you will suit every one.

Of course I would not raise a window at all if it were to be used for showing goods like furniture or stoves or anything large, and on the other hand I would put the window up to three feet if I were going to use it solely for displaying jewelry and such very small wares. But for anything in the way of ordinary goods, such as are sold in the average dry goods store for instance, two feet is my recommendation. That's what I told the boss.

Well, he heard my story and thought it over a few days and ordered the windows up to twenty-four inches and now that they are in we are all stuck on the height. It's just right. The windows dress up to the best possible advantage with any kind of small goods and the larger goods I make look lower by putting them well back.

\* \* \*

We had our windows made very deep. The man who cuts down the depth of his windows to make room inside the store is making a great mistake. Windows gain everything by being deep. You can make them look a hundred per cent. better if they are deep and they'll hold lots more goods too. You can make a deep window look shallow if you want to, but you can't make a shallow window look deep by any possible scheme.

\* \* \*

Hundreds of fine show windows are spoiled by being lighted wrong at night and in the daytime too. Some merchants seem to think that the idea is at night to get all the light they can to shine out of the windows on the street so that every one going by will say, "My, what a bright light!"

That's all right if you want people to remember your store simply as the store with the bright light, but if you are out to sell the goods, the goods are what you want to show. The small stores can't afford to patronize the amalgamated order of professional window gazers to draw the crowd. The

goods themselves have to be the attraction.

If that is the case, the goods must be lighted whether the pavement outside is or not. Arrange your lighting scheme so that the light will fall on the goods.

\* \* \*

During the day I let our curtains down about a quarter of the way and at night we have the lights arranged where they won't be too prominent themselves but will throw their strength on the goods and not dazzle the eyes of the people who look in.

What kind of a theatre would you call it where the footlights were turned so that all the light was reflected right in the faces of the audience? You'd probably have a good deal to say about the theatre and its management, and they would be town talk, but nobody would know what play they had tried to put on.

\* \* \*

Another thing the boss was going to do when he had an opening with his new windows, after they were handsomely dressed with the prettiest goods in the ranch, was to stick pasters with catchy phrases on them all over the glass.

I must have looked kind o' funny when he told me to do that, because he wanted to know if I didn't think it was a good scheme. I said, "What did you put in those new windows for? Wouldn't the old ones have done just about as well to hang advertisements on?" He said he guessed that was right. He'd put these in so he could show up the goods better and he reckoned he hadn't better go and hide all the goods he had in them.

It makes me tired to see the way some storekeepers who think they are great advertisers, paste signs on their windows. Why, no one will look through a window when there is something on it to catch their eye. If you want folks to see the goods, don't hide them with window strips on the glass.

The trouble with the man who never makes mistakes is that he doesn't know a mistake when he makes one. He who never makes a mistake never makes anything. The only crime in making a mistake is making the same one twice. Wise men make mistakes; fools continue to make mistakes. A thought of one's own mistakes will soften criticism of others' mistakes.



# NO DUTY ON TIN PLATE

*Is the Unanimous Demand of the Foodstuffs Trades of Canada.*

Hardware and Metal has so far as possible obtained the views of users of tin plate among the grocery, provision and canned goods trades throughout Canada in reference to the movement directed towards securing a duty of 33 1-3 per cent. on tin plate to encourage a factory being promoted at Morrisburg. If the Government in the face of such universal opposition as is everywhere manifested grants the protection asked it will assuredly be ill serving the great foodstuffs industries of this country.

The object of a protective tariff is to bar foreign competition and enable the producer to charge the consumer more. But that is not all; the consumer, who is the merchant, the artisan and the agriculturist, is supposed to receive some compensating advantage in increased trade, more work and enlarged markets.

## Toronto Solid Against.

The objection to the proposed duty on tin plate is that it would increase the cost of many food staples to the consumer without any compensating advantage. That is the consensus of opinion held by representative manufacturers of Toronto who put up their products in tin cans. These men are protectionists, their undertakings are begotten of the tariff, but in this proposition they see only serious disturbance of business conditions affecting, in the aggregate, very large investments, an added burden for the consumer and in return a very remote possibility of any substantial advantage to the country. Practically all the tin cans used in Canada are made here. The industry is protected.

## Let in American Goods.

"The proposed duty," said Warren W. Shoemaker, manager of Armour's, "would bring the Canadian manufacturer's cost up to the American's with duty paid."

The inference was that the Canadian tin can manufacturer's business would be gone unless additional protection were granted him. But that was not all. It was repeatedly pointed out that it would be impossible for any one mill or set of mills to supply anything like the variety of sizes of plate required for the tin can trade. If the tin can industries survived, the importations would have to go on, the result being the embarrassment of an established industry and nothing to show for it.

## Help the Old Country.

A member of one of the large packing firms said:

"The consumer would pay. It would destroy the protection we now have. You take imports of tinned goods from Great Britain which get the preferential; it would place us at a disadvantage with British imports. While we are strongly in favor of protecting Canadian industries, we are strongly of the opinion that there is no prospect of Canada at the present time manufacturing tin plates. The arguments in favor of the proposed duty are therefore merely theoretical."

## Why Not a Bounty.

This gentleman made the suggestion that if the Government desires to encourage the establishment of a tin plate industry in Canada it should be done by bounty or rebate. That would furnish assistance on the basis of actual performance and would not disturb established business conditions.

## Pretty Serious Matter.

Geo. H. Macfarlane, assistant general manager of the E. W. Gillett Co., said: "This is a pretty serious proposition. Anyone can see it is going to be very serious not only to users of tin plate but to householders throughout the Dominion. The way we look at it is this: Some concern proposes to start business in Morrisburg and they have applied to the Government to remove tin plate from the free list. Suppose they get going, they cannot supply the trade here, nor one-tenth of it. Tin plate will still have to be imported, and why should every householder in Canada pay a tax simply for the purpose of allowing this company to start business? This tax would increase the cost of our packages 25 per cent."

Mr. Macfarlane represented his company in Western Canada a number of years and he is at home on the trade conditions of the prairies and the coast.

"This duty would hit the Northwest hardest," he said. "Were you ever in a grocery store in the west? About four-fifths of their stock is in tins."

Mr. Macfarlane stated that arrangements had been made for a deputation of interested manufacturers to wait upon the Government in regard to the matter.

Mr. Mitchell, of Todhunter & Mitchell, spice manufacturers, viewed the matter in practically the same light. He foresaw a serious disturbance of existing trade conditions and a considerable additional burden for the consumer without any likelihood of compensating advantage.

## Hamilton Protests.

Probably no firm in Canada in the foodstuffs trade at least would be more affected by the proposed duty than the Canadian Cannery, Limited, with their 35 or 40 canning factories scattered all over the Province of Ontario and their consumption of tin cans that must run into something like 20,000,000 a year.

A representative of this paper called at the head office of the firm in Hamilton and interviewed the executive officers. He found them very strongly opposed to the proposition.

In the first place it was contended that the factory at Morrisburg would not be able to produce more than one-tenth of the volume or variety of plate required by the Canadian trade.

The result of the duty would be to raise the cost of 2-pound cans \$2.80 per thousand, of 3-pound cans \$3.75 per

thousand and of gallon cans \$7.00 per thousand. On an average year's pack this would mean an increase in the cost of their tins to the Canadian canners of about \$107,000.

This increase must necessarily be added to the cost, the selling price and eventually be paid by the consumer in the way of higher prices for their corn and tomatoes. Higher prices would mean decreased consumption, and the loss reflected to a degree on the producer and all concerned.

Moreover, this company have at no small expense, opened offices at London, Glasgow, and Liverpool, and have worked up a large export trade in competition with the United States, France, Italy and other foreign countries. This trade is done on a narrow margin and any increase in the cost of their raw materials would injuriously affect this growing trade.

The importance of using the best grades of tin possible is fully recognized in the canned goods trade. Now the canners have the British and U. S. markets to choose from. Restricted competition might result in deterioration in the quality of plate that could be secured.

These conditions apply as well to the other canning companies in Ontario not included in the Canadian Cannery, Limited.

Our \$3,500,000 is invested in Ontario in the canning industry with an annual turnover of \$5,000,000. Over 6,000 farmers are engaged in growing fruits and vegetables for the factories, and 21,000 acres under cultivation.

It is a serious matter to disturb an industry of this importance for the problematical advantages of a tin plate mill.

The United States, with a consuming population of 80,000,000, had to impose a duty of 80 per cent. to establish the tin plate industry in that country, and they are still importing a number of lines on which the home mills can not compete.

## Montreal Dissents.

Wm. Clark, the canned meat man of Montreal, said to a representative of Hardware and Metal: "You may say for me that I am opposed to the imposition of any such duty as 33 1-3 per cent. on tin plate. My reason for this is that even if the proposed factory were established it would be utterly unable to supply the demand of Canadian manufacturers of tin goods. It would certainly mean that the price of all goods packed in tin for consumption by the grocery trade would be enhanced in cost very materially to the consumer, as every manufacturer would have to



add the extra cost to his present prices. We are very large users of tin, and the extra cost to us would mean in the neighborhood of \$10,000 to \$15,000 per year."

Peter Laing, of the Laing Packing Co., also of Montreal, said: "I certainly do not approve of the imposition of the proposed duty, as it will mean higher cost of all goods put up by us. This cost would fall upon the consumer. We are large users of tin pails for lard, and tins for canned meats, and the extra expense to us would be very high."

John Anderson, of Chase & Sanborn, the coffee house, who, by the way, is on the committee having in hand the agitation against the imposition of the duty, was seen, and naturally expressed very decided disapproval of the proposed removal of tin plate from the free list. He stated that the extra cost to them per year would run fully over \$5,000. This cost in the case of themselves and similar concerns would in a large measure have to be borne by them, as coffee is an article upon which a radical advance could not be made to the consumer.

#### Menace Canning Industry.

Geo. E. Fisher, president of the Burlington Canning Co., said when asked his opinion of the proposed duty: "We think such a step would be disastrous to the canned goods trade, and have no hesitation in recording our objection. Anything that has a tendency to increase the cost to the consumer inasmuch as it lessens consumption is a serious menace to the business. We are continually aiming at cheap production, and do produce as cheaply as it is possible for us to do and maintain the quality of our goods. This is necessary to effect sales, for although the quality may be all that can be desired if the price is advanced the demand falls off at once, and if such an item as this proposed duty were added to the cost of cans the cost of the finished product would be so enhanced that not nearly so much would be required. We think this new company is quite in advance of the requirement of the country, and would very much prefer that no such industry be started in Canada at present."

#### A Fatal Blow.

The Belleville Canning Co. were equally pronounced in their view that the proposed duty would work a serious injury to the packing industry. They said:

"We are strongly opposed to such a measure. To the canners of fruits and vegetables such a proceeding would be most harmful, and the increased cost of manufacture from the imposition of such a tax would create a serious effect on the consumption of canned goods. While it is the consumer of the goods packed in tin packages that would really have to suffer if such a tax were imposed, yet any cause or interference that would tend to increase the price of such goods would certainly tend to impair trade, and the canning industry to-day, while it is progressive, would certainly receive a fatal blow should such a tax be placed on tin plate."

#### Sacrifice of a Great Industry.

G. A. Fraser, of the Thames Canning Factory, Thamesville, put the whole position of the canning industry very succinctly. He said:

"In regard to the proposed tin plate industry at Morrisburg, I may say that we have not given much attention to this matter, as the idea of fostering one premature industry at the expense of the development of the natural product seemed so unreasonable that we thought it impossible that such a proposition could appeal to the good judgment of the Tariff Commission."

"Tin plate containers at present represent about 40 per cent. of the total cost of canned vegetables, and as there seems great possibilities for the consumption of canned goods in foreign markets, as well as in the home land, and as there is unlimited possibilities for the production of these goods in this country, it would seem unreasonable to expect that the Government would sacrifice this industry even in the interest of a great manufacturing concern."

#### AIKENHEAD'S NEW BUILDING.

The accompanying cut represents the new premises of the Aikenhead Hardware Company on Temperance street, Toronto, which have been remodelled and equipped to meet their requirements. The new home has a frontage of sixty-four feet, and is five stories high, with a total area four and a half times greater than that of the old stand on Adelaide east.



Aikenhead's New Building.

er than that of the old stand on Adelaide east.

The retail store occupies all of the ground floor and part of the first floor, the general arrangement of which, besides being convenient, presents a very fine appearance. The business was established in 1832 by Ridout Bros. & Co. at the corner of King and Yonge streets, and later became known by the name of Aikenhead & Crombie, the senior partner being the father of the president of what is now Aikenhead Hardware Company.

#### NEW HEAD OF DOMINION WIRE.

During the past week a change of considerable importance in the hardware world has been rendered necessary by the resignation of J. C. McCormick, president and manager of the Dominion Wire Co., Montreal. Mr. McCormick has been for thirty-three years connected with this corporation.

He will be succeeded by F. W. Fair-

man, who will take the position of president and managing director. Mr. Fairman has been the vice-president of the company, and his new position of president was formerly held by his father.

#### KEEP UP TO DATE.

We often hear about the unoccupied space in hardware stores where lack of arrangement of shelving occasioned the sacrifice of both capacity and neatness; but what about the shelf upon shelf of out-of-date goods from which the dealer does not become separated because he cannot bring himself to the point of making a sacrifice in the price? True, they may have cost him all he is asking for them, but if they are becoming more and more out of date an immediate sale at half the original price is preferable to continued storage.

Space in a well equipped store is valuable and that dealer is losing money who is not making it a thing of value to him. Not only should it represent a direct value in itself, but the aim of every retailer should be to render every possible foot of space of indirect value by making it contribute a little toward making the entire store an up-to-date affair.

Nails and such staple goods must be carried over, but much of both the shelf and heavy hardware now on the market is so liable to give way to new plans and contrivances that to carry it over from one season to another is expensive, risky and, in many cases, very unprofitable.

#### NEW METAL WAREHOUSE.

Drummond, McCall & Co., Montreal, have secured new premises at 86 Front street, east, Toronto, and on April 1 will remove from their suite of offices at 100 King street west and locate at the new address, carrying a stock of galvanized sheets, steel, iron, and other metals. The new warehouse will be in charge of H. J. Hamilton, the Toronto manager, while his brother, F. R. Hamilton, formerly with Rice, Lewis & Son, will travel through Ontario under the new arrangement.

#### CENTRAL PRISON WOODENWARE.

The Ontario Government announces that the woodenware manufactured in the Central Prison will henceforth be shipped to Great Britain, instead of being sold in this country, and that by this means \$15,000 per year will be added to the revenue of the province. This intelligence will not be received with enthusiasm by British workmen, as, while it may solve a problem satisfactorily for woodenware manufacturers in Ontario, the unloading of the goods in Great Britain, if allowed by the British Government, is hardly fair to the workers of the Motherland. The prison labor problem is a hard one to solve.



# CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

The Canadian General Electric Company have issued a catalogue of their Edison Primary Batteries, with a brief explanation of their working and their advantages over dry batteries. In it are shown different sizes and capacities of batteries from 100 ampere hours to 600 ampere hours. There are also directions for charging, management, renewal, etc., which battery users will find convenient. Readers sending for this catalogue will please mention Hardware and Metal.

## Dairy Supplies.

The passing of winter brings with it an increased use of dairy pails and pans, and in anticipation of this demand E. T. Wright & Company of Hamilton have issued a new catalogue. Sap buckets and spouts are also included in this catalogue, which will be mailed our readers upon request.

## Fine Cutlery.

By using the name of this journal dealers can secure a fine catalogue of Rounds celebrated cutlery, which John Round & Son, Limited, Montreal, will be glad to mail them. Some exceptionally fine cutlery is illustrated in this booklet.

## Garden Tools.

With the approach of Spring it behooves the dealer to look to his lawn and garden supplies. Lewis Bros., of Montreal, have a new catalogue of these goods out—shears, hose, lawn mowers, etc.—known as No. 31, which will be sent to subscribers of Hardware and Metal.

## Freezer Time Approaching.

Ice cream freezers which will freeze two flavors of ice cream at the same time, or a sherbet and an ice cream, are a new innovation for the coming season, catalogued by North Bros. Manufacturing Co., Philadelphia. Other new things in the way of ice shavers and chippers are also shown. The publishers will be glad to mail one of these catalogues to subscribers of Hardware and Metal.

## Spring and Summer Catalogue.

The Norval Shapleigh Hardware Co., of St. Louis, have out a new Spring and Summer catalogue of sporting goods. They have also issued a "want book" containing ninety-five ruled pages. It is well bound and supplied with a pencil and wire hanger. In the back of the book are tables of weights and measures, ready discount reckoners, etc., which are

often very useful. Dealers writing for these should mention Hardware and Metal.

## TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

259. A Liverpool firm in a position to place considerable quantities of small wooden handles for buckets, tools, etc., desires to correspond with Canadian manufacturers.

262. A London firm has requested to be placed in touch with Canadian producers and shippers of antimony.

277. An Australian oil importing firm, with a very large trade connection throughout Australia and New Zealand, desires full particulars of Canadian mineral lubricating oils, paraffine wax, and other petroleum products. Samples and price lists upon the basis of f.o.b. New York, or c.i.f. principal Australian ports are requested. Payment of shipments can be arranged by a letter of credit which will accompany all orders.

283. A Yorkshire engineering firm, whose particular specialty is the building of gas holders, also manufacturers of structural steel work, storage tanks, girders, gas plants, etc., desire to get in direct communication with companies or corporations requiring these goods.

284. A Leeds engineering firm of general ironmongers desire to place their goods on the Canadian market and ask for direct communication in regard thereto.

289. A Yorkshire engineering firm, manufacturing clothes wringers and carting implements of all descriptions, desire to get in direct communication with Canadian buyers.

290. A firm in Cardiff desires the address of Canadian manufacturers of broom handles and of washing boards wishing to develop trade in the United Kingdom.

300. The agencies department of a well-known British engineering monthly paper desires addresses of wholesale and retail stores in Canada dealing in cutlery.

## NEW MANUFACTURERS' AGENCY.

Mr. C. H. Fox, of Vancouver, was a visitor at the Toronto office of Hardware and Metal this week. Mr. Fox was with the J. O. Cadham Hardware Co., of Portage la Prairie, for over twenty years. He has recently severed his connection with this firm and is starting in business in Vancouver as manufacturers' agent. He has been in Toronto completing arrangements with some of the firms he will represent in the West.

## NEW STOVE FOUNDRY.

The recently organized Dominion Stove & Heater Company, composed of Montreal men, which Peterboro expected would come there to locate, has been receiving overtures from other places and may locate elsewhere unless Peterboro offers greater inducements.

## OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

## WOODEN UTENSILS.

Editor Hardware and Metal: In your Letter Box column Messrs. S. Hayward Company, wholesale hardware merchants ask for the address of firms manufacturing round bowls and wood trays.

Messrs. Hayward might try the Canada Woodenware Company, Limited, of Hampton, N.B. They manufacture a wide range of wooden utensils.

Yours truly,

WILLIAM H. EVANS.

Montreal, March 5, 1906.

## Driving Points for Wells.

Editor Hardware and Metal: Can you give any information concerning the driving of points for wells and pump work? Do you know whether or not there is any matter printed which would give some light on the subject? You would favor us greatly by replying as soon as possible. Thanking you in advance, we are,

Yours truly,

W. H. TURNBULL & SON,  
Brantford.

Scotland, Ont., Branch, Mar. 3, 1906.

Note.—The only manufacturers of drive points we know of in Canada is the Ontario Wind Engine & Pump Company, Toronto, and their catalogue contains some printed matter descriptive of the use of these articles. Drive points are only used where water can be obtained within 15 or 20 feet of the surface. They are also used on a suction pipe in the bottom of wells where the sand is troublesome. As a preservative they are valuable as they provide means for deepening the wells if such is necessary at any time.—Editor.

## A Paint Inquiry.

Editor Hardware and Metal: Would you kindly inform us by return of mail who are the manufacturers of Veronica green paint and where it can be purchased. By so doing you will oblige

Yours respectfully,

WALL BROS.,

39 Bleury St., Montreal.

March 5, 1906.

Note.—The Canada Paint Company are the manufacturers and the goods can be procured at any of their branches. —Editor.

## Addresses Wanted.

Editor Hardware and Metal: Can you give me the address of the Planet-Jarrow Company and the Iron Age Company? These are manufacturers of garden tools. Your kind answer will oblige

Yours truly,

JAMES R. MOORE.

Richards Landing, Feb. 28, 1906.

Note.—Can any reader give the address of the garden tool manufacturers? The Iron Age is, of course, a weekly newspaper published by the David Williams Company, 14-16 Park Place, New York.—Editor.



## ADVERTISING HINTS

### THE PUBLICITY PROBLEM.

Speaking before the Montreal Y.M.C.A. last week, W. H. Goodwin, manager of the John Murphy Co., Montreal, handled the subject of "The Publicity Problem," in the second of the series of "Business Talks" now running.

Publicity, said Mr. Goodwin, is the problem of generating in the minds of others ideas that are born in your own.

Regarding the conception of the idea, the speaker pointed out that this resulted from a vivid imagination working among a lot of facts. A man must be impressionable, but must not let anything but facts impress him. He recommended that the advertisement writer should discuss the question with the various departments.

The expression of the idea is next to be considered. The reader must share the emotion of the advertisement writer, and to this end the writer must be simple and conversational in his style, and careful in his statements. Mr. Goodwin did not believe in humorous advertisements, except when the humor was so hidden as to make the reader think he has found a joke that the writer did not see.

Then comes the illustration of the idea, which is really a sub-division of expression. The space used by a good illustration is never wasted, but the illustration must be in perfect harmony with the thoughts of the advertisement. Window dressing is a form of picture advertising.

With reference to the transmission of the idea, there are various mediums, the most common being the newspaper, circulars and booklets. In using newspapers, the advertisements must be news, or there will be no results, for the object of this class of advertising is to bring people to the store. The "windows" are used to bring people into the store, and carefully conceived price tickets bring them to the counters. There is an immense amount of advertising done in the store. The salespeople and the general atmosphere of the store are all advertising.

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT.

## The Paint and The Label



### 'CROSS COUNTER TALK NO. 2.

Customer: "What's in a name, one paint's as good as another."

Dealer: "You make a big mistake there. A good paint is known by its label. It's the mark that distinguishes the brand from a host of unreliable paints. It's the visible guarantee of quality."

"*Sherwin-Williams Paint, Prepared*, is known by its label. Forty years of good paint making have made it the sign that stands for paint quality, satisfaction and economy. The name is your protection and mine."

The S-W. name and the S-W. reputation is the most valuable asset a dealer can have. Shall we tell you more about it? Write us today.

**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS  
Canadian Headquarters & Plant: 639 Centre St., Montreal  
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East Winnipeg.

Mr. Goodwin is strongly of the opinion that advertising reduces prices. The more advertising a firm does the lower the price thereon, because the volume of business is increased, and the fixed charges remain the same.

In order to check up results, it is necessary to do direct advertising. For, said the speaker, if you aim at nothing, how are you to know whether you have hit it? The advertiser must aim definitely at a definite purpose, and, if he misses his aim, he should not blame the medium so much as his own shooting.

### THE VALUE OF PUBLICITY.

"Publicity" is the motto of the successful business man. Through publicity the business man presents his wares to possible customers. It is as much a necessary part of a successful business these days as is the building in which the business is conducted. Those who utilize publicity successfully do so after a careful analysis of conditions, possible mediums of publicity, and how best to reach the particular class of customers sought.

Advertisers have discovered the value of the hunter's knowledge. The hunter knows that he must aim at a particular object or spot, and he knows that if he shoots "generally" he is more than likely to lose his game. The successful advertiser now knows that he must aim carefully and that an advertisement shot "generally" in the air will probably not hit anything. As a result the trade publication is becoming a stronger factor in business publicity every day. The business man who seeks to reach a certain class finds the best medium for communication is the publication which appeals directly to the class he seeks to address.

### KEEP A-PUSHING.

One step won't take you very far;  
You've got to keep on walking.  
One word won't tell folks all you are;  
You've got to keep on talking.  
One inch won't make you very tall;  
You've got to keep on growing tall.  
One little "ad." won't do it all;  
You've got to keep 'em going.



## THE IDEAL SALESMAN

At the annual banquet of the Hurty-Summers Hardware Co., Minneapolis, recently, a very interesting paper on the "Ideal Salesman" was read by E. Boequet. It is reproduced herewith:

We meet to enjoy a dinner, get better acquainted, and exchange a few ideas on the best method to make our concern the leading hardware house of the Northwest.

To accomplish the desired result, three things are necessary—

Ideal salesmen, goods to ship promptly when orders are received, and fair prices.

We will do our best to keep stock and make prices right, and if each one of you will try to be an ideal salesman, we shall win.

You may say, "What is our ideal?" He who sells the most goods at the best per cent. of profit, to people who pay cash, is our ideal.

If I were traveling for this house, I would try to know the catalogue from cover to cover. If I could not master it all, I would try to be expert on some particular line. I would be "bang up" on builders' hardware, Keen Kutter tools, cutlery, house furnishings or sporting goods.

When we started in business in this city five years ago, we hired a man for city trade who had a fair knowledge of general hardware, such as one would learn clerking in a retail store, but on tinware he was an expert, having traveled about five years for a tinware house. In a few months we had practically all the house furnishing trade in this city, and we retain it to this day. He used his knowledge of that line, therefore got the business, and as much of the other lines as he could, so that on the whole, he sold a great many goods, considering the size of the stock—less than one-eighth of our present stock. Every hardware store handles house furnishings, so that he was reasonably sure of getting an order from every customer on whom he called.

Some of our salesmen, I fear, do not go out with any fixed idea of what they are going after, generalizing too much, with the result that the dealer often puts them off with "I don't need anything."

On every trip I would have something new to work, and I would work it so hard that my competitors would think the trade had gone daffy on my line. The country is full of salesmen making a success of selling single items in our line, such as stove polish, nickel plated ware, padlocks and scores of other items that are only a small part of our immense line.

In salesmanship, as in any other pursuit, we must have our ideal. You will come nearer to that if you will copy or follow one we have with us to-night, but long since retired to take up the work higher up the ladder. He did not wait to take the Monday morning train, but left for his territory Sunday

night, to be a half day ahead of his competitors, and worked till Saturday night, putting in full time as long as there was a store open to sell goods in,—result, highest salary paid any man out of the house, on what was considered the poorest territory when he took it. He is now our manager.

The ideal salesman must be honest to himself, with his customer, and his house. The salesman who takes a team trip to the moon, and charges up \$2.00 is not robbing the house half as much as he is himself. The time it takes to figure it, the worry over it, the fear the house will catch on, takes more of his time than it is worth. In that same time you could make five dollars for the house, and as much more for yourself, if all your thoughts and energies were put in planning the business before you.

Boost, and keep the higher ideals before you, advancing up the ladder a few rounds, thereby making a new record for yourself.

Don't be lukewarm, if selling hardware is your life's work, get in the game, sell hardware, be enthusiastic, don't do much else. We haven't any time to waste on the salesman who is not playing to win all the time.

If you don't like the game, get out of it, and make room for the one who does. It is never too late to mend, and if you find you have made a mistake, face about, examine yourself, try to correct your faults and start out with a new determination to win, and the house will not be slow to note any improvement, and assist you in any way they can.

In the warehouse we are working like nailers to keep the stock up, and have things you are likely to have calls for, and that we want you to sell, and when we ask you to take off your coat and sell, we mean just what we say.

This house would much prefer to have ten salesmen who could sell \$100,000 each than twenty who only sell \$50,000, as expenses, in each case are about the same, and the \$100,000 man is worth three times as much as the \$50,000 man.

The salesman who thinks he is doing all right selling \$25,000 to \$30,000 a year is mistaken, as he is not making expenses, and the house is looking for a man to take his place.

A few time-saving methods should be studied. Write your orders on your order blanks just as your customer gives them to you. Don't waste time copying from an order book. When you have taken the last item, your order is ready for the mails, and in our hands before the fellow who copies from an order book has found time to write up his orders.

Quote the price by the dozen and each, and the probable selling price, and you have done in an instant what it would take some dealers five minutes to do with pencil and paper. For example, this shovel costs you \$5.00 a

dozen, 42 cents each, and sells for 75c. everywhere. The price looks reasonable to him, as it pays a good profit, and you haven't given him any chance to argue the price.

Another good habit to get into, is to estimate your sales on every order as you go along, and keep a little vest pocket diary to jot them down in.

Make up your minds that you will never go to bed Saturday night without having sold at least \$1,000 for the week, and if you never fall below the mark, your sales will be satisfactory, as there will be weeks when it is easy to sell double that and more.

It often happens to a salesman that he has taken a four or five page order that looks good to him, and roughly estimates it in his own mind at \$100 when in reality it is only \$37. On close examination, he finds a page or two of screws, tinners' rivets, tacks and other items of that class in small quantities, that are desirable goods to sell all right enough, but they do not count up fast, and if you get in the habit of estimating your orders as you go along, you will know just what you are doing. And, if your order is not running up as you would like to have it, you will work harder to get in a few saws, planes, hammers, and other goods. But do not stuff your orders; it will react on you, and the house suffers.

## THE FARMERS' TRADE.

At one of the recent conventions of hardware merchants in the Western States, a dealer who had met much competition from departmental stores, said:

"If you want to keep your business at home, strive to teach the farmer to call at your store and see your goods and give you a chance to explain their merits, and then give him to understand that you are going to give him a square deal, and that he is getting good value for his money. Impress upon his mind that you are his friend and, as such, are interested in his welfare, and that you are not in business to rob him, as a great many of the farmers seem to think."

"Rely on quick sales and small profits and you will be able to hold most of your customers. Fix a fair profit on your goods and be fair with him, and you will hold his trade. Most of the farmers keep in touch with each other and if you stick a pin in one of them they all jump. In other words, if one of them gets it into his head that you have charged him too much for his goods, every farmer in the vicinity has his stinger out ready to plug it into you."

"Always treat you customers courteously, no matter if your wife has combed your hair in the morning with a garden rake; treat your customers with a smile. If not busy, sit down and visit with them. Interest yourself in their matters, and they will come in often and visit you, and by so doing you will gain their confidence and their trade."



## STOVES AND TINWARE

### DAIRY SUPPLIES.

W. A. Drummond, of the Whitten-Drummond Hardware Company, Toronto, has returned from the National Dairy and Food Convention at Chicago, where he has been in the interests of his firm getting the newest ideas in the way of dairy appliances. Mr. Drummond was enthusiastic over the convention, and spoke of it as one of the greatest factors in dairy education in the country. Some new things were shown in bottle washers, fillers and cappers, the tanks of the fillers being enamelled instead of being copper, which has usually been used. A new cow milker was shown which was very satisfactory in its working.

A machine for making butter direct from milk caused considerable interest. This machine combined the functions of a cream separator and a churn, turning out the butter a half hour after the milk was put in.

The Whitten-Drummond Company make a specialty of dairy supplies, and Mr. Drummond feels that the knowledge to be gained by attending such a convention is well worth going after.

### HUMIDITY AND HEALTHFUL HEATING.

By Professor John R. A'lan.

During the last few years more attention has been paid to the question of moistening the air in the room. This is a very important consideration. If air in a saturated condition at 0 degrees is heated to 70 degrees and introduced into a room, its capacity for moisture is increased many fold, so that even though the air is saturated outside when it enters the room it has a tremendous capacity for moisture. This results in the evaporation of all the moisture in the room, this moisture being absorbed by the air in the room. The result of this rapid evaporation is a deterioration of the furniture, the drying of the house plants and a rapid evaporation of moisture from the skin of the occupants of the room. This rapid evaporation produces a sensation of cold and in rooms heated by very dry air it is often necessary to carry a temperature of 75 degrees or over before the occupants of the room feel comfortable. To avoid this difficulty the air entering the room for ventilation should have additional moisture given to it before it reaches the room. In most hot air furnaces an attempt is made to do this by placing a water pan in the furnace. This pan, however, is usually placed in the cold end of the furnace where the air has least capacity for moisture. The pan should be placed in the hottest part of the furnace, that is, where the air leaves the furnace. In all rooms heated by artificial heat it is well to provide open pans containing water so that the evaporation of this moisture will assist in moistening the air of the room. During the last few years there have been placed on the market a number of systems of moisture regulation. These are too complicated and expensive

to use in the ordinary dwelling house and are used in public buildings. With these devices it is customary to keep the air at about 60 per cent. of complete saturation.

Another recent invention in heating plants is the introduction of devices for washing the air. In most localities this is not necessary, but in the larger cities where the air is thoroughly impregnated with dust and dirt it becomes necessary to remove this dust before the air is admitted to the rooms. The most efficient method of doing this is to allow the air to pass through sheets of water produced by sprays. The amount of dirt removed by one of these systems is far

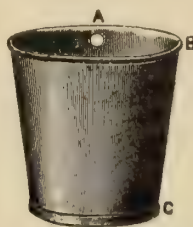


Fig. 1 - View of Sap Bucket.

more than one would imagine. In a restaurant in Pittsburg where this system of washing the air is used, almost a wagon load of dirt is removed per week. Air washing systems can be introduced without any very great expense. As yet

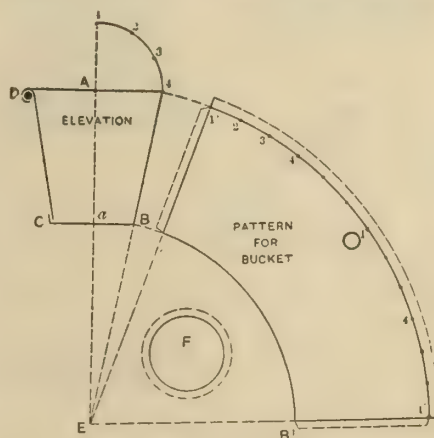


Fig. 2 - Pattern for Sap Bucket.

they have not been used for residence purposes, but it is entirely possible that in the larger cities this will become the custom.

### PATTERNS FOR A SAP BUCKET.

A sap bucket with a hole at (A) for hanging it upon a support is shown in Fig. 1. The upper edge is wired at (B) and the bottom soldered or seamed at (C). In Fig. 2 is shown how to develop the patterns. First draw the centre line (A E), upon which place the height of the bucket, as shown by (A a). At

right angles to (A a) draw (A 4) and (a B), equal respectively to the half widths of the top and bottom. Draw a line from (4) to (B), extending it until it intersects the centre line (A E) at (E). Using (E) as centre, with (E B) and (E 4) as radii, draw the arcs B B' and 4 1', as shown. From 1 on the outer arc draw a line to the centre (E), intersecting the inner arc at (B). With (A) in elevation as centre, draw the quarter circle (A 1 4), which divide into equal parts, as shown. Now take four times the girth of the quarter circle and place it on the outer arc, as shown from 1' to 4 to 1 to 4 to 1' and from 1' draw a line to (E), cutting the inner arc at B'. Then will B, 1', 1, B' be the pattern for the bucket.

Laps are allowed on the sides for seaming and at the top for wiring. (D) in elevation shows the section of the wire and (C) the edge of the bottom to be soldered to the body. With radius equal to (a B) describe the disk (F), to which an edge is allowed, as shown. A hole is punched in the pattern at (1), which is similar to (A) in Fig. 1. These buckets are usually made of IX tin. — W. N. B. in Metal Worker.

### SELLING STOVES.

At the recent convention of the Retail Hardware Dealers of the State of Indiana an interesting discussion took place on the subject of selling stoves. One merchant, Irving A. Sibley, spoke in part as follows:

"In selling goods three important factors are to be considered—faith, honesty, earnestness; faith in the article you have to offer the customer and a belief that the article you sell is worth all that you ask for it. In selling a stove we dwell on the superior points of the article we have to offer, but never refer to the goods sold by our competitors. It is preferable to lose a sale than to misrepresent an article. When I first became a clerk in a store in 1886 this maxim was firmly impressed upon me and ever since I have insisted that my employes follow this to the letter."

W. T. Leckie, a stove salesman of Dowagiac, Mich., said that in order to be a successful commercial man a traveler should know his goods and he ventured the opinion that no commercial man could be successful who did not know and believe in the article that he sold. Continuing, he said:

"I believe that the greatest education of the merchant is a traveling salesman. The average traveler is not a bad fellow. Listen to his story and you will always learn something. He can tell you things that will help you in your business. Teach your clerks to talk quality. Teach them the merits of the goods and let them know that it is more creditable to sell a high-priced article than a cheap one. I believe that the retailer advertises the catalogue house, entirely too much. I have seen advertisements in papers in small towns in which the merchant guaranteed to sell lower than certain catalogue houses. By so doing he only called attention to the evil which he hoped to counteract. Educate the trade to something better than the cheap trash offered by these concerns."

The Eagle Knitting Company, of Hamilton, will build a new factory and warehouse. Both buildings will be of concrete, even to the floors.



## A Right Royal Stove

The best proportioned and most attractive stove now made is the

# ROYAL CHAMPION

For Soft Coal, Hard Coal or Wood

The Oven is one of the features of this stove. It is 20 x 20 inches square and is ventilated in the only practical way. Small vents are made in the oven door behind the nickelled ornament. Fresh air is drawn through these vents into the oven, and is quickly heated and disseminated.

In the back of the oven are more vents, through which the odors and cooking fumes escape directly into the flue leading to the chimney. No smoke can pass through these vents into the oven, because the draft is always in the opposite direction.

The **POUCH FEED** is another valuable feature to be found in **ROYAL CHAMPION**; so also is the **KICKER** for automatically opening oven door with foot.

MR. **HARDWAREMAN**, these are a few of the excellences characteristic of that great stove—**ROYAL CHAMPION**. Might we suggest that you write for our **BOOKLET** so that you can get "further acquainted."

It cost us something, but it will cost you nothing.

**CANADA STOVE WORKS,**      -      =      **Harriston, Ont.**



## "Samson" Railroad or Delivery Can

**WITH SEAMLESS OR BELL  
COVER MADE UP**

Made in 6, 8, 10 or 12 gallon  
sizes.

Is always supplied with "Samson" seamless  
bottom, seamless cover, seamless neck and  
breast and "D" side handles.



## "Samson" Railroad or Delivery Can Trimmings

A set consists of cover, seamless  
neck and breast, pair of "D"  
side handles and "Samson"  
seamless bottom.

Any size can be made by making bottom  
deeper.

These trimmings make the best can on the  
Canadian market.

**PROMPT SHIPMENT**

## The McClary Manufacturing Co.

LONDON.    TORONTO.    MONTREAL.    WINNIPEG.    VANCOUVER.    ST. JOHN, N.B.    HAMILTON

**"Everything for the Tinsmith."**



**"With 'The Joy' on your floor the battle is half won.**

**With 'The Joy' on your wagon you have them on the run."**

When the above got into our last week's ad. we did not intend to be poetical, but some of our friends have accused us of poetical asperations. We did, however, intend it to be the truth.

You don't know until you try how easy it is to sell

## The Joy Malleable and Steel Range

Talking points are sticking out all over it like porcupine quills.

Polished steel bodies, always look fresh and new.

Nickle-plated trimmings, pure and white.

Fifteen gallon, copper, steel encased reservoir, on the right end.

Drop high-closet doors, the right kind when they won't break.

Drop fire-door for wood—coals and ashes can't get out.

Ash pan catches all the ashes and does not bank grates.

Low warming oven, handy and convenient.

Go after it with an axe, and you can't break it; fire won't crack it.

These and many more.

### Joy Mfg. Co.

32 William Ave.

...Toronto



## What Constitutes Excellence?

We believe you are looking for the best stoves. Then let us see what constitutes excellence.

A stove to sell well must be a perfect baker. To be a perfect baker it must have a rightly-built fire-box and a rightly-

built oven. Then there are the castings, which should be even, smooth and well-proportioned. What constitutes stove excellence is what you find in

## The Empire Queen Range

We believe every dealer should know about this range—how it pleases, how it sells.

*The story is to be found in our Booklet.*

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

**I**F you don't sell the range that sells best, you lose either time, profit or trade—where's the sense of pulling against the tide?

We say, flatly, plainly, that we can show you how and why

## The Oxford Chancellor is the Range that sells best —anywhere

**I**T does because it is the only steel plate range built to substitute for the most expensive kinds and the price kept as low as the cheaper kinds—

**I**T does sell best because it is built to satisfy—and the buyer can see beforehand why it will satisfy.

**The Gurney Foundry Co., Limited**

**TORONTO  
WINNIPEG  
VANCOUVER**

THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta  
THE GURNEY-MASSEY CO., Limited, Montreal, Que.

**I**T does sell best because the bodies are cold rolled steel interlined with asbestos plates—because the oven is unusually big—drop oven door with patent spring—most sensitive and controllable draft system you ever saw—ornamentation of every Oxford Chancellor superior to all.

It does sell best, that's all there is to it.

And we help the dealer to sell it—

Is that object enough to you to make you ask us what we mean?

**W**E also manufacture Cast Iron Stoves and Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.



# HARDWARE AND METAL

President:

JOHN BAYNE MACLEAN

The MacLean Publishing Co.  
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

## OFFICES:

MONTREAL. . . . . 232 McGill Street  
Telephone Main 1255  
TORONTO. . . . . 10 Front Street East  
Telephones Main 2701 and 2702  
WINNIPEG. . . . . 511 Union Bank Building  
Telephone 3728  
LONDON, ENG. . . . . 88 Fleet Street, E.C.  
J. Meredith McKim  
Telephone, Central 12960

## BRANCHES:

St. JOHN, N.B. . . . . No. 3 Market Wharf  
VANCOUVER, B.C. . . . . Geo. S. B. Perry  
PARIS, FRANCE . . . . . Agence Havas, 8 Place de la Bourse  
MANCHESTER, ENG. . . . . 92 Market Street  
ZURICH, SWITZERLAND . . . . . Louis Wol.  
Orell Fussli & Co.

Subscription, Canada and United States, \$2.00  
Great Britain and elsewhere . . . . . 12s

Published every Saturday.

Cable Address { Adscript, London  
Adscript, Canada

## NEW ADVERTISEMENTS.

Canada Fence Co., London.  
Forwell Foundry Co., Berlin.  
Brantford Roofing Co., Brantford.  
James Hutton & Co.  
Kennedy Hardware Co., Toronto.

## WHAT IT WOULD MEAN.

If the promoters of the Canada Tin Plate & Sheet Steel Co. are successful in their endeavor to impose a duty of 33 1-3 per cent. on all importations of goods which they intend to manufacture, it will mean a great revolution in the trade conditions of this country. So many branches of business would be affected by any change in the tariff relating to these sheet metals, that this duty would make a tremendous difference to consumer, retailer and manufacturer.

The consumer would be the chief sufferer. He would pay an advance of from 25 to 33 1-3 per cent. on present prices of all goods whose raw material is tin or terne plates, black sheets, Canada plates, or sheet steel. Every kitchen utensil, every milk can and other dairy necessities would be made more expensive, and this would be more than a hardship. Every article of food which is done up in Canada, from salmon to peas, corn, tomatoes, would cost more—in some cases fully a third more—for it is a well known fact that in many varieties of canned goods the cans themselves furnish the chief item in the cost of production. How will the housekeeper view the prospect of paying out

more of her not too large allowance, for the food she buys?

There is another respect in which this duty would affect the consumer, especially in the far west, where lumber is so scarce—in that section of the country the number of metal roofs is increasing rapidly. Farmers are building barns of great capacity, and find it much more satisfactory to use metal roofs than those of wood. Metal laths, ceilings, etc., are also making good headway. What will the dwellers in the Northwest think of the proposal to raise the price of these goods by upwards of 33 1-3 per cent.

The retail hardwareman will, of course, be seriously affected. When an extra third is added to the price of tinware, he will find that customers will curtail their needs in that line. His paints, oils, varnishes and everything else that is handled in tins will be higher in price. The tinsmith will find it very difficult, if not impossible, to persuade his customer that a metal roof is better than one of wood, when the price is so much in advance of the present quotations. And the grocer will find his sales of canned goods persistently falling off, when he tacks on a few extra cents enabling him to make a profit on the advanced price he himself will be forced to pay.

As for the manufacturer, he will be hard hit, and, in some cases, put out of business. The manufacturer of tinware will undoubtedly be compelled to pay 33 1-3 per cent. more for his raw material than he is at present, as it is ridiculous to suppose that the Morrisburg concern will be able to produce tin plates at any lower price than that figure. Even if a corresponding duty be imposed on finished tinware, it would not relieve the manufacturer, so far as a curtailment of consumption is concerned. An increased price would undoubtedly decrease the demand.

The manufacturer of cans will be similarly placed, with the added difficulty that he will probably not be able to get the quality of tin plate he requires, from the Canadian mill. Especially in the matter of cans for lobsters, which contain a high percentage of ammonia, the very best tin plate is required and the Welsh mills are the only ones which have produced a satisfactory quality.

But, perhaps the manufacturer of metal roofing, ceilings, sidings, lath, etc., will feel the effects of the proposed

legislation most keenly of all. This business has grown to splendid proportions, owing to the fact that the metal which is generally much more ornate than wood, besides being fireproof, is also almost as cheap. There are now several large factories in this country producing nothing but fireproof building material. Where will they find themselves if they have to add a third to the cost of manufacturing their goods? Even if the Canada Tin Plate & Sheet Steel Co. were able to produce their black sheets as cheaply as the Welsh mills (which is an absurd proposition) these manufacturers would still be compelled to buy most of their gauges and sizes in foreign markets. The Morrisburg mill will certainly not be equipped with a sufficient variety of rolls to meet all the requirements of such manufacturers.

Briefly, the only people who can possibly be expected to benefit by this tin plate concern, are the small group of promoters. The request for an imposition of a duty on the goods named, should be opposed by all classes, in all parts of the country.

## CONFEDERATION WITH BRITISH WEST INDIES.

The movement for a close bond between the British West Indies and Canada has again come to the front, and is a measure which would be most heartily received by everyone who has given the idea consideration.

At a recent meeting of the grain and flour section of the Toronto Board of Trade a resolution was unanimously adopted to the effect that the British Government would be justified in making liberal terms with the British West Indies to accomplish the confederation. The advantages were fully explained in the following terms of the resolution passed:

"Canada would produce within its borders all the tropical products, and the citizens of this country would get the benefit of these without the payment of duty on the same, and we would also get the benefit of new markets for our agricultural products, without the payment of heavy duties, which are now largely supplied from the United States, notwithstanding the fact that they are parts of the British Empire. We further believe that the admission of the West India islands into the confederation would form a strong inducement to bring Newfoundland in, as it would give them a market for their fisheries without the payment of duties, and would place them in a stronger position to re-



sist the demand of the United States for rights in the Newfoundland fisheries."

### CANADA AND THE EAST.

Not the least significant of Sir Wilfrid Laurier's statements at the Toronto banquet last week was this:

"Up to the present moment we have markets chiefly in Europe, but the time has come when we must seek markets in the Orient."

Sir Wilfrid urged that Canada should improve the natural advantages afforded by its geographical position as the nearest trade route between China or Japan, with their four or five hundred millions of people, and the European markets. The present time by steamer from London to Hong Kong via the Suez Canal is about 33 days. The C.P.R.'s new time via Canada is 22 days. Routes of trade and their changes have done more to make and unmake great commercial centres than all the wars and earthquakes in history. Babylon decayed as soon as the trade between east and west was sent by boat instead of by caravan, and Alexandria and Venice grew up. They in turn declined when Vasco de Gama rounded the Cape of Good Hope and Columbus discovered America. Empire followed in the wake of the trader.

Sir Wilfrid said: "I hope that I shall live long enough to see the Canadian Pacific Railway and the Grand Trunk Railway passing with trains full of passengers, full of wheat and flour, and bringing back tea and silks and passengers, and transmitting them to all parts of the civilized world."

Canada seems to have shared in the awakening of the east. In 1904 we sold to China and Japan goods to the value of \$568,983. Last year that sum increased to \$1,520,053, an increase of nearly threefold in one year.

But the total of Canada's trade with China and Japan during thirty years is a tale not so heartening. In 1873 it amounted to \$1,709,856. In four years it fell to \$455,755, and ten years later was up to \$2,819,584. Since that time it has varied year by year, never going below two millions, seldom going much above three. High water mark was in 1896, \$3,339,429. In 1904 it was \$3,134,959; then last year made a new high record, \$3,990,776.

The balance of trade throughout has been with the East. Canada has bought much more than it has sold. The highest point was reached in 1892, when our ex-

ports to China and Japan were worth \$3,016,857. In 1904 the value was \$2,565,976, and last year, \$2,470,723.

It was the development of our sales to the East and the development of the carrying trade between Asia and Europe that engaged the Premier's attention, and his plea comes aptly upon the heels of what might be termed potentially an epoch-making advance in Canada's sales to Japan and China.

The Government of Canada has not become interested in this trade development any too soon. Mr. J. D. Allan, returning from a trip to the Orient in 1903, urged the immediate necessity of activity in that direction. In an article in the Canadian Grocer he pointed out what other governments were doing to secure their peoples a share of the Oriental trade awakening, and he pointed out the significance of the increase in the total value of exports to China from the United States, described by Sir Wilfrid as "our only competitor." Between 1880 and 1902 United States sales to China jumped from \$1,101,383 to \$24,722,906. Between those years Canada's exports to China and Japan combined increased from \$37,546 to \$570,586, the total last year was \$1,520,053.

### IMPROVE COMMERCIAL AGENCIES

The work done by the Canadian commercial agents has undoubtedly been a good one, and the results have fully proved the wisdom of establishing such branches of service. The importance of this work cannot be overestimated, and its extension and further development should be at once proceeded with.

The securing of markets and introduction of Canadian produce and manufactures into every possible land is of equal importance to the immigration movement, and should receive an equal amount of attention.

It is well understood that the commercial strength of a nation is measured by its export capacity. To be only self-supporting may appear nice reading, but is poor business. At the present moment our cousins across the border are somewhat alarmed at discovering that the very strong position they thought they had has been surely weakening, and that the last returns show a decrease in their exports and an increase in imports. Their discomfiture is clear proof, if proof were needed, of the value set on the export trade.

If, therefore, we are to see our country settle down on rock foundation, it must be by first extending her commerce so that reliable markets are secured with the least possible delay and expense to commerce. The first ques-

tion for consideration, and by no means an unimportant one, is the kind of men which should be selected, and we say emphatically they should be, they must be, men of business—approved business ability—no novices or patronage men. The question is of too great moment to be trifled with. Upon these men to a large extent will be staked the rise or fall of Canadian commerce. The academic test is all right in its place, but is out of place here. A rigid examination in commercial methods and laws would be more to the point, combined with a particular aptitude to discover requirements and conditions of foreign markets.

It is not easy to find suitable men to fill the bill; many and varied are the services they will be called upon to perform. Quick perception, keen foresight, clear judgment, and a strong personality must be some of the prominent features in such men, for they will have to be advisors and confidential agents at all times and at a moment's notice.

The United States are just about to reorganize their consular service, and it is proposed to put it on a graduated line of service, each grade to be classified according to ability and experience. Probably something on this line would be a good idea for commercial agents. There would thus be an inducement to the younger men to push ahead for promotion.

The remuneration, too, is a point of great importance. These men should be paid a salary that will place them at once beyond suspicion or temptation, and provision made for them when compelled by age, or breakdown, to retire. And last, but not least, they should be kept in touch with their department long after their retirement, their experience and knowledge being of incalculable value.

### ADVERTISING SUCCESS AND COMPETITION.

An English advertising expert tells of a prominent manufacturer whose principal output was an article which sold for a shilling, and which, being extensively advertised, was also extensively imitated.

In order to meet the competition of substitutes the manufacturer set apart a portion of his output and sold it at sixpence under another name.

The sixpenny article knocked out the competition, but though it was identical with the shilling article except in the name, it never sold as well. The shilling goods were advertised, the sixpenny goods were not.

The unadvertised product could not compete with the advertised product at half the price.



# ***Make your Goods Better Known***

## **AN OPPORTUNITY OFFERED ONCE A YEAR**

Somewhere -- just around the corner or half way across the continent—is a man who would buy your goods if he knew them better. His name is on our mailing list and he will receive a copy of the Annual Spring Number of **HARDWARE AND METAL**.

The outstanding feature of our 1906 Special is the class of reading matter we are publishing. **EXPERT WINDOW DRESSERS** will furnish new designs and explain them in detail. The prize article on **INTERIOR STORE ARRANGEMENT** will appear in this number. This article will be illustrated with drawings showing where each article in an ideal hardware store should be placed, and how the interior should be arranged in order to take advantage of every foot of space, and in order to show off the goods to the best advantage. **AN EFFICIENT ADVERTISEMENT WRITER** will deal with some of the problems which confront the retailers in their advertising. **EVERY HARDWARE MERCHANT IS A BUYER** and his success depends largely on his ability to buy well. An article will be written on this subject by a man who has for years been considered an expert buyer and an expert salesman. These are questions which are of vital interest to every merchant. His knowledge of these subjects mean success or failure.

Don't lose one opportunity of keeping your business before the trade. They cannot know you too well. Ask persistently and often for their trade and you will get it.

From Halifax to Vancouver not one hardware merchant, plumber, stove or tinware dealer but will receive a copy of this Special Number. Think for a minute what that means. Could you prepare such a list? We have representatives in every province and are constantly revising our lists.

## **SPECIAL OFFER THIS YEAR**

A Buyers' Guide will be issued after the publication of the Spring Number. All the lines manufactured by advertisers in our Special Number will be classified in it free of charge. A copy of this Buyers' Guide will be mailed to every man in the trade in Canada.

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<b>RATES:</b>	<b>Full page</b>	-	-	<b>\$35.00</b>
	<b>Half page</b>	-	-	<b>20.00</b>
	<b>Quarter page</b>	-	-	<b>12.00</b>
	<b>Eighth page</b>	-	-	<b>8.00</b>

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THESE RATES INCLUDE FREE CLASSIFICATION  
IN OUR BUYERS' GUIDE, TO BE ISSUED IN APRIL.

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**If you have anything to sell to the trade do not let this opportunity pass.**



## HARDWARE TRADE GOSSIP

### Ontario.

Andrew Rogers of Hamilton was in Toronto during the week.

W. J. Geddes, hardware merchant, Embro, was a visitor in Toronto during the week.

E. Tarter, steamfitter, Toronto, is adding a plumbing department to his shop on Spadina avenue.

W. Conn & Son, of Aylmer, have sold their hardware business to W. W. Rumbull of South Woodslee.

S. G. Penfold, of the Penfold Hardware Company, Guelph, was a visitor in Toronto during the week.

R. E. Mills, secretary of the Page-Hersey Company, Guelph, was in Toronto for a day or two this week.

A permit has been issued to R. J. Cluff & Co., Toronto, for a plumbers' supply building at 23 Lombard street.

R. J. Bruce, hardware merchant, Port Perry, was a buyer in Toronto this week. Mr. Bruce reports trade good in his district.

Rice Lewis & Son, Toronto, have just received a large shipment of fine English cricket bats, containing several new models.

James White, of Whites, Limited, wholesale and retail hardware, Collingwood, visited Toronto during the past fortnight.

The McKay Plumbing Company have taken possession of the premises in Toronto formerly occupied by J. B. Reeves, the absconder.

E. Lawrence, Toronto, is now well settled in his new hardware store building near the corner of Bloor and Margueretta streets.

The Kennedy Hardware Company, Toronto, have been busy moving into their new building on Colborne street during the past week.

W. T. Walker, son of R. E. Walker, hardware merchant, Caledonia, has just opened a store at Cobalt, carrying hardware and mining supplies in stock.

F. H. Whitton, manager of the Ontario Tack Company, Hamilton, is on a month's vacation to the South, and will visit California before returning home.

D. Brocklebank & Son, Arthur, are just completing the erection of a new store and expect to be in it by March 15. They are also adding a few new lines of goods.

McMillan Bros., who purchased the \$25,000 stock of George B. Morris, Guelph, are not to take possession until June 1. Mr. Morris is likely to locate in the west somewhere.

Robert Munro, general manager of the Canada Paint Company, was in Toronto for a day or two this week. Mr.

Munro has only recently returned from an extended trip abroad.

A. E. Spooner, Renfrew, has disposed of a half interest in his business to his brother, W. J. Spooner, tinsmith, Ottawa. A. E. Spooner conducts a building and contracting business as a side line.

Fred License, formerly manager of the sporting goods department for Rice Lewis & Son, Toronto, is now traveling for the Goldsmith Sporting Goods Company, Boston. Ed. Bond is now in charge of the department.

Charles S. Archibald is now calling upon the Canadian trade in the interests of the Nicholson File Company, the sales of this company's goods being dirtied from Port Hope now, the late Walter Grose, of Montreal, having had the selling end of the business in Canada formerly.

Fred Hall, formerly representing Rice Lewis & Son in Toronto, has succeeded F. R. Hamilton in calling on the metal trades in Western and Northern Ontario. H. G. Wookey, formerly with the Canadian Fairbanks Co., and Baines & Peckover, Toronto, has taken Mr. Hall's place.

Duncan Gunn, hardware dealer, Manitou, Man., passed through Toronto on Thursday on his way home from a visit to his old home at Perth. Mr. Gunn says the hardwaremen of the west are not half alive to the advantages of trade organization yet, but at that they are far ahead of the trade in Ontario.

The Master Harnessmakers' Association of Ontario held a two days' convention in Toronto this week, about 100 delegates attending. It was announced that Galt and Hamilton had organized themselves into districts. The Toronto wholesale saddlery, hardware and leather houses entertained the delegates at a complimentary banquet on Tuesday night.

### Quebec.

John S. McIntosh, general merchant, Vankleek Hill, visited Montreal during the week.

A. Gaudet, general merchant, of St. Eulalie, was in Montreal buying goods this week.

J. L. Kerouack, hardware merchant, of St. Ephrem d'Upton, called on some of the Montreal jobbers this week.

A. E. Kemp, of the Kemp Mfg. Co., Toronto, paid a business visit to Montreal, on Thursday of this week.

Mr. Monty, of Monty Freres, grocers and hardware merchants, Granby, spent a day this week in the Royal City.

Octave Charland, plumber and tinsmith, of Nicolet, was in Montreal one day this week to make needed purchases.

E. A. Gleason, carriagemaker, of Brig-

ham, paid a short visit to the metropolis to purchase supplies a few days ago.

Servius Santoire, tinsmith and hardware merchant, of St. Chrysostome, paid a short visit to Montreal during the week.

Mr. F. W. Fairman, president of the Dominion Wire Co., was a visitor at the Toronto warehouse of the company this week.

Alex. Chalmers, of James Chalmers & Sons, roofers and tinsmiths, Granby, visited Montreal Tuesday in the interests of his firm.

Mr. Raymo, of Raymo Freres, hardware merchants, St. Hyacinthe, was a caller at some of the Montreal jobbing houses on Thursday.

T. W. Boyd, of T. W. Boyd & Son, dealers in sporting goods, Montreal, visited Quebec this week to wind up the firm's branch in that city.

Mr. Leggat, of Wood, Vallance & Leggat, wholesale and retail hardware merchants, of Vancouver, B.C., spent a portion of the week in Montreal.

John Fennel, senior member of the firm Fennel & Co., Berlin, Ont., spent part of this week in Montreal renewing acquaintances at some of the manufactories.

Montreal brass manufacturers report that they are experiencing the greatest difficulty in securing competent brass moulders even at a flattering scale of wages.

Jos. Ostigny, head of the firm Joseph Ostigny & Fils, general merchants, Chambly Basin, was among the buyers from out of town to visit the Montreal jobbers this week.

The Canadian Asbestos Company, Montreal, have leased from the first of May next the entire building 42 Youville Square and will carry one of the largest stocks in Canada.

Chas. Chown will assume his duties in connection with compiling a new catalogue for Caverhill, Learmont & Co. next week. Mr. Chown comes from the west and the trade may expect a splendid catalogue to be turned out by him.

Mr. Bourbonniere, formerly connected with Le Prix Courant, the French trade newspaper of Montreal, has accepted the Quebec agency for S. Pearson & Co., of Sheffield, Eng., manufacturers of razors, cutlery, etc. He is also agent in this province for the Dundas Axe Works.

Willis Mitchell, representing James Cortland & Son, Limited, brass founders, Birmingham, is in Montreal this week, and will visit the other large cities of the Dominion in the interests of his firm. B. & S. H. Thompson & Co., Limited, Montreal, are sole agents for this firm in Quebec Province.

### Western Canada.

J. E. McRobie, secretary of the Retail Hardware Association, was in Carman last week attending a meeting held in that town for local organization purposes.

E. G. Prior & Company, Victoria, B.C., are extending their operations to another important mainland point. A branch is to be established at Vernon, and to provide more room for the heavy stock carried a new warehouse is being erected in Victoria.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

Linsed Oil has declined 2 cents.  
Ingot Zinc and Sheet Zinc have each declined 1/4c.  
Ingot Tin is quoted at 38c. to 39 1/2c.  
Old Rubbers show an advance of 1/4c.

### TORONTO.

Iron Pipe—An open market exists.  
Radiators—Prices are 5 per cent. higher.  
Paris Green—All prices have been withdrawn.  
Pig Lead—Market is a trifle weaker.  
Pig Iron—Prices for Spring delivery are lower.

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 9, 1906.

Movement in general hardware is quite brisk, though the demand is scarcely so great as last week. The jobbers are now enjoying a kind of breathing spell after the tremendous rush of orders they have experienced of late, and are chiefly engaged in shipping sorting orders and looking after the city trade, which is remarkably good. There are many shipments of goods which were ordered in the latter part of December, or early in January, but orders coming in from day to day are smaller, owing to the fact that travellers are now going back over their ground and are simply picking up sorting orders. Quebec Province trade still remains pretty dull, outside of the city of Montreal.

Barb wire is moving strongly at present, but it is perhaps the only feature of the market, other lines being pretty evenly included in shipments. There are no price changes, but the market generally remains firm.

**Axes**—Our prices remain as follows: \$7.60 to \$9.50 per doz.; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen: adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Lanterns**—Business is normal and price remains, for cold blast, \$4.25.

**Rivets and Burrs**—A good turnover is the experience of all the local jobbers. Quotations are as follows. Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—We are still quoting: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Screws**—In this, as in all other general hardware lines, there is good activity displayed. We quote: Round head, bright, 82 1-2 per cent.; flat head, bright, 87 1-2 per cent.; brass, round head, 75 per cent.; brass, flat head, 80 per cent.

**Bolts and Nuts**—A brisk demand is shown by the quantities enclosed in daily shipments. We quote as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

**Horse Nails**—This is always a good selling line, and the present time is no exception to the rule. We quote: C. brand, 40, 10 and 7 1-2 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—Business is very satisfactory, with price remaining \$2.15 per keg, f.o.b., Montreal.

**Cut Nails**—Only a nominal trade is reported. We still quote \$2.20 per keg, f.o.b., Montreal.

**Horse Shoes**—Our prices remain as follows: P.B. new pattern, base price, \$3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15. Light steel shoes, No. 2 and larger, \$4; No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

**Sporting Goods**—It is still too early to ship much in this line, but orders this week have, in many cases, included ammunition, which, consequently, has begun to move. Bamboo rods are also selling well, but other lines, such as fishing tackle and bicycle supplies have not awakened yet.

**Building Paper**—Slightly improved conditions are noticed this week and the manufacturers report business a little brisker. One price change has transpired, Slater's felt being quoted now at 70c. instead of 60c.

**Cement and Fire Brick**—Cement is still rather slow, though prices are somewhat steadier than for some weeks past, and orders are rather more numerous. A good trade is being done in fire brick. We still quote. \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2 to \$2.10 ex-cars; Canadian Portland, \$2 to \$2.05. Firebrick, English and Scotch, \$17 to \$21; American, \$30 to \$35; White Bros.' Eng. cement,

\$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—A very noticeable scarcity, which developed some weeks ago, is still in evidence. Our prices are as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Freezers**—Trade conditions are the same as last week. We quote as follows: American Twin, 2 qt. \$2.30, 3 qt. \$2.65, 4 qt. \$3.25, 6 qt. \$4.15, 8 qt. \$5.10, 10 qt. \$6.40, 12 qt. \$7.75, 15 qt. \$9.95, and 20 qt. \$13; Gem, 1 pt. \$1.35, 1 qt. \$1.60, 2 qt. \$1.75, 3 qt. \$2.15, 4 qt. \$2.60, 6 qt. \$3.25, 8 qt. \$4.20, 10 qt. \$5.45, 12 qt. \$6.50, 14 qt. \$7.25; Blizzard, 1 qt. \$1.25, 2 qt. \$1.70, 3 qt. \$1.95, 4 qt. \$2.35, 6 qt. \$2.95, 8 qt. \$3.70, 10 qt. \$4.80, 12 qt. \$5.75, 14 qt. \$6.75.

**Green Wire Cloth**—No abatement in volume of business is shown in this line and the price remains steady at \$1.45 per hundred square feet.

**Binder Twine**—Lists have not yet been issued, but manufacturers are promising them for the near future. In the meantime priceless contracts are still the rule.

**Raw Furs**—We give prices as follows:

	No. 1.	No. 2.	No. 3.	No. 4.
Bear.....	Black \$12 00	\$8 00	\$4 00	\$1 00
.....	Yearlings 7 00	5 00	2 00	0 30
Fisher.....	7 00	6 00	5 00	....
Fox.....	Red 3 00	2 25	1 00	0 20
.....	Cross 5 00	4 00	2 00	0 50
Lynx.....	7 00	5 00	4 00	....
Marten.....	Dark 10 00	5 00	2 00	0 50
.....	Pale 6 00	3 00	1 25	0 50
Mink.....	Dark 6 00	4 00	1 50	0 50
.....	Pale 3 25	2 50	1 50	....
Muskrat.....	Spring 0 25	0 18	0 15	0 03
Raccoon.....	1 50	1 00	0 50	0 20
Skunk.....	1 75	1 50	0 75	0 45
Weasel.....	White, 35 to 50c. for prime skins.			
Wolf.....	Timber 3 00	0 75	0 35	....
.....	Prairie 1 25 to 1 50	0 75	0 35	....
Wolverine.....	5 00 to 6 00			

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
10 Front Street East.

Toronto, March 9, 1906.

The general aspect of business is good at this time, and shows increased activity in builders' hardware. Barbed wire and poultry netting are increasing in demand as the open weather permits of its use.

Sporting goods generally are quiet, but in rifles for target practise, and the cheaper grades of shotguns there is a fair movement. Some loaded shells are being asked for, and other ammunition is in fair demand.

The season for refrigerators is coming on and a few inquiries are being made. In freezers, trade is rather quiet. Throughout the country where railway facilities are good, ice cream is shipped by the large manufacturers in the cities, who make a specialty of catering to out



**Merchant Steel** Conditions are unchanged with the market still very



steady. Prices are as follows: Sleigh shoe, \$2.17 1-2; tire, \$2.27 1-2; spring, \$2.75; toealk, \$2.82 1-2; machinery iron finish, \$2.27 1-2; ruled machinery steel, \$2.75; mild, \$2.17 1-2 and upwards; square harrow teeth, \$2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

**Cold Rolled Shafting**—We quote. 3-16 inch to 1-4 inch, \$6.80; 5-16 inch to 11-32 inch, \$5.78; 3-8 inch to 17-32 inch, \$4.76; 9-16 inch to 47-64 inch, \$4.08; 1-8 inch to 3-16 inch, \$3.60; 3-4 inch to 1-7-16 inch, \$3.75; 1-2 inch to 3 inch, \$3.50; 3-1-2 inch to 3-15-16 inch, \$3.75; 4 inch to 4-7-16 inch, \$4.08; 4-1-2 inch to 4-11-16 inch, \$4.42.

**Galvanized Iron**—American prices are very firm, with an upward tendency. There is so much booked in this line that present sales are comparatively small, although metal merchants here state that specifications are coming forward very satisfactorily. In this metal, too, the difficulty will be largely one of delivery. We give prices: Queen's Head 28 gauge, \$4.25; 26 gauge, \$4; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, \$3.50; Fleur-de-Lis, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals' "Best Best," 28 gauge, \$4.10; "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots, 25c. extra.

**Black Sheets**—Prevailing prices are as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—Local stocks are practically exhausted, and it is hard to get antimony at any price. Quotations are: 16 3-4c. to 17c. for Cookson's.

**Tin Plates**—Nothing has occurred to change conditions noted previously, and we still quote: Cokes, base size, i.e. 14 x 20, \$4; Charcoal, base size, i.e. 14 x 20, \$4.25.

**Terne Plates**—The demand is normal and prices remain at \$6.35.

**Ingot Zinc**—The market this week is somewhat easier, and we quote. 6 3-4c. to 7c.

**Sheet Zinc**—A further drop of 1-4c. has been declared, and jobbers are now quoting 7 3-4c. in casks, 8c. less than casks.

**Sheet Lead**—We still quote: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—The rush of orders continues, and mills are finding no difficulty to place all their output. We quote: \$2.05, f.o.b., Montreal.

**Old Material**—Conditions are very quiet, the only noticeable elements being cast scrap, which is in good demand at stiff prices, and old rubbers, which we quote this week at 1-4c. advance. Our prices are: Copper wire, 14 1-2c.; light

copper, 13 3-4c.; heavy red brass, 12 3-4c.; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 80c. to \$1 per 100 lbs.; old rubbers, 6 3-4c. to 7c.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, March 9, 1906.

Trade in ingot metals is reported lively with considerable jobbing business being done. Booked business for delivery next month is large and new contracts are being made for metals used in construction work.

Iron continues firm and there is some talk of an advance in bars. In Pittsburgh, however, there has been a slump, but not sufficient to make an immediate change locally, as the controlling interest is not likely to desire to weaken their Canadian market because of a temporary panic in the home market. Steel bars and plates in the American markets have been advanced and the market is stiff. Lower prices are being offered here for Spring deliveries of pig iron.

Tin has been weaker, but is again strong and our quotations of last week still stand. Pig lead is receding slightly while copper is strong with an increased demand. Galvanized sheets are strong and one dealer expressed the opinion that the present prices could not last, an increase being likely.

**Pig Iron**—Prices for present delivery are very firm, but Middlesboro has been cut for delivery at opening of navigation. Midland is off the market for the whole year to come.

Middlesboro, f.o.b., Toronto.....	\$21 50	\$22 50
Hamilton, No. 1, at furnace.....	20 30	
No. 2, ".....	20 00	
Midland, No. 1, ".....	20 50	
No. 2, ".....	20 00	
Radnor, at furnace.....	30 00	
Londonderry, f.o.b. Toronto, No. 1.....	22 00	
No. 2.....	21 50	

**Bar Iron**—While the American market is weaker, local conditions are strong, with a feeling that an advance is possible. Our quotations are as follows: \$2.10 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—Small lots are being sold actively, the trade now becoming used to the high prices. Prices are firm, and we still quote: 40c. per pound.

**Tin Plates**—An active demand is reported with prices strong.

**Galvanized Sheets**—"Prices must advance," is the way one dealer put it today. Demand is keen and goods are moving actively.

**Brass**—Trade is good at unchanged prices.

**Boiler Plates and Tubes**—The demand is good and there is a probability of an advance in tubes. Quotations are: Plates per 100 lbs., \$2.20; heads, per 100 lbs., \$2.45; tubes, per 100 feet, 1 1-2 inch, \$8.50; 2, \$8.70; 2 1-2, \$10.50; 3, \$11.80; 3 1-2, \$15.80; 4, \$20.00. Terms, 2 per cent. off.

**Lead**—Prices have receded slightly

and we quote Canadian pig lead at \$4.40, and English pig at \$4.65 per 100 lbs., with bar lead at \$5 per 100 lbs.

**Zinc Spelter**—Conditions have been irregular, but the market is active, and we quote: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—An increased demand prevails and the market is strong. We are quoting as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—Market is bare and none can be had at any prices. We nominally quote, 17 1-2c.

**Old Material**—Dealers' buying prices are: Heavy copper and wire, 14 1-2c. per lb.; light copper, 13c. per lb.; heavy red brass, 12 3-4c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 7 3-4c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10 to \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 6 3-4c. per lb.; country mixed rags, \$1 to \$1.25 per 100 lbs., according to quality.

**Coal**—Prices remain the same and stocks are fairly large. Anthracite in cars at bridges, grate, \$5.25 per gross ton; pea, \$3.50 per gross ton.

**Standard Hocking, soft coal, in cars, f.o.b. at mines:** Lump, \$1.50; 3-4 inch, \$1.40, run of mine, \$1.30, nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

**Youghiogheny soft coal in cars, bonded at the bridges:** 1 1-4 inch, \$2.60; 3-4 inch, \$2.50; mine run, \$2.40; slack, \$2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## UNITED STATES METAL MARKETS.

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, March 9, 1906.

So far as new business is concerned, in nearly all lines of crude and finished iron and steel the week has been a very dull one. As indicative of the situation, the statement may be made that the United States Steel Corporation is booking new business at the rate at which deliveries are being made, no business for very distant delivery being taken and orders being closely scrutinized to prevent speculative purchases. The volume of business may therefore be designated as normal, in contrast with the extraordinary volume during the winter months.

In some branches the large consumers are being approached with the object of securing a renewal of contracts which expire on July 1. This is notably the case with makers of agricultural implements for their requirements of bars and merchant steel. The attitude of the buyers, however, is one of indifference when the present range of prices is being talked, because they are doing considerably better on the material which is now being delivered.

It is yet too early to judge how the



spring trade in the lighter lines will develop. The deliveries of wire, sheets and tin plate are on an enormous scale, but new orders are not coming in to any extent as yet.

In the plate trade the majority of the mills are delivering promptly and eastern mills are taking considerable business in the western territory.

The week has brought out only a moderate business in structural material, and some of the mills are able to make shipments in a much more satisfactory manner than in the past.

A few good orders for steel rails have been placed and there is one very large contract pending. This year is proving a very satisfactory one for girder rails, for which the demand has been very light for some years. The Lorain works of the Steel Corporation goes on girder rails and will be running on these for the balance of the year.

Reports from all the distributing centers show the pig iron trade to be very dull. The Steel Corporation has purchased from 8,000 to 10,000 tons of Valley Bessemer. It is understood that the pig iron stock of the corporation is down to the very low figure of 133,000 tons of all kinds, or only a few days' supply.

Southern furnace interests have now taken little new business for a long time and yet are holding fairly firm. On the other hand, buyers are indifferent and it is not quite clear what concessions would tempt them.

There is little that is new in the cast iron pipe business. Fair contracts are being taken. The largest order on the market is for 10,000 tons for New Orleans.

## LONDON METAL MARKETS.

From Metal Market Report, March 7, 1906.

**Pig Iron**—Cleveland warrants are quoted at 47s. 7 1-2d, and Glasgow standard warrants at 47s. 7d, making prices as compared with last week 3d lower for Cleveland warrants and 5d lower for standard warrants.

**Tin**—Spot tin opened firm at £163 2s. 6d, futures at £162 17s. 6d, and after sales of 220 tons of spot and 260 tons of futures closed steady at £163 2s. 6d for spot, £162 17s. 6d for futures, making price as compared with last week £2 7s. 6d lower on spot and 17s. 6d lower on futures.

**Copper**—Spot copper opened steady at £80, futures £78, and after sales of 700 tons of spot and 200 tons of futures closed quiet at £79 15s. for spot and £78 5s. for futures making price as compared with last week £1 higher on spot and £1 higher on futures.

**Lead**—The market closed at £15 10s. making price as compared with last week £1 2s. 6d lower.

**Spelter**—The market closed at £24 7s. 6d, making price as compared with last week. 17s. 6d lower.

## ENGLISH METAL MARKETS.

S. W. Royse & Co., Manchester, send the following report of the conditions of the English markets during February: "February has been a disappointing month in the pig iron trade. Prices have steadily declined, and in fact since early January there has been a steady fall of about 2s. 9d per ton in Scotch iron, and 6s. per ton in Cleveland. The production of pig iron is in excess of the demand, and stocks already heavy are increasing, although shipments are good. There is naturally but little business doing, buyers only covering their actual present requirements. The manufactured iron trade generally is, however, in fairly good condition. Copper had had a steady month, fluctuations being unimportant, and the value is only slightly lower. Business is mainly for near positions, prices for forward delivery being considerably lower than for prompt. Tin also has been moving fairly well, being barely £1 per ton lower during the month; latterly there has been a good business, and the market steady. Spelter is about 20s. per ton lower and is dull. Lead, after falling 7s. 6d, has recovered 2s. 6d, and is at present steady.

## Nova Scotia Trade News.

Halifax, N.S., March 7.

There has been another drop in the price of zinc. One-quarter of a cent per pound is the decrease. Eight cents for cask lots, and 8½ cents for less are the prices quoted here. The welcome fall of snow the past week has stirred business a little, and there was a rush for boot caulks, for use in the woods. The lumbermen are losing no time in removing the cut from the woods. Very few orders are coming to hand for Spring goods. The travelers expect that on the next trip there will be quite an improvement in business.

\* \* \*

A report just received here says there is quite a boom on in the gold mining district at Isaacs Harbor. The Boston-Richardson mine produced over \$9,000 worth of gold in the month of January. The Beaver Hat mine and the Seal Harbor Gold Mining Company are turning out good monthly bars and promise even better returns with increased development.

\* \* \*

The Eastern Coal Co., which has been conducting boring operations upon its areas at Macan, struck a seven-foot seam of coal on Monday on the Smith areas. The company has finished prospecting, and will now proceed with development.

\* \* \*

After the fire in Moncton the I.C.R. authorities telephoned the Robb Engineering Co., Amherst, for a hundred horse-power engine to take the place of those destroyed. The engine was shipped in the wonderfully quick time of eight hours after the order was received.

\* \* \*

In the Nova Scotia Legislature last week Attorney-General Drysdale laid upon the table the annual report of the Commissioner of Crown Lands of the province, for the year ended 30th Sep-

tember, 1905. The estimated receipts for Crown lands last year was \$17,500, and the expenditure was estimated at \$12,500. The actual total receipts of the office for Crown lands and for searches amounted to \$20,521.86. The total expenditure of the department was \$2,955.68. The sum of \$8,137.05 was refunded or repaid to petitioners on rejected petitions, thus leaving a net surplus for the year amounting to \$9,429.45.

## CONCRETE AND THE STEEL BUSINESS.

When concrete construction was first proposed and experiments had demonstrated it to be practical, cheap and durable building material, it gave rise to considerable apprehension on the part of steel-makers, who foresaw in its increasing use a possible substitute for steel-construction. They have since discovered, however, that to a very large extent the introduction of concrete has increased rather than diminished the demand for steel. It has permitted the construction of an extensive class of structures, including mills, factories and office buildings, at a largely reduced cost compared with old methods, and in supplying the reinforcing materials for these buildings has created a market for a heavy tonnage of steel.

If every building recently constructed of concrete could with equal advantage and expense have been erected of structural steel, the maker of the latter would clearly have sustained a loss through the introduction of the new process. But this is not stating the case fairly. The reduced cost of concrete construction, the ease and promptness in securing materials, and its rapidity in working, have made possible many buildings which otherwise would not have been erected. The record of building in the last few years has been one of unprecedented growth. Every concrete structure requires a considerable amount of steel bars, as well as a goodly quantity of structural shapes. To this must be added the tremendous amount of iron and steel entering into the construction of concrete plants all over the country and into their heavy machinery and equipment.

Exactly to what extent concrete has supplanted steel and to what extent it has indirectly created a demand for iron and steel can not, of course, be determined. But the continued advance of the iron and steel business in connection with the giant strides in the building world offers ample evidence that the steelmaker has not suffered. Rather it is that as steel reinforcement has made concrete construction possible and practical the growing use of concrete has redounded to the advantage of steel in even greater degree.

Some branch of cutlery can always be pushed. Keep advertising it.

\* \* \*

Findlay Bros., stove manufacturers, of Carlton Place, will be reorganized and incorporated as Findlay Bros. Company, and will commence work again in their foundry, which has been closed since some time in January.



# Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, March 9, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building.

Winnipeg, Man.

A decline of 15c. per cwt. in pig lead is the only quotable change this week.

There was no turpentine in stock in Winnipeg for more than a week, but new supplies arrived early this week. No change has been made in the price.

## Game Traps—Quoted as follows:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66 3/4 p.c.
Newhouse, ".....	35 p.c.
Bear.....	\$7 each

Lanterns—Prices are quoted about as follows in an "open" market:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

Bluestone—Selling well at \$6.25 to \$6.50 per cwt.

## Wire—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8.....	\$3 39 90. \$2 50
" " 10.....	3 50 12. 3 10
" " 13.....	3 20 14. 3 90
" " 15.....	4 45 16. 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10.....	\$2 96 11. \$3 02
" " 12.....	3 10 13. 3 20
" " 14.....	3 30 15. 3 45
Annealed wires (uncoiled) 10c. less.	

Horseshoes—Quotations are as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
" " No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
" " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " No. 2 and larger.....	4 75

Horsenails—Revised list and discounts are now as follows:

	per lb.		per lb.
No. 10.....	\$0 20	No. 6.....	\$0 28
" 9.....	0 22	" 5.....	0 32
" 8.....	0 24	" 4.....	0 40
" 7.....	0 25		

Discounts are quoted as follows:  
"C" brand, 40, 10 and 7 1-2 per cent.,  
"M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

Wire Nails—Steady at \$2.60 per keg.

Cut Nails—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

Pressed Spikes—Sales are said to be increasing. Prices are as follows:

Pressed spikes, 1/2 x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " 3/4 x 6, 7 and 8.....	4 10
" " 7-10 x 7 and 9.....	4 00
" " 1/2 x 8, 9, 10 and 12.....	3 90
" " 3/4 x 10 and 12.....	3 75

Screws—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

Nuts and Bolts—Discounts are unchanged and continue as follows:

Bolts, carriage, 1/2 or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.

Bolts, machine, 3/4 and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2 1/2 c.
Hex " " case lots.....	3c. "
" " smaller lots.....	2 1/2 c. "

## Rivets—Quoted now as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	34 1/2
" " No. 12.....	40

Coil Chain—Unchanged in price. We quote:

Coil chain—	
3-16 inch.... \$) 25	1/4 inch... \$7 20
5-16 inch.... 5 20	3/4 inch... 4 60
7-16 inch.... 4 45	1/2 inch.... 4 30
3/4 inch.... 4 10	3/4 inch.... 4 00

Shovels—Discounts on spades and shovels continue 40 and 5 per cent.

Harvest Tools—Discounts are now 60 and 5 per cent.

## Axe Handles—Quoted as follows:

Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra, 2 30	No. 1.... 1 60

## Axes—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad " ".....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model ".....	8.50
Black Prince ".....	7.25
Black Diamond ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King, per doz.....	11.00

Butts—The discount on wrought iron butts is 70 per cent.

Churns—The discounts, from list prices are 45 and 5 per cent.

Chisels—Quoted at 70 per cent. off list prices.

Auger Bits—Discount on common auger bits is 65 per cent.

Blocks—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

Fittings—Discounts continue as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T's and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	55 p.c.

Grindstones—The price is now 1 3-4c. per lb.

Fork Handles—The discount is 40 per cent. from list prices.

Hinges—The discount in light "T" and strap hinges is 65 per cent. off list prices.

Hooks—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " " per doz.....	1.70

Draw Knives—The discount is 70 per cent. from list prices.

Rules—Discounts are 50 and 10 per cent.

Washers—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

## Wringers—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

Files—Discounts are quoted as follows:

"Arcade".....	75 p.c.
"Black Diamond".....	60 p.c.
"Nicholson's".....	62 1/2 p.c.

Building Paper—Prices are as follows:

Joliette, plain.....	40c.
" " tarred.....	65c.
Cyclone, plain.....	55c.
" " tarred.....	80c.
Anchor, plain.....	55c.
" " tarred.....	65c.
Pure fibre, plain.....	60c.
" " tarred.....	80c.

## Tinware, Etc.—Quoted as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2 1/2 p.c.
" " pieced.....	30 p.c.
Japanned ware.....	37 1/2 p.c.
Enamelled ware, Famous.....	50 p.c.
" " Imperial.....	50 and 10 p.c.
" " (one coat).....	60 p.c.
" " Premier.....	50 p.c.
" " Colonial.....	50 and 10 p.c.
" " Royal.....	60 p.c.
" " Victoria.....	45 p.c.
" " White.....	45 p.c.
" " Diamond.....	50 p.c.
" " Granite.....	60 p.c.

## Cordage—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lathyrum.....	11 25
Cotton rope, per lb.....	00 21

Solder—Quoted now at 24c. per lb. with concessions for large quantities.

## Vises—Prices are quoted as follows:

"Peter Wright," 30 to 34.....	14 1/2 c. per lb.
" " 35 to 39.....	14c.
" " 40 and larger.....	13 1/2 c.

Anvils—"Peter Wright" anvils are selling at 11c. per lb.

Power Horse Clippers—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$6. The "1904" sheep shearing machines are sold at \$13.60.

## Ammunition, Etc.—We quote:

Ammunition, cartridges, Dominion R.F.....	50 and 5 p.c.
Dominion, C.F., pistol.....	30 p.c.
" " military.....	20 p.c.
Ammunition, cartridges, American R.F. 33 1/2 p.c.	
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

## Loaded shells:

Dominion Eley's and Kynoch's soft, 12 gauge.....	
" " black.....	16 50
" " chilled, 12 gauge.....	17 50
" " soft, 10 gauge.....	19 50
" " chilled, 10 gauge.....	20 50
Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F., keg, Hamilton.....	4 75
" " F.F.G., Dupont's.....	5 00

## Iron and Steel—We quote:

Bar iron (basis).....	2 70
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, tool lb.....	9 50
" " Jessop.....	12 00

Sheet Zinc—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.



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**MUNRO WIRE WORKS, Limited**  
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Prices on application.

FULL STOCK IN OUR WINNIPEG WAREHOUSE.

OFFICE AND WAREHOUSE: 157 MARKET ST.,

WINNIPEG, MAN.

P. O. Box 164.

Telephone 3271

**Pig Lead**—The price has been reduced to \$4.85 for small orders. Ton shipments are quoted at a lower price.

**Iron Pipe**—Prices are still quoted as follows:

Black iron pipe, 1/2 inch .....	2 4
" 3/4 " .....	2 85
Black iron pipe, 1 inch .....	3 15
" 1 1/4 " .....	4 00
" 1 1/2 " .....	5 75
" 1 3/4 " .....	7 85
" 2 " .....	9 40
" 2 1/2 " .....	12 90

**Galvanized Iron**—Prices are quoted as follows:

Apollo, 16 gauge .....	3 90
18 and 20 gauge .....	4 10
22 and 24 gauge .....	4 45

26 gauge .....	4 40
28 gauge .....	4 65
30 gauge or 10 1/2 oz .....	4 95
Queen's Head, 24 gauge .....	4 60
26 gauge .....	4 65
28 " .....	4 90

**Tin Plates**—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box .....	9 50
" IX " .....	11 50
" XXI " .....	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—We quote:

Canada plate, 18 x 21, 18 x 24 .....	3 50
Canada plate, 20 x 28 .....	3 75
Canada plate, full polished .....	4 25

**Black Sheets**—No change in price. We quote as before:

# SERVICE

The prompt service of **G. F. Stephens & Co., Limited**, has been an important factor in the rapid increase of their business.

Nine out of ten orders are shipped the same day as received. The tenth is held for some sundry article which even the manufacturer does not carry in stock.

With Branch Warehouse in Calgary our service is better than ever. We know that when you order paint it is needed. Hence, our system, which assures accuracy and prompt shipment.

## G. F. STEPHENS & CO.

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Manufacturers and Jobbers of Paints,  
Oils, Glass and Painters' Supplies

**WINNIPEG AND CALGARY**



Black Sheets, 10 to 16 gauge, 100 lb. ....	3 50
18 to 22 gauge .....	3 75
24 gauge .....	3 90
26 gauge .....	4 00
28 gauge .....	4 10

**Petroleum and Gasoline—Prices** are steady. We quote:

Silver Star, per gal. ....	21 1/2 c.
Sunlight .....	22 1/2 c.
McCormick .....	24 1/2 c.
Pennoline .....	25 1/2 c.
Crystal Spray .....	24 1/2 c.
Silver Light .....	22 1/2 c.
Gasoline, 70-72 (Engine) .....	25 1/2 c.
(In barrels f.o.b. Winnipeg.)	

**Paints, Oils and Turpentine — We** quote:

White lead (pure) .....	\$6 50
Bladder putty, in bbls. ....	0 02 1/2
" " in kegs. ....	0 02 1/2
Turpentine, pure, in barrels. ....	1 01
Less than barrel lots. ....	1 09
Linseed oil, raw. ....	0 66
Boiled .....	0 69

**Window Glass—We** quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches. ....	\$2.25
26 to 40 " .....	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4.00
26 to 40 " .....	4.52
41 to 50 " .....	4.75
51 to 60 " .....	5.25
61 to 70 " .....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches .....	7.35
41 to 50 " .....	8.40
51 to 60 " .....	9.45
61 to 70 " .....	10.50
71 to 80 " .....	11.55
81 to 85 " .....	12.60
86 to 90 " .....	14.75
16 to 95 " .....	17.30
6 to 100 " .....	

## British Columbia Trade News

Vancouver, March 2, 1906.

Lumber made from B. C. fir and cedar is going to cost consumers at least \$2 per thousand more than it did last year. There have been meetings of both the Mountain Lumbermen's Association and the B. C. Lumber & Shingle Manufacturers' Association this week, with the scale of prices as the chief topic of discussion. The Mountain association met on Wednesday at Nelson, but no definite action was taken to increase the price. Possibly this was to await the action of the coast association, which met on Thursday to consider the same matter.

The coast association increased the price of lumber \$1 per thousand three months ago, and at that time a further increase was foreshadowed, owing to stringency in the log market, and other causes. Now the action then suggested as likely has been taken. The meeting yesterday in Vancouver decided to increase the scale \$1 per thousand for the present.

One consideration which is having great weight with the millmen is that all the mills on Puget Sound, at their association meeting last week increased the scale on fir \$2 all round, except on lath and ties. Another point is the price of logs, as high as \$9 per thousand being paid, and of course at this season the supply has not yet increased very greatly. In another month or six weeks, all camps will be running full time as the weather will then be more favorable to steady work. In the rainy Winter season the production of logs is at a minimum always, and many logging camps close down entirely.

At the same moment that development of the oil fields of Southwestern Alberta and Southeastern British Columbia is progressing, attention is being turned to the possibilities of Northern Alberta. Parties have been prospecting in that country for two years, and three or four years ago the Dominion Government spent some money in exploring and boring wells some hundred miles northeast of Edmonton. Now it is likely that private interests will seize the opportunity while it is still open. The crossing of the country by new transcontinental railways is bringing these oil fields within range.

Scarcity of brick has been holding up some large building contracts in the city of Vancouver during the past few weeks. So scarce has this material been that thousands have been imported from Seattle and in small lots \$12 per thousand was paid for them. The various brickyards of the province have been closed down for the Winter, but active operations will commence shortly. The Columbia Clay Co., whose yards are on Anvil Island, Howe Sound, is to be started up at once. Indications are that the quantity of brick required for building operations this year will be enormous.

New Zealand has begun to use the wood stave water pipe made in British Columbia from the famous Douglas fir. A representative of the Canadian Pipe Co., of Vancouver, made a visit to the colony last Fall, and as a result has recently closed a very large order, comprising some 30,000 feet of 16-inch pipe, and fully as much more of other sizes, 6-inch, 8-inch and 19-inch. The pipe is for the waterworks system of the town of Rotorua, in the thermal spring district. It is all for a considerable pressure, and is to be shipped by special steamer in the month of April. If satisfactory, and there appears to be no question on that point, it is likely other large orders will be placed by the New Zealand Government, which undertakes direct all such public works.

The annual statement of the Granby Copper Co., operating mines at Phoenix and the Granby smelter at Grand Forks, shows that copper, silver and gold to the value of \$6,000,000 were last year recovered from the ore treated. Present returns show 3,000 tons per day being treated and this is to be continued all year. At the present rate of production the mines have blocked out sufficient ore to last them 25 years. All the properties are low-grade copper propositions.

The Britannia mines on Howe Sound are being given a great deal of notice on account of the original \$625 shares in the syndicate being now quoted at \$2,500 each and better, if they could be bought. But the fact is the Britannia is practically a close corporation, very little if any of its stock being in the market. The re-issue of stock when the capitalization was increased recently was practically all taken up by the chief holders of stock in the company. Present development at the mine shows that a very large and permanent copper producer has been added to the world's market. The ore is shipped to the Crofton smelter, on Vancouver Island, and a fluxing-ore from Princess Royal Island claims is shipped there also, all three factors being owned

by the company, now called the Howe Sound Company.

Vancouver City Council has taken a radical step in the matter of fixing taxes. It is now to be the rule that 75 per cent. of the valuation of improvements is to be exempt from taxation. Formerly the practice was to assess buildings and other improvements at their full value, exempting half the assessed value from taxation. At last week's meeting of council it was decided to increase the exemption to 75 per cent. so that no taxes will be paid only on 25 per cent. of the value of improvements. Oddly enough the move has been persistently advocated by an energetic labor member of the City Council for some years. His ideas, of course, have been fixed on the single tax theory, though the important consideration has apparently been overlooked that the new departure would act just as entire exemption of improvements would, rather against the workingman whom it is designed to benefit. The fact seems to have been entirely lost sight of that the man with a house costing several thousands of dollars will now pay less taxes than formerly, and as a rule the workingman does not own such a house. His more modest dwelling will, of course, be reduced in proportion, but the saving in tax on improvements will have to be made up on land values.

Cement for civic use is to be fairly cheap in Vancouver this year. The contract for the year's supply has been awarded to Messrs. Evans, Coleman & Evans at \$2.25 for 350 lbs. net in barrels. C. Gardiner Johnson & Co. bid 76c. per hundred lbs. in barrels of 382 lbs. net. Some years ago the price at which the city contract was let was \$2.90 per barrel.

Forty copper claims, six sections of coal lands and other lands in the Telkwa country, in Northern British Columbia, have been syndicated to a company headed by Mayor John MacGinnis, of Butte, Montana, reputed to be the first lieutenant of F. Augustus Heinze, the Montana millionaire, who held Amalgamated Copper—the System—Standard Oil—or what-not, at bay for ten years, and who recently made a deal resulting in an understanding with the Wall street magnates. Heinze was early in the Rossland camp, when the Kootenays were first opened up, and the fact of his plunging so heavily in the new section which the Grand Trunk Pacific is to open up would seem to indicate that mining in that northern district is a promising field. The properties he has invested in are grouped and are very favorably reported on.

## THE ART OF REMEMBERING.

To remember a man's name when you meet him is one of the greatest assets any business man can have. To be able to call a customer by name when he enters your store or your department makes him feel that he is really important, and if, when he has given an order for goods to be delivered, you can put down his address without asking him what it is you will score a hit every time.



## Business Changes

### Ontario.

Wesley Conn & Son, hardware merchants, Aylmer, have sold out.

J. Campbell, hardware merchant, Renfrew, has been succeeded by Campbell & French.

### Quebec.

Joseph Chartrand, plumber, Montreal (Maisonneuve) registered.

J. H. Roper, Montreal, registered as chief agent for John Shaw & Sons.

Lefebvre & Lariviere, hardware merchants, St. Hyacinthe, consent of assignment filed.

### Manitoba and West.

Beirsto & Trefy, plumbers, Winnipeg, have succeeded L. Beirsto.

F. A. Healey, hardware merchant, Togo, has sold to Jas. McEwen.

E. A. Pearen, hardware merchant, Medora, has sold out to A. Hughes.

The hardware stock of the estate of Charlotte A. Landon, Ninga, has been sold.

Samuel Hume, hardware merchant, Maple Creek, has assigned to W. H. Smith.

W. W. Cooper, hardware merchant, Raymond, has been succeeded by Cooper & Stevens.

Garry & Wunder, Sheho, hardware and lumber merchants, have dissolved partnership.

Skelding & Mellroy, hardware merchants, Neepawa, have been succeeded by Skelding & Jackson.

### British Columbia.

Archer & Hodder, hardware merchants, Kaslo, are negotiating to sell out.

J. A. Fleet, stoves and tinware, Vancouver, succeeded by J. A. Fleet, Limited.

### CONDITIONS IN SUDBURY.

C. A. Purvis, of Purvis Bros., Sudbury, was a caller at the Toronto office of Hardware and Metal on Wednesday, he having, as president of the Sudbury Board of Trade, been one of a deputation to wait upon the Ontario Government to ask for the establishment of another judicial district, with Sudbury as the centre. At present all towns in the 260 miles between North Bay and the Soo must travel to one of these centres to have their legal business attended to.

Mr. Purvis reports that the Winter's trade at Sudbury has been very satisfactory, good sleighing having lasted uninterruptedly since last November. Owing to the installation of new shelving and boxes in his store, stocktaking was delayed until Feb. 28, the result of the year's business having shown a substantial increase over any previous year.

Sudbury, according to Mr. Purvis, is now a town of 3,100, and a \$20,000 school has just been completed. The C.P.R. and Canadian Northern will spend over \$1,000,000 in Sudbury during 1906, and this will mean a substan-

## corrugated iron

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This means much to buyers in regions remote from expert roofers and dependent on their own skill.

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### OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopedia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

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(Established Twenty Years)

**Toronto and Winnipeg**

### We also manufacture:

- "Eastlake" Metallic Shingles
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- "Metallic" Cornices, Skylights and Ventilators
- "Metallic" Sheet Metal Fronts
- "Metallic" Siding (Stone, Brick, etc.)
- "Impervia" Fireproof Windows
- "Empire" Metallic Shingles
- "Metallic" Crestings and Finials
- "Hayes" Metallic Lathing
- "Metallic" Eavetrough and Conductor Pipe
- "Metallic" Pressed Zinc Ornaments
- "Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

409

tial growth to the town, as well as ensuring a splendid business during the coming twelve months.

Mr. Purvis is emphatic in urging the necessity of an organization of the hardware merchants of Ontario, and expresses decided opposition to the proposition that the hardware trade re-organize as a section of the Retail Merchants' Association. There are some matters, such as freight overcharges for cartage etc., where it is necessary for all branches of retailers to work together, but in his opinion this can best be done by a separate organization of hardwaremen acting in co-operation with similar organizations of other trades. Mr. Purvis states that while Sudbury is a long way from Toronto, and it means a sacrifice of time and money to attend a convention, he will aid in forming an association. The idea of holding the gatherings on Good Friday and Thanksgiving Day, however, does not strike him favorably, as consistent Anglicans or Roman Catholics could not give up these religious days for business purposes. "If hardware merchants do not think enough of forming an association to give up a day or two from their ordinary business the association cannot be expected to be strong enough to live," said Mr. Purvis.

Another member of the deputation was C. A. Purvis, hardware merchant, Webbwood, Ont., a nephew of Mr. Jas. Purvis.

### NEW SECRETARY A HARDWARE-MAN.

One of the most important positions in the field of Canadian athletics is the secretaryship of the Montreal Amateur Athletic Association, and there was naturally a keen competition for it when E. Herbert Brown announced his retirement a short time ago.

At the monthly meeting of the directors of the M.A.A.A. held this week, Mr. Jack Davidson, who is well known to the hardware trade as a member of the staff of Caverhill, Learmont & Co., Montreal, was appointed secretary.

Mr. Davidson, who is about thirty years of age, has had a long and prominent connection with athletic events of various descriptions in the city of Montreal. He has for three years been president of the Toboggan and Skating Club, and prior to that, served for many years upon the executive committee. He was for four years a defence player on the Montreal lacrosse team, where he gained an enviable reputation for clever and reliable work. In securing a man so well informed in many branches of sport, a general feeling prevails that the association has been exceedingly fortunate.

He has always been very popular both in business and athletic circles, and that he will succeed in his new position is assured.

### TRAVELER MAY SUE QUEBEC.

About a month ago J. Greenburg, a commercial traveler from New York, was arrested while partaking of a meal in Montreal, charged with violating the law in not having a license as traveler for a foreign house.

Mr. Greenburg has now written to United States Consul-General Major Edwards, of Montreal, asking him how to proceed to sue the Province of Quebec for false arrest and maltreatment.

He claims that when the two officers came to arrest him he asked them to let him finish his meal and to join him, so that they would not lose sight of him, but they refused, and virtually dragged him away from his meal to the Police Court building, where they threw him in with a man named O'Brien, arrested for housebreaking. Here they left him until he was brought before the magistrate.

When Mr. Greenburg received his hearing he protested strongly at the way he had been treated, saying that he had been kept in the cells for six hours without a hearing. He also claimed to represent an English firm, and the result of all this was that Senator Cloran, for the Revenue Office, apologized for the arrest and the manner in which it was made.

The matter has been turned over to Captain Gorman, the Deputy Consul-General, who will investigate it.



## FOUNDRY AND METAL INDUSTRIES

The Le Roi mine at Rossland, B.C., made \$39,000 profits in January, 1906.

The United States Steel Corporation has nearly 175,000 employees, one fifth of whom are stockholders.

The Department of Trade and Commerce announces that the bounty on lead is still suspended, as the price continues a shade over the bounty figure.

It is understood that Heinze, the Montana copper king, has secured working options on forty British Columbia mines, and that a smelter will be in operation within a few months.

Welland ratepayers will vote on a by-law to bonus to the extent of \$6,000 an iron and steel company, who will erect a plant costing \$100,000, having in its employ 125 hands whose yearly wages will also amount to \$100,000.

Canadian locomotive imports from the United States fell from \$1,353,331 in 1904, to \$363,524 in 1905, most of the Canadian locomotives being manufactured at home. Steel rail statistics are much the same, now that the iron and steel industries in Canada have reached such development.

On account of the 20 per cent. ad valorem duty placed on zinc by the United States Government, the zinc mining industry of British Columbia will receive somewhat of a setback, as their chief exports were to the States. Unless a new market can be found, it is probable that a temporary shut down of the zinc industry will take place.

A modern steel plant is to be established at Grand Forks, B.C. Contractor M. S. Martin has the contract for the erection of the building, which will be 40 x 60 feet, and will be built in connection with the Boundary Iron Works. The plant will turn out all kinds of steel work and will employ some ten men to start with.

### DOMINION COAL'S ANNUAL.

The annual meeting of the Dominion Coal Co. was held in Montreal on Thursday of last week, and an encouraging statement was presented.

F. L. Wanklyn, vice-president and general manager, occupied the chair, in the absence of the president, James Ross. He informed the shareholders that the past year had been a satisfactory one, and added that the directors hoped to be in a position to pay a dividend on the common stock at the close of the ensuing twelve months. The contract with the Dominion Iron & Steel Co., would continue, he said, for ninety-nine years, but it stood to be renewed every five years. The re-

vision would, he claimed, be based on the price of contract coal, or in other words, the current prices would be considered when each period had elapsed. The annual statement was adopted without discussion, and the old board of directors re-elected, viz: James Ross, president; F. L. Wanklyn, vice-president and general manager; Lord Strathcona, Sir William Van Horne, Senator Cox, Senator MacKeen, Messrs. R. B. Angus, J. R. Wilson, Montreal; W. D. Matthews, Toronto; W. B. Ross, Halifax; H. F. Dimock, F. S. Pearson, New York.

### NOVA SCOTIA STEEL CO.

The annual statement to be presented at the fifth annual meeting to be held at New Glasgow, N.S., on March 28, announces that the profits for the year were \$559,906.63 and the balance brought forward from last year \$695,749.86, making a total \$1,255,656.44 at the credit of profit and loss account, a dividend of 8 per cent. having been paid on the preferred stock. The sum expended in completing the open hearth plant at Sydney Mines and in other additions and improvements to plant, and in acquiring the submarine iron ore areas at Wabana amounted to \$677,710.63. The general iron and steel business, transacted during the past year, was considerably larger than any previous year, the increase being 28,825 tons, the value being \$597,887.37. The steel department shipped 28,225 tons of finished material, and the quantity of pig iron sold amounted to 28,723 tons. The quantity of coal mined was also 58,141 tons over that of the previous year, and the company still maintains its position of second largest producer of coal in Nova Scotia.

### ELECTRICAL SMELTING EXPERIMENTS.

The successful termination of the experiments in the electrical smelting of iron ore, as they have been carried on at the Soo for two months, has been announced. The work was done in much less time than expected, and to the satisfaction of Dr. Herault has proved both the excellence of the process for treating ore and its feasibility from a commercial point of view. The details of the work will be contained in a report to be made to the Government by Dr. Haanel, superintendent of mines, but will not be made public until passed upon by the department. The money appropriated by the Government for electrical smelting of iron ore was not all used on account of the experiments being successful before looked for, and it is proposed to expend the balance in experimenting along other though similar lines. Practical steel and iron manufacturers, when interviewed, express doubt, however, being of the opinion that it is too expensive, and that it has not yet been demonstrated that

the process can compete with the one now in use.

### HEINZE'S REMARKABLE CAREER.

The famous copper war in Butte, which has furnished so many sensational episodes, came to an end a few days since, when F. Augustus Heinze transferred the United Copper Company's holdings in Butte to the North Butte Mining Company.

The meteoric career of Mr. Heinze shows what a young man of energy, ambition and resource can accomplish in a very short time. He went to Butte in 1889 as a mining engineer for the Boston & Montana Mining Company, being then in his twentieth year. Before going to Butte he had been given a thorough technical education in the school of mines at Columbia University. In Butte he put his education to a practical test by taking his place at the bottom with the determination to work his way to the top. After spending two years in the underground workings of Butte, he inherited \$50,000 from his grandmother. Then he went to Germany and put in two years studying engineering and metallurgy as a post-graduate in the schools of that country. Returning to Butte he incorporated the Montana Ore Purchasing Company, and within a short period constructed a smelter, beginning on custom ore, but which was soon reducing ore from the mines controlled by Mr. Heinze.

Many of the properties which he secured had been practically abandoned by their owners as worthless, but his experience gained in the mines told him they were valuable, and it is said he secured for \$1,500,000 properties that were worth from \$20,000,000 to \$30,000,000.

Not in the entire annals of mining in the United States has there ever been such bitter, protracted and expensive litigation as has just come to a close by the disposal of Mr. Heinze's interest. For nearly ten years there has been going on in the State of Montana a struggle for mining property valued at many millions, and the legal battle was practically the same as it was when it commenced up to the time the sale was made by Mr. Heinze. During the litigation period over 200 suits were begun, some by Heinze and the others by those who were opposed to him, and these are now all settled by the sale. The people who have purchased Mr. Heinze's holdings are friendly to the Amalgamated Copper Company.

Mr. Heinze, it is understood, still retains his railway and mining interests in British Columbia and may possibly devote his energies there in future.

### NEWS ITEMS.

The Dominion Iron & Steel Co. have begun to manufacture steel rails for the Canadian Pacific Railway.

\* \* \*

The Little Bay copper mine in Newfoundland is being examined with a view to opening it up.

\* \* \*

A Manitoba blacksmith is said to have discovered a chemical process for tempering and welding copper. A. McMillan, of Winnipeg, has secured patent rights for this method in Canada and other countries.



## MACHINERY STEEL

IRON FINISH  
SINGLE OR DOUBLE REELED  
COLD ROLLED

Large assortment in stock.

Close Prices for Import.

**A. C. LESLIE & CO**  
MONTREAL.

A Canadian mine superintendent tells us he uses

**B. C. BRAND  
DRILL STEEL**

exclusively. Who sells him his stock?  
Why not you?

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## Deseronto Iron Co.

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DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

BRAND.

## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.**  
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**Canada Iron Furnace Co.**  
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Ask your customers

if they don't need new pumps.  
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### Standard Anti-Freezing Pumps

They'll appreciate getting a pump that doesn't have to be thawed out every zero morning.

—McDougall Pumps  
—Made in Canada.

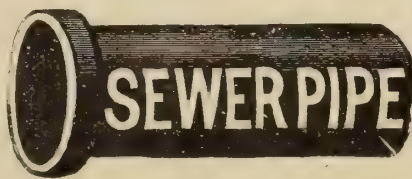
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**R. McDougall Co.**  
Limited.  
Galt, Ont.



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Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**  
HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

## NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

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The original and only Genuine  
Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and  
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Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed

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## CANADA'S TRADE WITH GERMANY.

By H. W. D.

Taking it for granted that Canada is chiefly an agricultural country, who is likely to become the best customer for our produce? No doubt, first, at present, is Great Britain, but after that there seems to be a difference of opinion as to which country it should be.

A good salesman must know where to offer his wares to the best advantage. Let us therefore see what we can hope for in trade to other countries. The United States and all American countries, as well as the British colonies, can grow everything that we can produce as cheaply as we can do it, and France, Spain, Russia, and Austria are in a similar position. We cannot, therefore, hope to have any steady export trade to any of these countries, and shall have to look for more thickly settled states which cannot grow enough agricultural products to satisfy their own demands.

Germany, with its sixty millions of a population, is the most attractive; also Belgium, and perhaps Norway and Sweden. A trade with these countries would also give us an influx of the best possible settlers besides the British, and at the same time a class of immigrants which quickly assimilate with the British.

All other countries are more or less opponents to Canada in agricultural products, or grow sufficient for their own needs so as not to require our exports. It is, therefore, to the best interest of Canada to send representatives to Germany to offer our products to the best advantage. If there are tariff obstructions we must try to have them removed by the Governments in order to assist the natural flow of trade.

The manufacturers of Great Britain, Germany and the United States send their representatives to all countries where there is an opportunity for trade, and it is necessary for our Canadian producers to do likewise in order to get and hold a steady trade.

It is not wise to be satisfied with what we are doing to-day, but we must look to the future and prepare and build up a steady trade which has chances of continued improvement and development. A trade with Great Britain and Germany will give us steady customers for our produce, and on the other hand, these countries can supply most of our demands in manufactured goods which cannot be made here. It would give us freight both ways, and the exchange would be fairly ideal.

A merchant should know the following things: First, how he can buy intelligently; second, how he can conduct his business and make of his employees good citizens and honorable men and women; third, that he must extend loyalty if he expects to receive it; fourth, that if he tries to do more business than his capital will warrant, he will fail.

Don't mistake activity for usefulness.

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence

or attack can be had than the Iver Johnson

Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

## IVER JOHNSON REVOLVERS



need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$6.00 Hammerless, \$7.00

Write for our bright little booklet, "Shots" and complete catalogue, *free*.

Iver Johnson's Arms and Cycle Works  
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## Retail Book-keeping

### The New System of Retail Book-keeping for Hardware Merchants.

What advantage has the Copeland-Chatterson System over other methods of accounting? That is the question generally asked by the hardware merchant when he is approached on the installing of this system in his business, and really the very best reply that could be suggested would be in the nature of some advice: "Ask the man who is using a Copeland-Chatterson System."

The kernel of the argument is, however, that the loose leaf method, as installed by the Copeland-Chatterson Company, is a labor-saver; it facilitates the handling of business; simplifies the bookkeeping to a remarkable extent, and is, broadly, a money-making investment in every way.

Instead of having a multiplicity of cumbersome books, clogged with dead accounts, for the handling of a retail business, there is but one active book. Now, one active book outside the original entry covers the entire service to

the Recapitulation Sheets, and provides in a simple way for the prompt distribution of the monthly accounts.

A few years ago, under the old system, it was the usual thing for accountants to work every night over their books until ten or eleven o'clock. Now it is a most uncommon occurrence for an accountant to be at his desk after the regular closing hour of business, and this radical change is due entirely to the introduction of the Copeland-Chatterson System. This is not only a labor-saving method, but assures the correct keeping of records. These individual records, by almost automatic process, take their places in proper rotation in their respective binders, and are always on hand for instant reference. If a customer asks at any time for his account, it is at hand. If the account is to be sent to him there is no delay. It is already written out, and needs only totalling and mailing.

The strongest recommendation for the Copeland-Chatterson System, probably, is the list of great and small business houses covering this continent, and scattered over Europe, who employ this method of accounting. If any of the subscribers of Hardware and Metal are interested they should write The Copeland-Chatterson Company, at Toronto, for information; it will be cheerfully sent. (Advt.)



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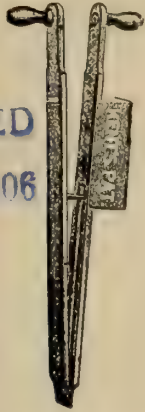
HARDWARE MERCHANTS

138-140 WEST FRONT STREET, TORONTO

Only  
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## CORN PLANTERS and SEED SOWERS



Kent's Corn Planters



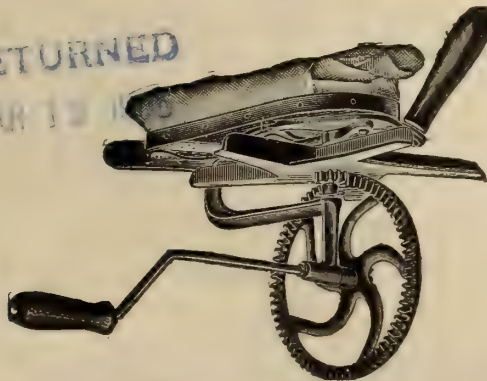
The "Little Wonder" Seed Sower

It is constructed on a single bottom, the novel feed agitating device ensures a uniform flow of seed, and in any desired quantity.



The "Essex"

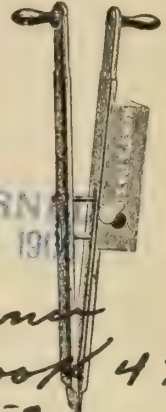
One Hand Corn Planter



The "Premier" Seed Sower

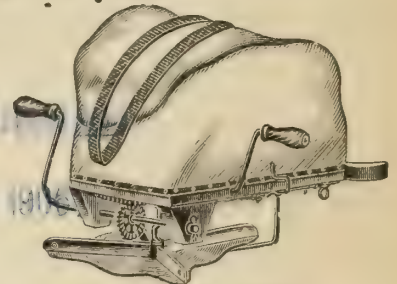
The "Premier" will sow any seed that is sown broadcast, such as oats, wheat, rye, rice, flax, millet, clover, timothy, grass, etc.

The "Cyclone" will sow timothy, clover, wheat, oats, rye, buckwheat, bone dust, cotton, and all other grain and grass seed. It distributes evenly and works perfectly. The operator can regulate it to sow any desired quantity per acre, and can sow forty to sixty acres per day.



Kent's Corn Planters

With Pumpkin Seed Attachment.



"Champion Jr." Seed Sower

Any one seeking a low-priced seeder will find convenience and quality in the Champion Jr. found in no other machine of the kind.



The "Cyclone" Seed Sower

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# PAINT, OIL AND BRUSH TRADES

## TWO NEW PAINTS.

A new water paint, made in a great variety of beautiful colors and possessing valuable advantages, has been introduced under the name of washable water paint. The paints are sent out in paste form, and only need to be thinned a little to be available for use. They are applicable to plaster, wood-work, brick, stone, canvas, iron, or in fact to any material on which ordinary paint can be used. For use in outside or exposed positions, they are mixed with a so-called petrifying liquid, which makes them comparatively impervious to the weather.

A new white paint has been recently patented, which is claimed to far excel white lead and other similar products in fineness and smoothness of surface, covering power, permanence, and cheapness. It is obtained by saturating burnt lime containing magnesia with a hydrocarbon, and firing until all the carbon is burned. The material is then ground fine and colored ready for treatment with linseed or other suitable oils. A dolomitic limestone, containing from 20 to 40 per cent. of magnesia, is said to be best for the purpose, although a limestone having less than 20 per cent. may be enriched by adding the desired quantity of magnesia; but with results that are not so good. Other pigments can be mixed with the material to produce paints of any desired color. The advantages claimed for the paint are that it dries quickly without driers, is unaffected by light, and not changed by ammonia, sulphureted hydrogen or sulphurous acid; that the coating hardens like enamel after some months, possesses a dull gloss, does not blister in the sun, and is washable yet that it retains its original smoothness. The paint is suitable for walls and wood work of all descriptions.

## WHITE LEAD IN GERMANY.

Some new regulations respecting the manufacture of lead pigments and compounds came into force on January 1, in Germany. They are as follows:

(1) No dry lead compounds may be ground or mixed, whether alone or with other substances, except in closed vessels, so made that the dust arising from the interior cannot reach the workpeople.

(2) White lead may not be rubbed up with liquid vehicles by hand, but only in a power mill from which the escape of dust is impossible. Other lead compounds may, however, be rubbed up by hand, but only by males above 18 years of age. No person shall rub up more than 1,000 grammes of red lead, or more than 100 grammes of any other lead compound in any one day. This regulation is not concerned with stirring up lead compounds with vehicle, but with rubbing up only.

(3) Coats of lead paint must be kept constantly wet during removal with knives, pumice stone, or other mechani-

cal means, and the resulting paste must be got rid of before it is dry, so that its removal will cause no dust. These precautions must always be taken whenever lead is not certainly known to be absent.

(4) The employer is bound to provide overalls and head coverings to protect the clothes of persons working with lead compounds from contact with the same.

(5) The employer is bound to place washing basins, nail brushes, soap, and towels at the disposal of all persons working with lead compounds. Facilities must be afforded for hanging up clothes and for washing hands etc., in places protected from frost.

(6) The employer is bound to make his workpeople fully acquainted with the risks incurred in working with compounds of lead, and to provide them with the official literature on the subject. In certain cases medical supervision of the workpeople must be provided.

## THE SELLING OF PAINTS.

Many men fail in the selling end of their business by not giving the proper

attention to the best methods to be pursued in dealing with various classes of customers. In discussing this subject before a recent gathering of hardware dealers, E. L. Shuey, a traveling salesman, gave the following timely suggestions:

"The first consideration to be remembered by the paint merchant is the knowledge of the paint he handles and a firm belief in its quality. The seller of the best advertised goods in the country says that if you do not love your goods get out of the business. In selling paint do not cut prices. The greatest mistake a merchant can make is insisting on a sale. If you cannot get your price do not sell. Success is attained by the paint merchant that advertises and not by the advertiser who sells paint. The latter include the large number of stores that handle any grade of paint as a side line and merely for the profits they offer. Furthermore, teach your clerks your business. I am a firm believer in a clerks' school. Teach your customer what a good paint should do. When advertising paints tell what they will do and not what they are made of, as the customer is not interested in the latter, but is vitally interested in knowing what the goods will do for him."



# Hollywood Paint

is hard to equal and cannot be beat as a money maker for the dealer. In paste for painters and trade, and ready mixed for general trade. Secure the agency.

## The Imperial Varnish & Color Company

Limited

TORONTO, Ontario, Canada

Winnipeg—c/o Mason & Hickey, 108 Princess St.

Vancouver—c/o Durand Merchandise Company.



# STANDARD WAGGON COLORS

Give best results at minimum cost. Specially prepared for the use of manufacturers and repairers of waggons, trucks, etc., who formerly were obliged to purchase the colors in the dry form and then to grind them to the required fineness.

You can understand why our **Waggon Colors** are in demand. They are uniformly ground and give an evenness of shade.

We also manufacture excellent lines of

## Coach and Car Colors, Distemper Colors, Etc.

Don't order elsewhere until you have had our prices.

### THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

## YOU MUST BE TIRED

of selling **STICKY FLOOR PAINTS**. Your customers are certainly tired of **USING THEM**.

THE KITCHEN IS SO IMPORTANT a room that no one can afford to put it out of commission while the ordinary floor paint is **DRYING**.

THAT IS WHY YOU SEE SO MANY KITCHENS WITH THE PAINT **PEELED OFF AND RUBBED OFF**—almost ready for another coat—but still **STICKY**.

THE STRONG POINT about

## JAMIESON'S Floor Enamels

is that they dry over night leaving a **BRILLIANT AND LASTING FINISH**.

Write for Particulars

### R. C. JAMIESON & CO.

LIMITED

Sole Manufacturers, MONTREAL

## McCaskill, Dougall & Co.

**Manufacturers**



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

## Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

# OILS

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION" BRAND**

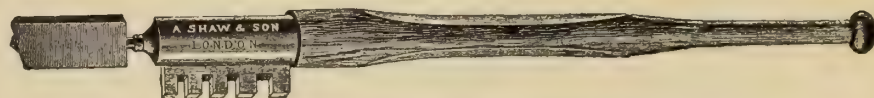
OILS GUARANTEED GENUINE.

Canadian Agents—  
**J. A. BERNARD,**  
21 St. Peter Street., Quebec  
**HOMER TAYLOR,**  
Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
**LONDON, ENGLAND.**

## GLAZIERS' DIAMONDS



Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL

**A. RUDD & CO., St. Helens, Lancashire, England, Manufacturers of highest grade**



**GLAZIERS' DIAMONDS**

10 years as cutter, and 16 years as chooser and setter for St. Helens Works, is the experience of our head setter. Ask your wholesaler for our make.

Canadian Agent, **J. G. GIBSON, P.O.B. 478, MONTREAL**



# Brandram's B. B. Genuine White Lead



has long been known  
as the best white lead  
the world produces. It  
is unequalled for

## WHITENESS, FINENESS AND BODY

and will cover more  
surface than any other  
white lead made. It  
is the only white lead  
used in

## "ANCHOR" or "ENGLISH" LIQUID PAINTS

making them the lead-  
ers on the market.

Manufactured by  
**HENDERSON & POTTS, Limited**  
HALIFAX and ST. JOHN  
**HENDERSON & POTTS CO.,**  
LIMITED  
MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### MONTREAL.

Office of **HARDWARE AND METAL**,  
232 McGill Street,  
Montreal, March 9, 1906.

Owing to continued advances in the essential chemicals which enter into the manufacture of Paris green, the Canadian makers hardly know where they stand, and all prices have been withdrawn for the present. It is probable that when the prices of chemicals steady themselves, new lists on Paris green will be issued, showing a marked advance over former quotations.

There is still great strength exhibited in all classes of lead products and one feature of the week has been a good demand for dry colors. The painters seem to be already getting to work in preparation for a heavy Spring rush. Liquid paints have been steadily shipped to fill orders which travelers have been energetically booking for some time.

Considerable anxiety is shown by the grinders regarding their supplies of white lead. The corrodors are turning out good quantities now, and are still installing new cylinders, so that they believe they will be able to look after the Spring demand, which, they state, has surprised them by its volume. At present they are taking care of rush orders fairly satisfactorily.

Linseed oil has dropped two cents from last week's prices, but, otherwise, there is no change in price to mention.

**Linseed Oil**—We quote. Raw, 1 to 4, barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.. f.o.b., Montreal, net 30 days.

**Turpentine**—Last week's price holds steady and we still quote prices as follows: Single barrel, 98c. per gallon; two barrels or over, 97c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

**Ground White Lead**—We give prices as follows: Best brand Government standards, \$6.00 to \$6.25; No. 1, \$5.65 to \$5.90; No. 2, \$5.30 to \$5.65; No. 3, \$5.05 to \$5.30, all f.o.b. Montreal.

**Dry White Zinc**—Our prices remain as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehig, 5c. to 6c.

**White Zinc** (ground in oil)—We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We quote as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—We still quote: Genuine red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Prices range from \$1.20 to \$1.40 per gallon.

**Castor Oil**—We are still quoting as follows: Firsts in cases 8 1-2c., in barrels 8c., seconds, in cases 8c., in barrels, 7 1-2c.

**Refined Petroleum**—Our prices are as follows: American water white, 17c.; Canadian prime white, 15 1-2c.; astral, 20c., ex warehouse.

**Paris Green**—As mentioned in our introduction, prices of Canada Paint Co's Paris green have been withdrawn for the present. Berger's English is now quoted as follows: Barrels, 600 lbs. 22 3-4c.; kegs, 250 lbs., 23c.; drums, 25 lbs., 24c.; drums, 50 lbs. and 100 lbs., 23 1-2c.; 1-lb. packets, 24 1-2c.; 1-lb. tins, 25 1-2c.; 1-2 lb. packages, 27 1-2c. per pound. Terms, 2 per cent. off, 30 days.

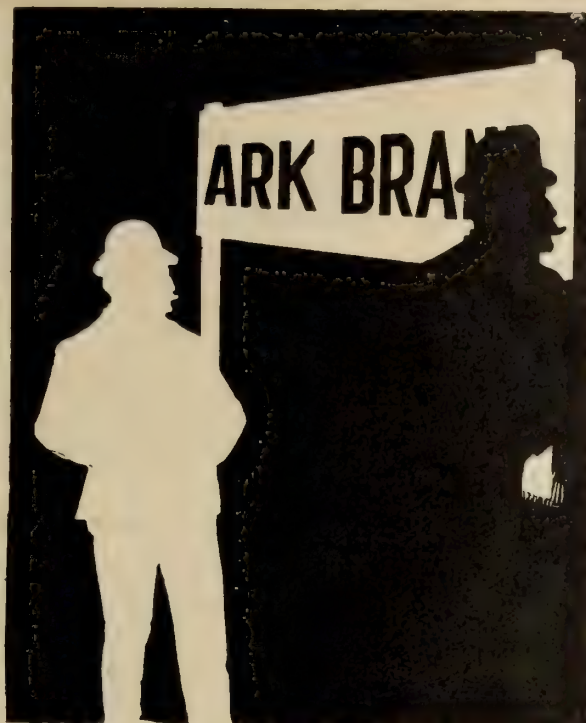
**Window Glass**—Bookings are practically complete, and, as there is so much ordered to come out on the first steamer in the Spring, the only anxiety is regarding deliveries. Our quotations are as follows: First break, 50 ft.. \$2.10; second break, \$2.20; first break, 100 feet, \$4.00; second break, \$4.20; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5.00; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8.00, and seventh do., \$9.00. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00; and twelfth do., \$28.50.

### ONTARIO.

Office of **HARDWARE AND METAL**,  
10 Front Street East,  
Toronto, March 9, 1906.

The state of white lead is unchanged in so far as any easing of the market is concerned, and importations from the





## "IN THE LIGHT"



**Y**OU stand in your own light when you sell a paint which contains materials of doubtful merit.

Some dealers are captivated by the large profit on one sale, and forget that it is the **dollars** in the bank at the end of the year which makes them wealthy.

## Ark Brand Paint

will make your other business grow.

It builds a reputation for selling the best there is of everything—and such a reputation brings the **dollars**.

Sell "**ARK BRAND**" PAINTS—"Canada's Best"

**The FRANCIS-FROST CO. Limited.**  
TORONTO, ONT.



Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish.

A few more of our  
**TRADE MAGNETS and  
TRADE RETAINERS**

**MARTIN-SENOUR'S  
PORCH AND DECK PAINT**  
"Stands the weather."

**MARTIN-SENOUR'S  
E. Z. FLOOR AND FURNITURE  
STAIN**

Non-fading. Does not obscure the grain of the wood. Made to walk on.

**MARTIN-SENOUR'S  
CARRIAGE PAINT**  
It's "Superfine," everything said.

**MARTIN - SENOUR'S  
SCREEN PAINT**  
Made specially for screens and frames. Will not choke the wire mesh.

**MARTIN'S WHITE ENAMEL**  
Air-drying. The White that stays White.

**THEY SELL**

## THE MARTIN-SENOUR PAINTS

**100% PURE**

FOR  
EXTERIOR  
WORK



FOR  
INTERIOR  
WORK

Our EXCLUSIVE Agency Proposition will interest you.  
Particulars upon application.

**SENOUR'S FLOOR PAINT** The original reliable standard brand.  
**WEARS LIKE IRON.** Known the world over.

Address our nearest office for color cards and further information.

## THE MARTIN-SENOUR CO., LIMITED

142-144 Inspector Street, MONTREAL  
2514-2522 Quarry Street, CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited  
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited  
HALIFAX, N.S.



## VERONICA GREEN

SURPASSING ALL OTHERS.  
READY FOR SHIPMENT ON  
THE SEVENTEENTH OF MARCH  
VERONICA GREEN  
WILL  
CARRY THE GREEN  
TRADE OF CANADA.

VERONICA GREEN  
VERONICA GREEN  
VERONICA GREEN  
LABEL IS REGISTERED  
LABEL IS REGISTERED  
LABEL IS REGISTERED  
AT OTTAWA  
AT OTTAWA  
AT OTTAWA.

VERONICA GREEN  
WILL BE READY  
FOR DISTRIBUTION  
AND SHIPMENT UPON

SAINT PATRICK'S DAY  
SAINT PATRICK'S DAY  
SAINT PATRICK'S DAY.

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VERONICA GREEN  
WILL BE READY  
FOR DISTRIBUTION  
AND SHIPMENT UPON

SAINT PATRICK'S DAY  
SAINT PATRICK'S DAY  
SAINT PATRICK'S DAY.

COMMENCE THE SPRING  
WITH

VERONICA GREEN  
VERONICA GREEN  
VERONICA GREEN.

## VERONICA GREEN

Old Country are being rushed overland to meet the trade demands. A large part of the white lead used in Canada this year must come from over seas, and consequently there is little expectation of any decline in prices, but rather the reverse.

Linseed oil is steady and prices the same here. No appreciable change in prices is expected for a month or so, until the Argentine seed is on the market, and the season's demand is better gauged.

Turpentine still holds very firm at the last advance quoted, and it is altogether likely that varnishes will advance in sympathy in the near future. There is no change to record, but advices from the south would indicate the possibility of another slight advance shortly.

Paris green is away up and the market is in a very unsettled condition with prices changing almost daily. Owing to this uncertainty salesmen refrain from giving prices and refer customers to the house for quotations. Pending a more settled condition, prices on both Berger's English and Canadian green have been withdrawn.

Business generally is very active, and the outlook is for a better season than has yet been recorded. Ready mixed and dry colors are going forward in good quantities and much earlier than ever before.

**White Lead**—Ex Toronto, pure white, \$6.30; No. 1, \$5.92 1-2c.; No. 2, \$5.5; No. 3, \$5.30; No. 4, \$5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, \$5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.60; No. 1, in casks of 500 lbs., \$5.50, ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

**Single Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

**Paris Green**—Prices have been withdrawn owing to recent advances.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, \$1.00 to \$1.02 f.o.b. point of shipment, net 30 days. For less quantities than barrels, 5c. per gallon extra will be added, and for 5-gallon packages, 50c., and 10-gallon packages, 80c. will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11

1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Rehned Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

### CASTOR OIL FOR RAILWAYS.

An interesting fact in connection with the castor oil trade is that the railways in South Africa alone use 700 tons yearly for lubricating purposes. Castor oil is an excellent and economical lubricant for railways, if the superior grades are used. The quality graded second by reputable manufacturers is considered about right for this purpose, but the so-called "commercial" castor oil is not nearly so efficacious or economical. As a matter of fact, the most of this is not real castor oil, as it is not produced from the castor bean.

A very considerable amount of castor oil is used for this purpose by steamships on the Great Lakes, as it is generally admitted that for machinery of heavy design it is one of the best possible lubricants.

Whether it will be adopted to any extent by the Canadian railways remains to be seen. It is said, however, that even in cold weather it should work satisfactorily.

### NEW CANADIAN BRANCH.

Wilkinson, Heywood & Co., London, England, paint and varnish manufacturers, have opened a Canadian branch at 300 Notre Dame street west, Montreal, and will carry a large stock of varnishes and colors of their own manufacture. Francis C. Reynolds, who is in charge of the branch, was for fifteen years manager for Wm. Harland & Son, of London, England, with headquarters in New York.

The products of Wilkinson, Heywood & Clark, Limited, are well-known in Canada, but they have not been as actively pushed in North America heretofore as they propose to do hereafter.

### FORMALDEHYDE DISINFECTION.

It is not generally known that formaldehyde requires a reasonable amount of warmth in order to exert its disinfecting power. In the Winter its power over many germs seems to be very small, so that rooms to be disinfected with it must be artificially heated to Summer temperature. It is also useful to bear in mind that the presence of ammonia in the atmosphere of a room or of acetone vapor is of great assistance to the action of the formaldehyde upon germs of all kinds.



### GENERAL STORE WRECKED BY EXPLOSION.

The explosion of a keg of gunpowder on the evening of March 1 wrecked the store of Aaron Wenger, in Ayton, Ont. One of the clerks, A. Wagner, was weighing out some powder and had replaced the lid of the keg. Some grains of the powder fell on it, and a customer suggested putting a match to them to test the powder. Young Wagner did so, but the powder did not burn. He lit another match and as he was about to apply it the explosion took place.

Wagner was hurled clear out of the store and was found on an embankment in the rear, his clothes on fire, himself frightfully burned, and so seriously injured that his recovery was despaired of. Three customers who had watched the attempt to test the powder, Messrs. Widmeyer, Votier and Hoemings, were badly burned, but escaped wonderfully well. Doctors were quickly called to attend the injured.

The interior of the store was badly wrecked and the windows, with sashes, were blown out. Fire started and, though quickly extinguished, the loss by smoke and water was estimated at \$2,000. The shock of the explosion was felt through the town.

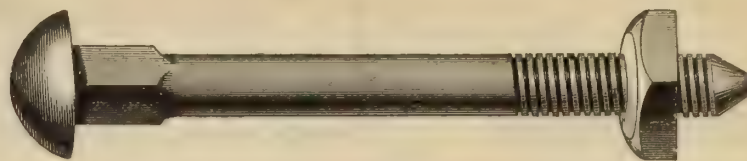
**CHARLES H. FOX**

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.



## **BOLTS**

When it is question of giving satisfaction in the matter of Bolts, we have the goods.

Material is rolled by us and particular care is taken to have it exact to size.

Threads are true—Nuts fit properly.

We make all kinds, Carriage, Machine, Sleigh Shoe, Tire, etc

When ordering specify the brand.



STANDS FOR QUALITY.

# **The Montreal Rolling Mills Co.**

## **TO THE VARNISH BUYER**

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

**VARNISH MANUFACTURERS**

**WALKERVILLE, ONT.**

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.



# Consolidated Plate Glass Company of Canada Limited

# WINDOW

# GLASS

# PLATE

# GLASS

TORONTO  
MONTREAL  
OTTAWA  
LONDON  
WINNIPEG

## BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Montreal Street Railway Co. will spend \$750,000 in the construction of new rolling stock.

Public notice is given of the incorporation of the Dominion Brazing Co., Limited, with a capital stock of \$100,000.

Capt. P. N. Thompson, Vancouver, has applied for thirty acres adjacent to Nairn Falls, on the Green River, for the purpose of developing a waterpower there.

The work of developing power from the Kakabeka Falls, 16 miles west of Fort William, is nearing completion, and by the 1st of June, 1906, electrical energy will be supplied to the twin towns.

The Vancouver Furniture Manufacturing Company will commence operations next month. The factory will use native woods and will be 50 by 100 feet in size. Machinery is now on the way from the east.

Greer Bros., of Port Arthur, have secured the contract for supplying 2,000,000 ties for the new transcontinental railway, to be delivered this Summer. This is the largest contract of its kind ever given in Canada.

The net earnings of the Temiskaming Railway for 1905 were \$113,772, the percentage of gross earnings to operating expenses being 55 per cent. Track-laying northward is now going on and they expect to reach Black River by June 1.

The Hydro-Electric Power Commission and the different companies engaged in power development of Niagara Falls have arrived at an arrangement whereby the companies will furnish the commission with information as to the cost of development of electric power from the falls.

At a recent meeting of the Montreal Chambre de Commerce, the advisability of imposing a tax on United States contractors doing business in Canada was discussed. It was stated that Canadian contractors had to pay a tax in United States. The matter was referred to the committee on industries and manufactures.

The city of St. John, N.B., will ask the Legislature for power to take a lien for taxes on the property of deceased persons, and bankrupt estates. They will also seek power to buy or expropriate the gas plant operated by the Street Railway Company, and to operate street railways in Cardston, a section of the city where there are no lines.

Senator Domville announces that he has been successful in England in floating a syndicate to undertake the construction of the Canadian Central Railway, from Montreal to Ottawa, the charter for which was granted at the last session of Parliament. The new road will be operated by electricity, and will have further extensions in the future.

The Canadian Pacific Railway has paid the Province of Quebec seven million dollars, being the amount in full of their indebtedness for the purchase in 1882 of the Quebec, Montreal, Ottawa & Occi-

dental Railway from the Chapeau Government. The C.P.R. has been paying 4½ per cent. on this debt, but have now been able to negotiate a loan at a more advantageous rate.

At one of the recent sittings of the Private Bills Committee in the Quebec Legislature, a new industrial scheme was knocked on the head by the defeat of the bill introduced by the Southern Electric Company. This company proposed to acquire its power from the Shawinigan, and asked the right to operate on the south shore of the St. Lawrence, whence it intended to reach Thetford Mines and other important centres.

The Montreal Light, Heat & Power Company have decided to expend \$5,000,000 in improving and developing their plant. They will construct two new power-houses, and will develop their water-power on the Soulanges Canal. They will connect all their steam and water-power plants by means of underground cables, so that the failure from one supply will not affect the operation of the company's service.

It is said that Montreal men are interested in the establishment of an electric power plant at the mouth of the Maritime Coal Company's mines at Cumberland, N.S. This company, of which Senator William Mitchell of Montreal is the head, will be the first to take up Edison's idea of generating electric power right at the mines, and transmitting it by wire, instead of hauling coal long distances for that purpose.

Twenty thousand horse-power is to be developed from Lillooet Lakes, B.C., by the Burrard Power Company, who will build a plant at Port Haney, on the Fraser River. It is said that on account of the elevation of these waters—four hundred feet above sea level—a reservoir will be unnecessary, the natural discharge being sufficient. The area of Lillooet Lakes is about forty-five hundred acres, and the watershed feeding them is very large.

### Companies Incorporated.

Galt Electric Gas Fixtures Company has been incorporated under Ontario charter with a share capital of \$40,000 for the purpose of manufacturing electric and gas fixtures. The provisional directors are Henry Dakin, R. G. Struthers and M. A. Secord, with head office at Galt.

The Lloyd-Thompson Wire Company has been incorporated under Ontario charter with a share capital of \$75,000 for the purpose of making all kinds of wire. The provisional directors are C. S. Lloyd, G. C. Thompson, and W. M. Smith, with head office at Toronto.

The Smith Marble & Construction Company has been incorporated under Dominion charter with a capital stock of \$40,000 for the purpose of carrying on the business of contractors and builders. The provisional directors are Peter Smith, Allan Smith, D. A. Campbell, W. J. Henderson and A. C. Calder, with



Dynamic Machine Works has been incorporated under Dominion charter with a capital stock of \$15,000 for the purpose of manufacturing electrical apparatus and machines. The provisional directors are S. Humphreys, G. Humphreys, E. J. Featherstonhaugh, Lloyd Blackmore and W. G. Throsby, with chief place of business at Montreal.

The Canadian Bag Company has been incorporated under Dominion charter with a capital stock of \$1,000,000 for the purpose of manufacturing bags, jute, linen, cotton cloth, twines, etc. The provisional directors are H. R. Drummond, H. L. Rutherford, Edgar McDougall, A. W. P. Buchanan, G. L. Cains and J. S. Robertson, with head office in Montreal.

The Cobalt Silver & Copper Mining Company has been incorporated under Ontario charter with a share capital of \$500,000 for the purpose of carrying on a general mining and development business. The provisional directors are F. E. Ketchum, G. P. McCallum, C. W. Baldwin, C. J. Brook and C. H. McBean, with head office at Sault Ste. Marie.

The Moffat Fuel Saver Company has been incorporated under Dominion charter with a capital stock of \$100,000 for the purpose of manufacturing smoke-consuming and fuel-saving apparatus. The provisional directors are N. J. Ker, J. G. Turiff, E. Seybold, A. Fleck, R. C. Tate, W. H. Ostrom, A. W. Fraser, D'Arcy MacMahon and John Moffat, head office at Montreal.

Sanderson Percy & Company have been incorporated under Ontario charter with a share capital of \$100,000 for the purpose of taking over the Sanderson Percy business and continuing it as manufacturers and dealers in paints, colors, etc. The provisional directors are Sanderson Percy, C. N. Haldenby and J. D. Craig, with head office at Toronto.

Sheldons Limited has been incorporated under Dominion charter with a capital stock of \$200,000 for the purpose of manufacturing and installing heating, ventilating and drying systems and structural steel, etc. The provisional directors are W. D. Sheldon, S. R. Sheldon, J. M. Sheldon, W. H. Sheldon and J. R. Blake, with chief place of business at Galt.

Hydrogenic Fuel Company of Canada has been incorporated under Dominion charter with a capital stock of \$100,000, for the purpose of manufacturing furnaces and apparatus for the combustion of hydrogenic fuel. The provisional directors are J. C. Simpson, P. M. Robertson, S. A. McMurty, F. H. Shaw, and F. G. Bush, with chief place of business at Montreal.

The General Development Corporation of Canada has been incorporated under Dominion charter with a capital stock of \$1,000,000 for the purpose of carrying on a general construction business. The provisional directors are Viscount Templeton, E. B. Robinson, H. A. I. Robinson, Lord Rosmead, W. G. P. Morden and Earl of Drogheda, with chief place of business at Montreal.

#### CEMENT NOTES.

Brandon City Council is asking for tenders for from 5,000 to 7,000 barrels of Portland cement.

The National Portland Cement Company at Durham are getting in shape to commence work as soon as possible.

## BEST ELBOWS

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## CONDUCTOR PURPOSES

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TRADE MARK

*F. Dieckmann*

CANNOT BURST

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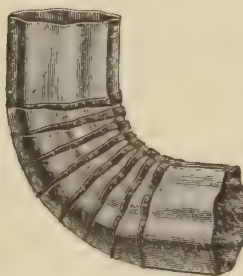
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line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

**Better Write To-day.**

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**Pease Foundry Co., Limited**  
TORONTO

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WINNIPEG



**BUILDING NOTES.**

A Baptist Church will be built at Picton, Ont.

Drayton, Ont., will have a new Anglican Church.

A \$10,000 town hall will be built at Eggarville, Ont.

Petrolia is to have a new public school costing \$16,000.

Kincardine, Ont., is asking for tenders for a high school.

Hamilton post office will be improved to the extent of \$7,000.

Knox Church, Stratford, will erect a Sabbath school building.

Moose Jaw will have a Y.M.C.A. building to cost \$40,000.

Sunderland, Ont., has called for tenders for a new town hall.

W. E. Idsardi purposes erecting a business block at St. Thomas.

St. Matthew's Church congregation of Ottawa will erect a new edifice.

Wingham, Ont., will have a high school, to be ready by January, 1907.

The Waterloo County Golf Club will build a clubhouse to cost about \$10,000.

F. B. Moffat, of Enderby, B.C., is preparing to erect a flour mill at that point.

Tenders are being asked for a brick residence for Hugh Clark, M.P.P., of Kincardine.

D. A. Vaughan, of St. Stephens, N.B., will build a paper box factory at Sussex, N.B.

A four-storey brick block designed for use as a hotel will be built by J. S. Wood, of Vancouver.

The British Columbia Telephone Company will erect a new building at Vancouver to cost \$45,000.

The Felt Roofing Company will build a new factory at Brantford, with a capacity of 25 to 30 tons a day.

The Lansdowne Park Improvement Company will erect a cement block show building at Ottawa to cost \$45,000.

T. Kinnear & Co., wholesale grocers, of Toronto, will build a warehouse in Peterboro three storeys high, 30 by 75 feet.

The Natural History Society of Montreal has purchased a site upon which they will erect a new museum and offices.

Tenders are asked for the erection of a 35,000 bushel elevator at Manor, Sask. by the Manor Farmers' Elevator Company.

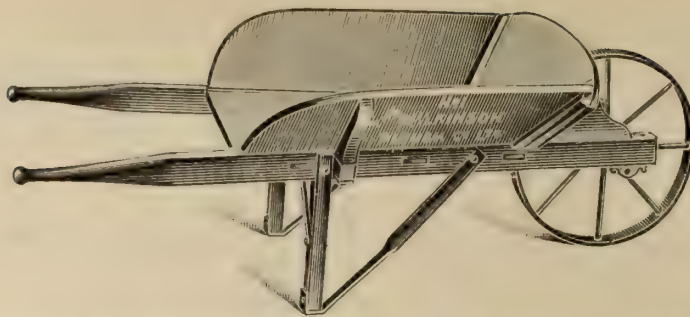
The Borland Carriage Company, of Stratford, will build additions to its factory shortly which will double its capacity.

The Redemptionist Fathers, of Montreal, will build a novitiate in Hintonburg this year to cost between \$40,000 and \$50,000.

Toronto building permits for the first two months of this year amounted to \$836,000, as compared with \$591,000 for same period last year.

Smith & Sherburne, of Vancouver, have been awarded the contract for building the new C.P.R. freight sheds at Vancouver. The contract price is approximately \$20,000.

North Battleford will have a busy year in building. At present there are under construction a cold storage warehouse, a

**WHEELBARROWS, LAWN ROLLERS, SCRAPERS**

Well and Strongly Built—Attractively Painted

Garden, Stable and Contractors' Barrows of every description. Also "odd" styles for all kinds of work. Drag and Wheel Scrapers for excavating and railway work. Lawn Mowers, large, small, balanced handle. Full weighted and nicely finished.

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TORONTO—CANADA

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In the Plating line we can attend to your needs in **BRASS, COPPER, OXIDIZED COPPER and NICKEL PLATING**.

LET US HEAR FROM YOU,

**WHITTAKER STOVE WORKS, - - Windsor, Ont.**

**James Hutton & Co.**

Manufacturer's Agents

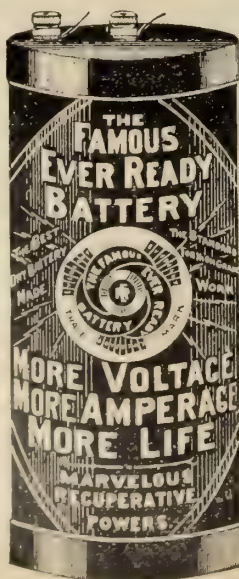
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**FOR AUTOMOBILE and  
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Write for Prices

**JOHN FORMAN**

248 and 250 Craig St. W., MONTREAL, - Que.



track warehouse, jewelry store, hotel addition, and a number of dwellings.

Welland, Ont., looks to a large year in building for 1906. In addition to the Plymouth Cordage Works already under construction there will be a new steel and iron works to cost \$100,000, buildings for M. Beatty & Sons Co., and Robertson Machinery Company, besides extensions of the electric railway, Government drain and town waterworks.

#### BUILDING ACTIVE IN MONAREAL.

The new Simpson Garland building on Notre Dame street will have foundations sufficiently strong for a seven-storey structure.

The Roval Bank building will be under contract by the first of April, and the new Desbarats building will be a six-storey structure of pressed brick.

The Montreal Light, Heat & Power Company's new home will be seven storeys and will measure 95 feet on Craig and 100 feet on the side street.

The new offices of the Dominion Guarantee Company will be built of a light sandstone, three storeys, with a basement. The building will measure 39 feet on St. James street and will extend back 81 feet in the lane.

The new Credit Foncier building, plans of which have been approved, will be situated on the corner of St. James street and St. Lambert Hill. It will cost \$400,000 and will, it is understood, be constructed by the Canadian White Company.

Builders are to have a very busy season in Montreal during the ensuing season. The list of large buildings to be erected includes several apartment houses of superior type in the residential districts, but there is to be great activity in the down town section as well.

#### FRAUDULENT BELGIAN CEMENT.

The Portland cement industry of Belgium is suffering from a serious fraud, said to be exercised in great proportions. It is said that natural cements are mixed with artificial Portland cement and the product resulting is sold at a much lower price than the genuine article.

When used for building purposes this fraudulent product proves a failure and seriously damages the reputation of the genuine Belgian product. A warning, therefore has been given by the trade in Belgium and buyers are told they must insist on the bags or kegs either being leaded or properly branded with the names of prominent firms.

Belgium exported in 1905 688,825 tons of cement as against 588,295 tons in 1904, an increase of more than 100,000 tons, while there was a decrease in importation of cement of 4,000 tons.

#### BUSINESS CHANGES HANDS.

A. C. Leslie & Co., Montreal, have made a new departure in purchasing from the estate of E. H. Copland the business formerly carried on under the firm name of Copland & Co. in that city.

This branch will be carried on as a separate department, under the management of W. T. Cox, who was for years chief clerk for Copland & Company.

The change in management will not affect the business of the firm, which will continue to deal in fire brick, fire clay and other foundry supplies, as well as various chemicals.

THIS IS THE  
SHEET METAL  
AGE

## THE GALT ART METAL CO. LTD.

### OUR LINE

**Galt "Sure-Grip" Shingles**  
Quick sellers, quick layers, best roof made.

**Galt "Art" Sidings**  
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

**Galt Classik Ceilings**  
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

**Cornices and Skylights**  
Any design or style; work from architects' details our specialty.

**Corrugated Sheets**  
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

**We want representatives in every place**  
Dealers should have our catalogues.

THE GALT ART METAL CO., Limited, Galt, Ont.

## The Tariff Commission

No doubt find it very difficult to satisfy the claims of all manufacturers and farmers in every section of this **GREAT AND GLORIOUS COUNTRY**. It is well that retaining their position does not depend on their doing so.

Dealers all over the land will find it just as impossible to hand out **ALABASTINE** to their customers, if delay is made in ordering—full assortment—until the **RUSH IS ON**, because won't have it in stock.

**ALABASTINE** is the **WALL-COATING THE PEOPLE WANT**. It is **SANITARY, DURABLE** and **BEAUTIFUL**, and is advertised in a way that will bring trade. You cannot sell goods if you don't have them, and it won't pay to try to persuade customers to take something else, even any other color or tint than the one selected. Out of any shade may mean **NO SALE** and consequent loss of profit.

Look over your stock—order now—direct or from jobber. You know the terms.

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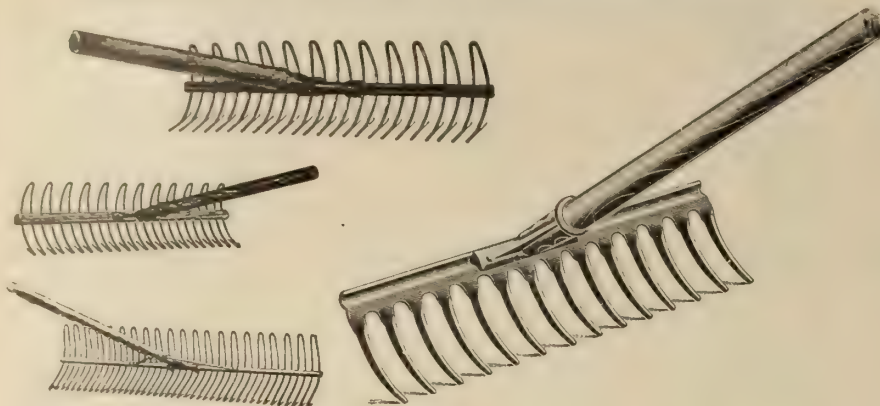
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We are the largest manufacturers of **Posthole Diggers** on earth.  
If interested please write for our Catalogue.

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SMALL FRAME  
LIGHT WEIGHT

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Small frame and stock enable us to produce a very attractive and symmetrical light weight, small bore gun.

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Building Bricks, Mortar Colors,  
Fire Bricks for all purposes,  
Metropolitan Paving Bricks.  
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The Hanover Portland Cement Co., Limited  
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OF PORTLAND CEMENT

Prices on application, Prompt shipments

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STREET PAVING and SIDEWALKS a SPECIALTY

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# "DOMINION BRAND" ROOFING MATERIALS ARE THE BEST FOR YOU

BECAUSE they are the most durable and in every way the most satisfactory.  
BECAUSE their quality remains long after the price is forgotten.  
BECAUSE they are the easiest to sell. You know what that means.

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WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

**ERIE SPECIALTY COMPANY, ERIE, PA.**

## GURNEY CYLINDER LOCKS

Are on the market for Canadian Hardwaremen.

If you are not selling them you are confronted with this paradox: **You expect Canadian custom, but you are not handling made-in-Canada goods.**

If your patrons evade you your business "passes out." They do not evade you because they know there are advantages in buying "near home." Some Hardwaremen know the same truth as regards their order policy.

For instance,

## GURNEY CYLINDER LOCKS

are cheaper and infinitely better than most American locks. Hardwaremen who order the "Gurney" kind do not have to pay any "duty" price, nor do they have to ask their customers to pay it.

This phase of the case is worth pondering over. If you would like to go deeper into the case, secure copies of **Catalogue No. 7** and **Supplements**.

**THE GURNEY, TILDEN CO., LIMITED**

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of the latest designs of **Porcelain Enamelled Bath Tubs,  
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**Now ready** for distribution and will be mailed on application.

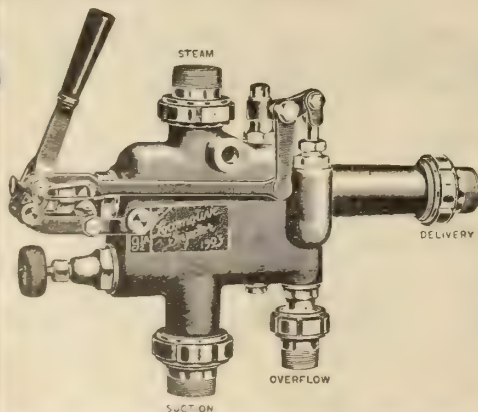
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**Locomotive, Marine and  
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**The  
J.M.T.  
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A perfect machine,  
carefully constructed,  
of highest-grade metal.  
Fully Guaranteed.

Pioneer Makers in Canada  
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The double tube machine  
doubly insures perfection in  
working qualities and utility.  
"The old reliable Boiler Feeder."



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**J. M. T. Injectors - For Sale by all Dealers.**



The J. M. T. Injector for  
Stationary Boilers.



# PLUMBING AND STEAMFITTING

## VENTILATION OF WORKSHOPS.

The ventilation of workshops and other large structures combined with adequate lighting by daylight, is a subject which has been given much study by architects and consulting engineers. It is recognized that plenty of pure air is essential to health, and where many men are employed it is not possible to realize the best results without proper ventilation and good light. Inseparable from the question of ventilation is the question of heating, and therefore, wherever possible, the two should be combined. A fan drawing air from a building is likely to produce cold drafts, and the best method of ventilation is to force with a fan a large quantity of heated air into the rooms to be ventilated. It is a common practice to install plenty of pipe heating the air to about 100 degrees, which is sufficient to not only ventilate the building, but also to heat it in the most severe weather.

In many cases the fan system of heating is not possible, and in such a case the Buffalo ventilator is considered very efficient. The top, of wired glass, is set in a groove, and made absolutely watertight by means of waterproof cement. Below the glass top is a trough into which runs any condensation which may gather either on the glass or on the iron. The braces holding the wind shield are so placed that it is absolutely impossible for any moisture to enter through the ventilator.

The Buffalo ventilator is so constructed that when most needed—during calm weather—the ventilator will be effective in drawing the impure air from the interior of the building. Any movement of the outer air across the top of the wind shield is not only prevented from causing a back current, but on the contrary forms a suction which induces an upward flow of air in the opening. All parts are stationary and absolutely rigid, so that no attention is required. The machine will not get out of order, and it is absolutely noiseless.

Every factory should be equipped with some form of ventilator, so that impure air or gases accumulating therein will be constantly drawn out and replaced with fresh air. By the use of the ventilator the air of the rooms will be constantly changed and kept comparatively pure, adding to the efficiency of the workmen by improving their health. The demand for ventilators is constantly increasing as the owners of buildings become acquainted with their merits by experience, observation and the recommendation of previous buyers.

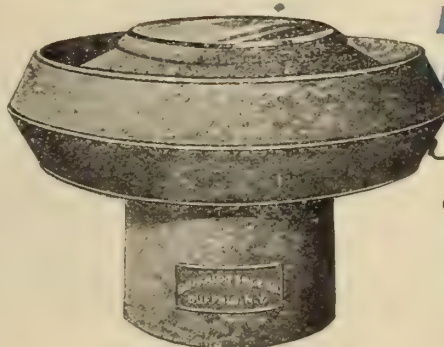
The Canadian Buffalo Forge Com-

pany, Montreal, offer to send some interesting reading matter explaining in further detail the style of construction and operation of the Buffalo Ventilator manufactured by them.

## TORONTO CIVIC INVESTIGATION.

The "Adjournment Commission," which for five months has been unearthing facts great importance regarding the building of the Toronto City Hall, again stands adjourned until March 20th. This adjournment is due to the fact that Judge Winchester, who is doing the work of the most elaborately constructed commissions, and doing it exceedingly well, is also doing the routine work that falls to him as Senior County Judge. Before 20th Judge Winchester will, besides discharging his regular duties, examine between eight and nine thousand letters in the letter books of the City Hall architect.

During the last examination George



The Buffalo Ventilator.

Clapperton, superintendent for Bennett & Wright, gave evidence with regard to the alleged padding of accounts against the city. He declared that Mr. Wright was not familiar with the details of the work done in connection with the City Hall, and was, therefore, not in a position to give exact evidence. The statements appearing in the firm's books as to the cost of material and the amount of labor done were in some cases erroneous. All labor and material was not entered up. For instance, in the item re two Demorest closets, the number should have been entered as "four" instead of "two." The books did not show any extras for time and material except by chance. "Were the accounts all honestly and accurately rendered to Mr. Lennox?" "Yes," replied the witness.

The interest now centres chiefly around Architect Lennox, who, before the close of the examination, spoke his

mind freely, calling one witness a "monumental liar." "No alderman has ever approached me," said Mr. Lennox, "to suggest any monetary favor for himself or for any contractor in connection with the City Hall. No contractor ever got any consideration beyond what was exactly right and honest. I intend to put every alderman and every contractor in the box and make them say whether or not they made any approaches to me or I to them in this connection, or whether there was any wrong-doing of any kind. I want all the insinuations in the press and all these dirty slurs about graft in the building of the City Hall cleared up."

## TRIAL BEGINS AGAIN.

The adjourned trial of the plumbing supply men in Toronto comes up again next week when it is hoped that a final decision will be reached. The case against the Hamilton master plumbers also comes before the High Court during the session in that city this week. Crown Attorney Washington claims to have some new evidence to offer, having secured the name of a journeyman who, it is said, claims he was forced to join the union when his employer found it necessary to join the Master Plumbers' Association. An investigation warrants the appearance of this man as a witness for the Crown against the alleged combine he will be subpoenaed.

## TRIAL BEGUN AT HAMILTON.

The trial of the conspiracy charges against fourteen Hamilton plumbers was begun on Wednesday before Mr. Justice Mahee and a jury. E. A. DuVernet, K.C., Toronto, and S. F. Washington, K.C., County Crown Attorney, prosecuted. George S. Lynch-Staunton, K.C., was for the defendants. True bills had been brought in on Tuesday against Messrs. J. F. Cummings, Henry Harding, Herbert Jones, J. S. Kennedy, G. S. Miles, Stephen Mellon, Andrew Rodgers, William D. Smith, J. H. Stewart, Hugh S. Wallace, W. J. Walsh, Isaac Walsh, Wm. J. Fitzsimmons and Wm. J. Clark. They were charged with conspiring, combining, etc., in 1902-3-4-5 unduly to limit the facilities for supplying or dealing in articles or commodities which might be the subject of trade and commerce; conspiring, etc., to restrain or injure trade or commerce in plumbers' and steamfitters' supplies; conspiring to limit the manufacture or production of commodities, to injure and do civil wrongs to persons and individuals engaged in trade as plumbers, and to commit an indictable offence.

The trials are to be taken up singly,



the case against W. J. Walsh being proceeded with first. Henry Morley, master plumber, Hamilton, and Thomas A. Stevens, supply man, London, gave evi-

dence similar to that given in Toronto and the case is proceeding at time of writing, being likely to last for several days.

## WARMING FARM HOMES BY WATER

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### ARTICLE II

In simple statement it would appear that the superior value of the water method is found in these resulting effects—in the mild and genial character of the air warmed; in its cleanliness; in its fuel economy; in the uniformity with which it distributes the warmth; in its simplicity and ease of management, and in the high assurance of safety which attends its use. Let us analyze these advantages separately.

Mildness of warmth is a very distinguishing feature. The equable and genial character of the air in a dwelling warmed by water is of great value. It is notable. This condition is not, as it is often erroneously stated, a result directly traceable to the water, as such, within the system. There is no direct connection between the water (inside the radiators and pipes) and the air of the room—impervious iron (through which there is no passage of moisture) hermetically separates the water from the air. The delightful condition of the air warmed by water radiators is due in part to the fact that no portion of a room thus warmed is ever overheated—the warming being accomplished by the continuous contact of the air with the liberal exterior surfaces of cast-iron radiators which are heated to a low degree of temperature by the water flowing through them—much lower than the temperature of the surfaces employed for transmitting heat by any other method. Freedom from the heater dust and noxious gases which are common to imperfect methods of warming, also insures a pureness of air and completes the delightful effect arising from mildness of warmth. Properly planned and erected, a water warming apparatus is capable of maintaining an atmosphere throughout a home which very much partakes of the refreshing character of the air of a morning in June—as balmy and delightful as its evening time.

### Water Heating Cleanly.

The feature of cleanliness is one of great importance, especially from the feminine view point. Many modes of heating occasionally throw out under certain conditions smoke, dust, dirt and gas which permeate the rooms, causing irritation, discomfort, and a large amount of unnecessary housework in dusting, re-dusting, cleaning and sweeping. The care of stoves causes much work in bagging coal and ashes up and down stairs and littlers up the house with dust and dirt. Imperfect methods of heating, imperceptibly at times, cause an amount of damage to hangings, curtains, furnish-

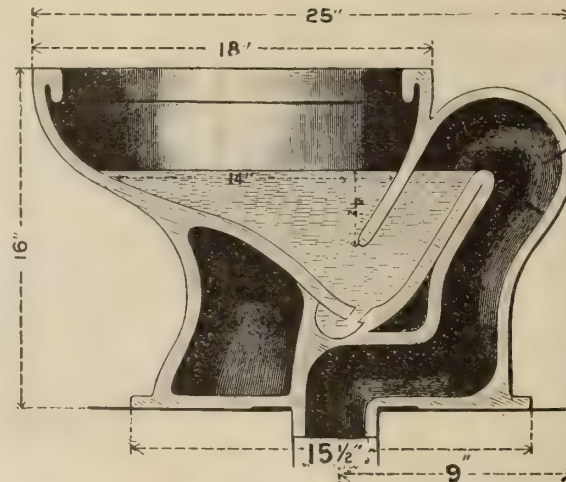
ings, carpets, and wall decorations of a home which foots up to a surprising aggregate. The ordinary ingress of dirt and dust floating in from the outer air, and from tracking, causes much work—a work which is never done—and which is very largely increased in homes which adopt or continue the use of old or faulty methods.

In the use of the water method well erected (and also the steam method) there is practically no heater dust, dirt or gas thrown into the living-rooms of the home. Compared with many ordinary methods a very large amount of household labor and damage is avoided by this method. In cities wherein soft coal is burned very largely, of course the water heating method does not prevent the home from sharing in its quota

With reasonable care the water method of warming will produce more heat (placing it where it is most needed) and from less fuel than any other system employed. In this respect, however, the steam method is nearly as efficient and economical.

In respect to the feature of uniform distribution of warmth the advantages are most noteworthy.

The radiators employed for distribution of heat are so located that an ample degree of warmth is delivered positively to each room. In the rooms exposed to severe or frequent wind—and winds are the greatest opposing force to the beneficial effects of warming apparatus, the delivery of heat from the water circulating through the radiator is not unfavorably affected by winds or by inner currents. Therefore, the supply of heat for each room is constant, inasmuch as it is scientifically calculated for each room with due respect to its size, its use and exposure to the weather. In the use of those methods which lack the positiveness of this and the steam methods, outer and inner currents often draw from and interfere with the heating of the rooms on the windward side



Sectional View—Showing Large Water Seal of New "Astoria" Closet.

of the smoke soot floating in the air, but in such localities the housework is very much lessened in the use of the water method, by reason of the avoidance of the additional sources of household dirt just enumerated.

The water method of warming a home considered in connection with the very thorough result which it produces is the most economical. While scientific relative tests with other commonly used methods by experts (university authorities, consulting engineers and by manufacturers) have fixed this fact, still its demonstration to some extent depends upon the intelligence applied to operating the heater. The method possesses possibilities easily developed and expert mechanical intelligence is not required to maintain the apparatus. To bring out the best results it is only necessary to apply a few simple, common-sense rules.

of a building. The water method which employs the use of radiators placed near the outside walls distributes warmth independently of air currents or exposure, insuring a uniform condition of comfort to all rooms.

(To be continued.)

### NEW CLOSET BOWL.

The James Morrison Brass Manufacturing Company, Toronto, are introducing the Astoria closet, the feature of which is the large deep water and square back bowl, a most sanitary arrangement. The seat is hinged directly to closet bowl and in no way comes in contact with the wall. By this device the back part of closet is easily accessible and kept clean. As will be seen by the illustration the closet is square at back and



oval in front, which gives a larger water surface than closets differing in shape, and can be flushed by a pail of water in the event of water supply being cut off, and can also be used for emptying slops into. The closet is practically noiseless and can be furnished with low-down or high-up tank, or with the Netherly patent flush valve (dispensing with tank directly to closet).

### DANGEROUS WORK CHARGED.

City Electrician Cambridge, of Winnipeg, has made vigorous charges of bad work in installing gas pipes in close proximity to electric wiring in that city.

"It is not very long since we had an interesting case in a Fort Rouge house," said Mr. Cambridge. "We inspected the wiring, but after we had done so gasfitters were called in and placed gas pipes under the floors. The electrical department refused to allow the current to be turned on at the house until the floors were taken up and the location of the gas pipes determined. The owner of the house objected and the gasfitters came to this office and affirmed that there was nothing wrong with the position of the pipes. We could not take that evidence and the owner finally consented to allow the costly hardwood floors to be ripped up. We found that it was quite worth our while to insist on the investigation for the pipes and wires were crossed in three different places, and we had to refuse to pass the job. With an abnormal electrical strain on the wires, such as would be caused by lightning, the current would probably have punctured the insulation. The flow of current would have made a hole in the gas pipe, the escaping gas would become ignited and have caused a disastrous fire.

"In another case we found that steamfitters ran pipes into a nest of electric wires in a Portage avenue block. In several American cities a proposal has been made to prohibit concealed wiring unless in conduit is being seriously considered, for the reason that gasfitters and tinsmiths are constantly interfering with wiring and are thus increasing the danger of fire from electric wires."

The incident emphasizes the necessity of a strong organization of the master plumbers, who have always advocated proper inspection of all work done in order to uplift the standard of work done by the trade and prevent unlicensed and incapable men undertaking plumbing and fitting jobs.

Andrew Sherat, secretary of the Master Plumbers' Association, Victoria, B.C., has secured the heating contract for the new customs house.

The contract covering the plumbing and heating of the new C.P.R. hotel at Victoria, B.C., has been awarded to R. J. Nott, Victoria, the price being \$90,000.

## PLUMBING MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 9, 1906.

Business is picking up well now, and good orders are being sent out every day, both for general plumbing and steamfitters' supplies.

Interest is pretty largely centred in iron pipe. The market in this article remains very firm, and, indeed, the makers are now asking higher prices than for some time past. It looks as if jobbers would have to revise their lists as soon as they get low on present contract prices.

Meanwhile, the only change to notice is in Canadian enamelware, on which new lists have been issued.

**Range Boilers**—Business is somewhat brisker than last week. Prices remain steady, as follows. Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.00; 35 gallon, \$24; 40 gallon, \$28.00. The discount on copper boilers is 15 per cent.

**Lead Pipe**—Quotations are unchanged, and are likely to remain so for some time, as the primary markets are now steadier. Our prices are: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Turnover is improving, and trade conditions generally are now quite satisfactory. We still quote: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—There is again talk of higher prices, as jobbers are beginning to get low on pipe purchased at contract prices, and makers are asking higher figures. We still give prices as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inches, \$30.00; 1 1-2 inches, \$36.00; 2 inches, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—A fair volume of business is reported. Discounts are as follows. Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and

extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—Last week's conditions still hold good. The market is rather unsteady, but prices are nominally quoted as follows: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder) 18c.

**Enamelware**—Demand is increasing and prospects are for a first-class trade this season. We quote: Canadian bath tubs, plate E 1, 5 feet, 1st quality, \$20.65, special \$18.65; plate E11 and E21, 5 feet, 1st quality, \$19.15, special, \$17.15; plate E35, 5 feet, 1st quality, \$24.65, special \$22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, \$22.25; 3 inch rim, \$29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, \$2.60, special \$2.45.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto March 9, 1906.

Prices on iron pipe are practically cut to the bone, with not a large demand while the stocks are heavy. It is expected though, that before a month's time, when the demand becomes greater, prices will be back to their normal state.

The sale of roughing-in goods is becoming more brisk as the building season opens. Finishing goods are rather lighter, but still being fairly well called for.

There is not a great deal doing in radiators, it being between seasons for them. Throughout the Winter installation work has been exceptionally active, but it is now nearing completion, and there is a consequent lightening of sales. There was, however, a 5 per cent. advance made during the week on account of the high price of iron.

Enamelware is fairly active and indications are that an advance will be effected in baths before a great while as a result of the present value of iron.

The 20 per cent. discount on lead pipe still obtains, and the market is quite firm. The weakness in lead has not affected solder, which is still firm at the same price.

The plumbing outlook generally for the coming season is very bright, and from the amount of figuring being done, every indication is that the volume of business this year will greatly exceed even that of last year.

**Lead Pipe**—Market continues in a weak condition. No change in prices, with same discount. We quote: Lead pipe, 8c.; discount, 20 per cent.

**Soil Pipe and Fittings**—There is no



change in price. Sales are showing an increase as the season advances. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—The open market continues but when the demand increases a steady condition is looked for. We quote: Black, 1 inch pipe, \$4.04; galvanized, 1 inch pipe, \$5.57. See current market quotations for other sizes.

**Iron Pipe Fittings**—Demand continues good with no changes to record. Market firm. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent.; American list.

**Galvanized Iron Range Boilers**—Not a great deal doing, the season being well over. Prices remain the same. We still quote as follows. 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

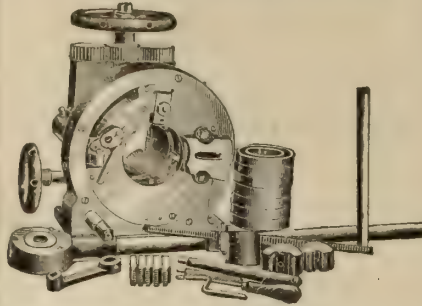
**Radiators**—After a very good Winter business is rather quiet, but prices, on account of the high price of iron, have advanced 5 per cent. on all lines. We quote: Hot water, 47 1-2 per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

**Solder**—Prices are firm and demand is good. Weakness in lead has had no effect in prices, which remain the same. Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enamelware**—Business is increasing with the advance in the season. Prices remain the same, but indications point to an advance in baths as a result of the price iron has reached. Prices very firm. We quote as follows: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

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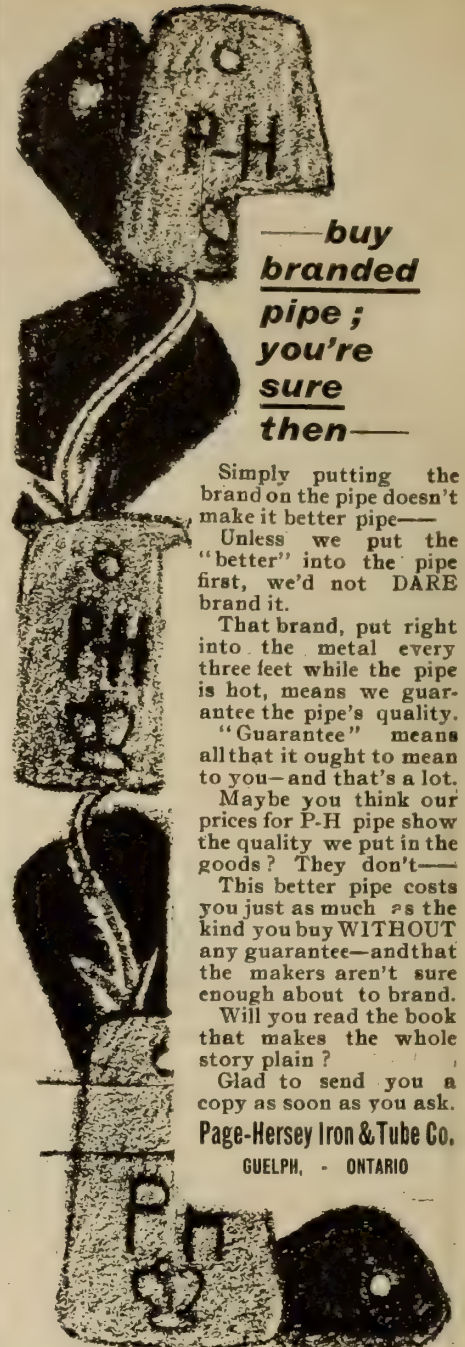
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Because if the paint is not what what you are making it out to be, the customer condemns your paint, and he condemns YOU, and your trade is condemned.

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Be honest with yourself and your trade—get a paint that stands for purity and a square deal in every pot sold. It means your profits.

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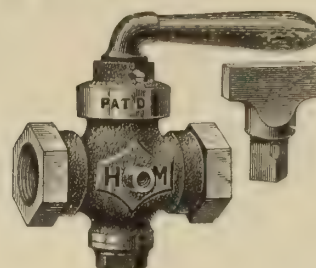
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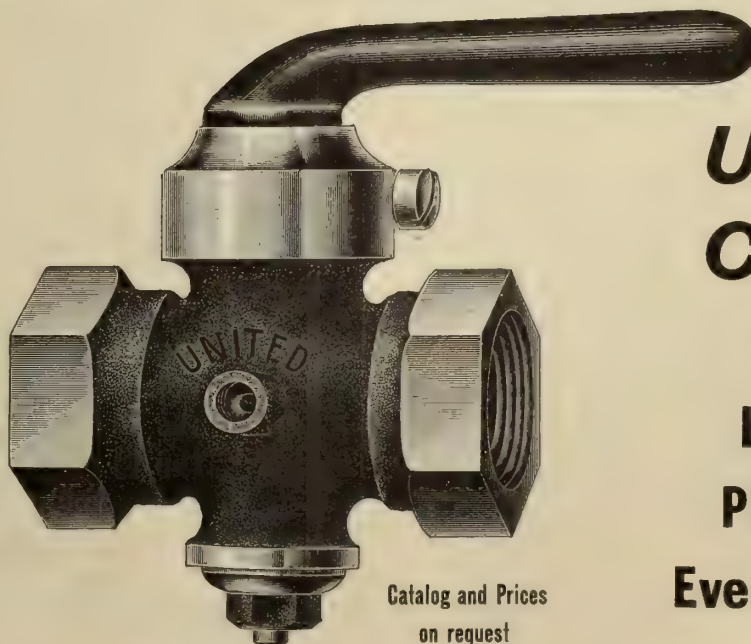
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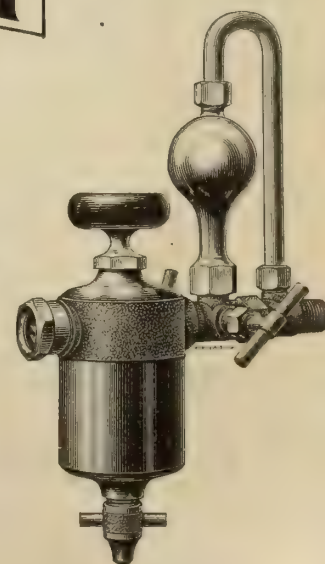


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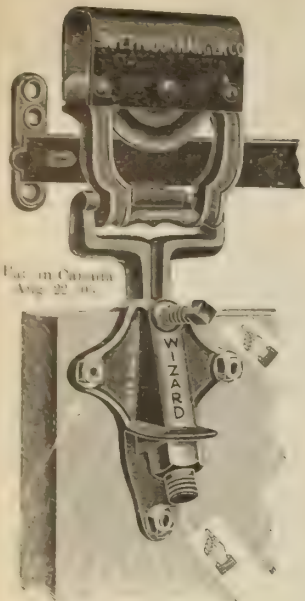


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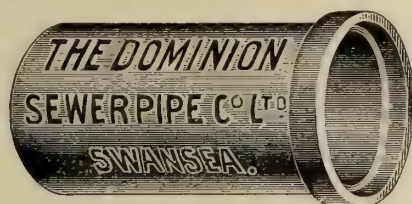
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TARRED FELT

There is no reason why you should continue to miss the business. And the same can be said of our

**READY ROOFING, BUILDING PAPERS, WRAPPING PAPERS**

We would like you to write for particulars—not some other day but to-day.

## ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

82 MCGILL STREET

## CURRENT MARKET QUOTATIONS.

March 10, 1906  
These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

### METALS.

#### TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$39 00 \$39 50

#### TIN PLATES.

Charcoal Plates—Bright. Per box.

M.L.S., equal to Bradley—

I.C. 14 x 20 base..... \$6 50

IX 14 x 20..... 8 00

IXX 14 x 20 base..... 9 50

Famous, equal to Bradley—

I.C. 14 x 20 base..... 6 50

IX 14 x 20..... 8 00

IXX 14 x 20 base..... 9 50

Raven and Vulture Grades—

I.C. 14 x 20 base..... 4 25

IX "..... 5 00

IXX "..... 5 75

IXXX "..... 6 50

Dominion Crown Best—Double

Coated, Tissue. Per box.

I.C. 14 x 20 base..... 5 50

IX 14 x 20..... 6 50

IXX 14 x 20..... 7 50

Allway's Best—Standard Quality.

I.C. 14 x 20 base..... 4 75

IX 14 x 20..... 5 75

XX 14 x 20..... 6 75

Bright Cokes.

I.C. 14 x 20 base..... 7 50

I.C. special sizes, base..... 4 00

20x25..... 8 00

Charcoal Plates—Terne

Dean or J. G. Grade

I.C. 20x28, 112 sheets..... 7 60

IX "Terne" Tin..... 8 50

Cookley Grade—

X X 14x55, 50 sheet box..... 7 00

" 14x60, "..... 7 00

" 14x65, "..... 7 00

Tinned Sheets.

72x30 up to 24 gauge..... 7 50

" 26..... 7 50

IRON AND STEEL

Common bar, per 100 lb. Montreal Toronto

Forged iron..... 2 05 2 10

Rolling..... 2 30 2 43

Horseshoe iron..... 2 45 2 50

Hemp steel 14 to 3 in. base..... 2 75

Slough shoe steel..... 2 17 2 20

Tire steel..... 2 27 2 30

Best sheet cast steel..... 0 12

B. K. Montreal Co.

" Alpha high speed..... 0 65

" annealed..... 0 70

" M Self-hardening..... 0 50

" J quality, best warranted..... 0 14

" warranted..... 0 14

" C..... 0 65

Jonas & Colver's tool steel..... 9 10

" "Novo"..... 0 65

" annealed..... 0 65

Chas Leonard..... 0 08

Cruible Steel Co..... 0 09

" Rex high speed steel..... 0 65

" Self-hardening..... 0 45

Cruible Special..... 0 16

" Silver steel..... 0 12

" Black Diamond..... 0 08

Thos Jowett & Sons B.P.L.

tool steel annealed..... 10 1

### BABBIT METAL

The Canada Metal Co.:

material, genuine,..... 0 40

Metallic..... 0 30

Hercules..... 0 20

Star..... 0 15

No. 1..... 0 12

No. 2..... 0 10

No. 3..... 0 07

No. 4..... 0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit..... 0 40

Standard Anti-Friction Babbit..... 0 30

" Special Babbit..... 0 25

Car Box Babbit..... 0 20

Extra..... 0 15

No. 1..... 0 12

No. 2..... 0 07

No. 3..... 0 05

Standard Phosphor Tin..... 0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch..... 0 45

No. 1 Monarch..... 0 30

" King Anti-friction..... 0 20

Fleur-de-lis Anti-friction..... 0 15

No. 1 Thurber..... 0 12

Philadelphia..... 0 10

Canadian..... 0 07

Hardware Babbit No. 1..... 0 08

" " "..... 0 10

" " "..... 0 06

Discount 20 to 30 per cent. according to size

of order.

### BLACK SHEETS.

8 to 10 gauge..... Montreal Toronto

14 gauge..... 2 45 2 55

17 gauge..... 2 30 2 35

18 "..... 2 30 2 35

20 gauge..... 2 30 2 45

22 "..... 2 30 2 51

24 "..... 2 30 2 60

26 "..... 2 35 2 75

28 "..... 2 40 2 90

### COPPER WIRE.

Discount, 50 per cent.

### CANADA PLATES.

Ordinary, 52 sheets..... 2 80

All bright..... 3 70

Galvanized Canada Plates, 52 sheets..... 4 10

Ordinary. Dom.

18x24x52..... 4 25 4 35

" 60..... 4 50 4 60

20x28x80..... 8 50 8 70

" 94..... 9 00 9 20

### GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Crown.

16 to 20 gauge..... 3 35 3 45

22 to 24 gauge..... 3 60 3 75

26 "..... 3 85 4 00

28 "..... 4 10 4 25

" Apollo..... 4 25

100 oz. (American gauge)..... 4 00

28 gauge..... 3 70

26 "..... 3 70

24 "..... 3 70

" Comet..... 3 70

" Bell..... 3 70

16 to 20 gauge 3 25..... 3 75

22 to 24 gauge 3 50..... 3 75

26 "..... 3 75

28 "..... 4 00

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00

" 5-16 "..... 5 60

" 7-16 "..... 4 45

" 9-16 "..... 3 85

" 11-16 "..... 3 70

" 13-16 "..... 3 55

" 15-16 "..... 3 45

" 17-16 "..... 3 35

" 19-16 "..... 3 25

Halter, kennel and post chains, 40 to 40 and

5 per cent.

Cow ties..... 40 p.c.

Tie out chains..... 65 p.c.

Stall fixtures..... 35 p.c.

Trace chain..... 45 p.c.

Jack chain, iron, single and double, discount

35 p.c. [count 40 p.c.]

Jack chain, brass, single and double, dis-

count 40 p.c.

### COPPER.

Ingot. Per 100 lb.

Casting, car lots..... 20 50

Bars.

Cut lengths, round, 1/4 to 1/2 in. .... 26 00

" round and square, 1/4 to 1/2 in. .... 26 00

Cut 1 to 2 inches..... 25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60..... 25 00

Plain, 14 oz. .... 26 00

Tinned copper sheet..... 27 00

Planished..... 34 00

Braziers (in sheets).

4x6 ft., 25 to 30 lb. each, per lb. .... 0 25

" 35 to 45 "..... 0 24

" 50-lb. and above "..... 0 23

### BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.

Spun..... }

### BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4..... 0 23

Tubing, base, per lb..... 0 23

### ZINC SELLER.

Foreign, per 100 lb..... 7 25 7 50

Domestic..... 7 00 7 25

### ZINC SHEET.

5-cwt. casks..... 8 00 8 00

Part casks..... 8 25 8 25

### LEAD.

Imported Pig, per 100 lb..... 4 35 4 45

Bar..... 4 65

Sheets, 2 1/2 lb. sq. ft., by roll..... 0 05

Sheets, 3 to 6 lb. .... 0 05

NOTE.—Cut sheets 1c. per lb., extra. Pipe,

by the roll, usual weights per yard, lists at 7c.

per lb. and 35 p.c. lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe

8-ft. lengths, lists at 8c.

### ANTIMONY.

Cookson's..... per lb. 0 16 0 17

### SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00

per 100 lb.; buck, seal and ball, \$7.50. Net

list. Prices are f. o. b. Toronto,

Hamilton, Montreal, St. John and Halifax.

Terms, 2 p.c. for cash in thirty days.

### PLUMBING GOODS

#### BATH TUBS.

Zinc..... 6 00

Copper, discount 20 per cent. off revised list.

#### BATHS.

Standard Enamel.

Plate E I, Fittings extra 1st quality Special

4 and 4 1/2 ft. 3 in. rolled rim..... \$19 15 17 15

5 feet..... 20 15 18 15

5 1/2 "..... 21 65 19 65

6 "..... 24 40 22 40

Plate E II

5 feet..... 18 65 16 65

5 1/2 "..... 20 15 18 15

#### LAVATORIES.

Plate E 100 to E 103..... 30 p.c. 30 & 10 p.c.

" E 104 to E 132..... 30 & 5 p.c. 40 p.c.

Sinks 18 x 30 in flat rim, A quality..... 2 55

" B..... 2 40

#### IRON PIPE.

Black pipe—

1 inch..... Per 100 feet.

"..... 2 10

"..... 1 94

"..... 1 94

"..... 2 24

"..... 2 82

Black pipe—

1 inch..... Per 100 feet

"..... 4 04











We make Electric Fixtures, Sockets, and Cut-Outs

# Mundertoch & Co

Electrical Supplies of all kinds.

MONTREAL.

## A MESSAGE TO GARCIA

"Don't insert our want ad. again. We have received a large number of replies and secured the man we want."

That's a common message for HARDWARE AND METAL to receive, and one of the latest to send it was Howie & Feely, Brantford, who advertised for and secured a clerk.

## OUR WANT ADS. WILL DO IT

PLANE IRONS.  
English ..... per doz. 2 00 5 00

PLIERS AND NIPPERS.  
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.  
Button's imitation ..... per doz. 5 00 9 00  
man ..... 0 60 0 60

PRESSED SPIKES.  
Discount 20 per cent.

PULLEYS.  
Hothouse ..... per doz. 0 55 1 00  
Axle ..... 0 22 0 33  
Screw ..... 0 22 1 00  
Awning ..... 0 35 2 50

PUMPS.  
Canadian cistern ..... 1 40 2 0016  
Canadian pitcher spout ..... 1 80 3

PUNCHES.  
Saddlers ..... per doz. 1 00 1 85  
Conductor's ..... 3 00 15 00  
Tinner's, solid ..... per set 0 72  
hollow ..... per inch 1 00

RAKES.  
Wood ..... per doz. net 1 20 up.

RAZORS. per doz.  
Elliot's ..... 4 00 18 00  
Boker's ..... 7 50 11 00  
" King Cutter ..... 13 50 18 50  
Wade & Butcher's ..... 3 60 10 00  
Wilkinson's ..... 12 50  
Carbo Magneto ..... 15 00  
Grifton Barber's Favorite ..... 10 75  
Grifton No. 65 ..... 13 00  
Grifton Safety Razors ..... 13 50  
Grifton Stropping Machines ..... 13 50  
Lewis Bros. "Klean Cutter" ..... 8 50 10 50  
Hindoo ..... 10 50 14 00  
Orgsteom's Swedish ..... 3 50 10 00  
Henckel's ..... 7 50 20 00  
Claus, 50 and 10 per cent.  
Claus Strops, 50 and 10 per cent.

REGISTERS.  
Discount 40 per cent.

RIVETS AND BURNS.  
New List.  
Iron Rivets, black and tinned, 60 and 10 and 10 per cent.  
Iron Burns, discount 60 and 10 and 10 p.c.  
Copper Rivets, with usual proportion burns, 35 per cent.  
Copper Burns only, discount 30 per cent.  
Extras on Tinned or Coppered Rivets, ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.

RIVET SETS.  
Canadian, discount 3 to 37½ per cent.

ROPE, ETC.  
Sisal ..... 0 10½  
Pure Manila ..... 0 15  
"British" Manila ..... 0 11½  
Cotton, 3-16 inch and larger ..... 0 21  
" 5-32 inch ..... 0 25  
" ¼ inch ..... 0 25  
Russia Deep Sea ..... 0 16  
Jute ..... 0 09  
Lath Yarn, single ..... 0 10  
" double ..... 0 10½  
Sisal bed cord, 48 feet ..... per doz. 0 60  
" 60 feet ..... 0 75  
" 72 feet ..... 0 90

RULES.  
Boxwood, discount 70 per cent.  
Ivory, discount 20 to 25 per cent.

SAD IRONS.  
Mrs. Potts, No. 55, polished, per set 0 75  
No. 50, nickle-plated, " 0 80  
Common, plain ..... 4 50  
" plated ..... 5 50

SAND AND EMERY PAPER.  
B. & A. sand, discount, 40 and 5 per cent.  
Emery, discount 40 per cent.  
Garnet (Burton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.  
Bronzed iron with hooks ..... per 1,000 7 50  
"Eureka" tinned steel, hooks ..... 8 00

SAWS.  
Hand, Diaston's, discount 12½ per cent  
S. & D., discount 40 per cent.  
Crosscut, Diaston's ..... per foot 0 35 0 55  
S. & D., discount 35 per cent. on Nos. 2 and 3.  
Hack, complete ..... each 0 75 2 75  
" frame only ..... each 0 50 1 25  
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.

" mill and ice, drag, discount 30 per cent  
" cross-cut, discount 35 per cent.  
" hand saws, butcher, disc 40 per cent  
" compass, pruning and back, discount 45 per cent.  
" buck, New Century ..... \$6 25  
" No. 1 Maple Leaf ..... 5 25  
" " Happy Medium ..... 4 25  
" " Watch Spring ..... 4 25  
" common frame ..... 4 60

SASH WEIGHTS.  
Sectional ..... per 100 lb. 2 00 2 25  
Solid ..... 1 50 1 75

SASH CORD. Per lb. 0 31

SAW SETS. per doz.  
Lincoln and Whiting ..... 4 75  
Hand Sets, Perfect ..... 4 00  
X-Cut Sets, " ..... 7 50

SCALES.  
Gurney Standard, 40 per cent.  
Gurney Champion, 50 per cent.  
Burrow, Stewart & Milne .....  
Imperial Standard, discount 40 per cent.  
Weigh Beams, discount 35 per cent.  
Champion Scales, discount 50 per cent.  
Fairbanks standard, discount 35 per cent.  
" Dominion, discount 55 per cent.  
" Richelleu, discount 55 per cent.  
Warren new Standard, discount 40 per cent.  
" Champion, discount 50 per cent.  
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.  
Sargent's ..... per doz. 0 65 1 00

SCREEN DOORS.  
Common doors, 2 or 3 panel, walnut stained, 4-in. style ..... per doz. 6 50  
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style ..... per doz. 6 75  
Common doors, 2 or 3 panel, in natural colors, oil finish ..... per doz. 8 75  
3-in. style 20c. per dozen less.

SCREWS.  
Wood, F. H., bright and steel, discount 87½ per cent.  
Wood, R. H., bright, dis. 82½ per cent.  
" F. H., brass, dis. 80 per cent.  
" R. H., " dis. 75 per cent.  
" F. H., bronze, dis. 75 per cent.  
" R. H., " dis. 70 per cent.  
Drive Screws, dis. 87½ per cent.  
Bench, wood ..... per doz. 3 25 4 00  
" iron ..... 4 25 5 00  
Set, case hardened, dis. 60 per cent.  
Square Cap, dis. 50 and 5 per cent.  
Hexagon Cap, dis. 45 per cent.

SCYTHES.  
Per doz. net ..... 6 00 9 00

SCYTHE SNATHS.  
Canadian, discount 40 per cent.

SHEARS.  
Claus, nickel, discount 80 per cent.  
Claus, Japan, discount 67½ per cent.  
Claus, tailors, discount 40 per cent.  
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.  
Canadian, discount 45 per cent.

SNAPS.  
Harness, German, discount 25 per cent.  
Lock, Andrews' ..... 4 50 11 50

SQUARES.

Iron, No. 492 ..... per doz. 1 90 2 25  
" No. 493 ..... 2 40 2 55  
" No. 494 ..... 3 25 3 40  
Steel, discount 60 and 5 to 65 per cent.  
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.  
Plain, discount 75 and 12½ per cent. off revised list.  
Retinned, discount 75 per cent. off revised list

STAPLES.  
Galvanized ..... 2 75  
Plain ..... 2 50  
Coopers', discount 45 per cent.  
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.  
American discount 25 per cent.

STONE.  
Washita ..... per lb. 0 28 0 60  
Hindostan ..... 0 06 0 07  
" slip ..... 0 09 0 15  
Labrador ..... 0 15  
" Axe ..... 0 50  
Turkey ..... 1 50  
Arkansas ..... 0 10  
Water-of-Ayr ..... 3 50 5 00  
Scythe ..... 25 00  
Grind, 40 to 200 lb., per ton ..... 28 00  
" under 40 lb., " ..... 31 00  
" 200 lb. and over ..... 7 00  
7 inch ..... 7 50

STOVEPIPES.  
5 and 6 inch, per 100 lengths ..... 7 00  
7 inch ..... 7 50

TACKS, BRADS, ETC.  
Carpet tacks, blued ..... 80 and 15  
" tinned ..... 80 and 20  
" (in kegs) ..... 40  
Cut tacks, blued, in dozens only ..... 80  
" weights ..... 60  
Swedes cut tacks, blued and tinned ..... 80 and 10  
In bulk ..... 75  
In dozens ..... 12½ and 12  
Swedes, upholsterers', bulk ..... 70  
" brush, blued and tinned ..... 70  
Swedes, gimp, blued, tinned and spaced ..... 75 and 12½  
Zinc tacks ..... 35  
Leather carpet tacks ..... 55  
Copper tacks ..... 50  
Copper nails ..... 52½  
Trunk nails, black ..... 65 and 5  
Trunk nails, tinned ..... 65 and 10  
Clout nails, blued ..... 65 and 5  
Chair nails ..... 35  
Patent brads ..... 40  
Fine finishing ..... 40  
Lining tacks, in papers ..... 10  
" in bulk ..... 15  
" solid heads, in bulk ..... 75  
Saddle nail, in papers ..... 10  
" in bulk ..... 15  
Tufting buttons, 22 line, in dozens only ..... 60  
Zinc glaziers' points ..... 5  
Double pointed tacks, papers ..... 90 and 10  
" bulk ..... 40  
Clinch and duck rivets ..... 45

TAPE LINES.  
English, ass skin ..... per doz. 2 75 5 00  
English, Patent Leather ..... 5 50 9 75  
Chesterman's ..... each 0 90 2 85  
" steel ..... each 0 80 8 00

TINNERS' SNIPS.  
Per doz ..... 3 00 15 00  
Claus, discount 35 per cent.

THERMOMETERS.  
Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)  
Game, Newhouse, discount 30 and 10 per cent.  
Game, Hawley & Norton, 50, 10 & 5 per cent.  
Game, Victor, 70 per cent.  
Game, Oneida Jump (B. & L.) 40 & 2½ p.c.  
Game, steel, 60 and 5 per cent.

TROWELS.  
Lisson's, discount 10 per cent.  
German ..... per doz. 4 75 5 00  
S. & D., discount 35 per cent.

TWINES.

Bag, Russian ..... per lb. 0 27  
Wrapping, cotton, 3-ply ..... 0 25  
" 4-ply ..... 0 29  
Mattress ..... per lb 0 33 0 45  
Staging ..... 0 27 0 35

VISES.

Wright's ..... 0 13½  
Brook's ..... 0 12½  
Pipe Vise, Hinge, No. 1 ..... 3 50  
" No. 2 ..... 5 50  
Saw Vise ..... 4 50 9 00  
Blacksmith's (discount) 60 per cent.  
parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.  
No. 0-9 gauge ..... \$2 15  
" 10 " ..... 8c. extra.  
" 11 " ..... 12c.  
" 12 " ..... 20c.  
" 13 " ..... 30c.  
" 14 " ..... 40c.  
" 15 " ..... 55c.  
" 16 " ..... 70c.  
Add 60c. for coppering and \$2 for tinning.  
Extra net per 100 lb. — Oiled wire 10c.  
Spring wire \$1.25, special hay baling wire 30c.  
best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ¼-lb. hanks 75c., in ½-lb. hanks \$1.

Fine Steel Wire, discount 30 per cent.  
List of extras: In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.50—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.30—No. 26, \$8.65—No. 27, \$9—No. 28, \$9.30—No. 29, \$9.65—No. 30, \$10—No. 31, \$10.30—No. 32, \$10.65—No. 33, \$11—No. 34, \$11.30—No. 35, \$11.65—No. 36, \$12—No. 37, \$12.30—No. 38, \$12.65—No. 39, \$13—No. 40, \$13.30—No. 41, \$13.65—No. 42, \$14—No. 43, \$14.30—No. 44, \$14.65—No. 45, \$15—No. 46, \$15.30—No. 47, \$15.65—No. 48, \$16—No. 49, \$16.30—No. 50, \$16.65—No. 51, \$17—No. 52, \$17.30—No. 53, \$17.65—No. 54, \$18—No. 55, \$18.30—No. 56, \$18.65—No. 57, \$19—No. 58, \$19.30—No. 59, \$19.65—No. 60, \$20—No. 61, \$20.30—No. 62, \$20.65—No. 63, \$21—No. 64, \$21.30—No. 65, \$21.65—No. 66, \$22—No. 67, \$22.30—No. 68, \$22.65—No. 69, \$23—No. 70, \$23.30—No. 71, \$23.65—No. 72, \$24—No. 73, \$24.30—No. 74, \$24.65—No. 75, \$25—No. 76, \$25.30—No. 77, \$25.65—No. 78, \$26—No. 79, \$26.30—No. 80, \$26.65—No. 81, \$27—No. 82, \$27.30—No. 83, \$27.65—No. 84, \$28—No. 85, \$28.30—No. 86, \$28.65—No. 87, \$29—No. 88, \$29.30—No. 89, \$29.65—No. 90, \$30—No. 91, \$30.30—No. 92, \$30.65—No. 93, \$31—No. 94, \$31.30—No. 95, \$31.65—No. 96, \$32—No. 97, \$32.30—No. 98, \$32.65—No. 99, \$33—No. 100, \$33.30—No. 101, \$33.65—No. 102, \$34—No. 103, \$34.30—No. 104, \$34.65—No. 105, \$35—No. 106, \$35.30—No. 107, \$35.65—No. 108, \$36—No. 109, \$36.30—No. 110, \$36.65—No. 111, \$37—No. 112, \$37.30—No. 113, \$37.65—No. 114, \$38—No. 115, \$38.30—No. 116, \$38.65—No. 117, \$39—No. 118, \$39.30—No. 119, \$39.65—No. 120, \$40—No. 121, \$40.30—No. 122, \$40.65—No. 123, \$41—No. 124, \$41.30—No. 125, \$41.65—No. 126, \$42—No. 127, \$42.30—No. 128, \$42.65—No. 129, \$43—No. 130, \$43.30—No. 131, \$43.65—No. 132, \$44—No. 133, \$44.30—No. 134, \$44.65—No. 135, \$45—No. 136, \$45.30—No. 137, \$45.65—No. 138, \$46—No. 139, \$46.30—No. 140, \$46.65—No. 141, \$47—No. 142, \$47.30—No. 143, \$47.65—No. 144, \$48—No. 145, 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**Nails and Spikes.**

Montreal Rolling Mills, Montreal.

**Oil Tanks.**

Bower, S. F., &amp; Co., Toronto.

**Paints, Oils, Varnishes and Glass.**Canada Paint Co., Montreal.  
Consolidated Plate Glass Co., Toronto.  
Fenner, Fred., & Co., London, Eng.  
Francis-Frost Co., Toronto.  
Henderson & Potts Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. C., & Co., Montreal.  
Lewis, Rice & Son, Toronto.  
Luxfer Prism Co., Toronto.  
McArthur, Cornelle & Co., Montreal.  
McCaskill, Dougall & Co., Montreal.  
Montreal Rolling Mills, Montreal.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works Windsor, Ont.

Martin-Senoult, Chicago.

Thorne, W. H., St. John, N.B.

Winnipeg Paint and Glass Co., Winnipeg

Standard Paint and Varnish Works Windsor, Ont.

Martin-Senoult, Chicago.

Thorne, W. H., St. John, N.B.

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Standard Paint and Varnish Works Windsor, Ont.

Martin-Senoult, Chicago.

Thorne, W. H., St. John, N.B.

Winnipeg Paint and Glass Co., Winnipeg

Standard Paint and Varnish Works Windsor, Ont.

**Sewer Pipes.**Canadian Sewer Pipe Co., Hamilton  
Hyde, F., & Co., Montreal.**Shelf Brackets.**

Atlas Mfg. Co., New Haven, Conn.

**Silverware.**

Round, John, &amp; Son, Sheffield, Eng.

**Skates, Etc.**Canada Cycle & Motor Co., Toronto.  
Fisher, A. D., Co., Toronto.  
Starr Mfg. Co., Dartmouth**Stable Fixtures.**Greening, B., Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls**Steel Rails.**Jackson, O. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.**Storage Warehouse.**

Mackenzie Bros., Winnipeg.

**Stoves and Tinware, Radiators, Furnaces, etc.**Canadian Heating & Ventilating Co., Owen Sound.  
Canada Stove Works, Harrison, Ont.  
Davidson, Thos., Mfg. Co., Montreal.  
Dieckmann, Ferdinand, Cincinnati.  
Gurney Foundry Co., Toronto.  
Hobbs Hardware Co., London, Ont.  
Harris, J. W., Co., Montreal.  
Joy Mfg. Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
Metal Stamping Co., Jackson, Mich.  
Moffat Stove Co., Weston, Ont.  
Ottawa Furnace and Fdy. Co., Ottawa.  
Pease Foundry Co., Toronto.  
Perfection Safety Furnace Pipe Co., Toronto.

Smart, Jas., Mfg. Co., Brockville, Ont.

Stewart, Jas., Mfg. Co., Woodstock, Ont.

Taylor-Forbes Co., Guelph, Ont.

Walker Steel Range Co., Grimsby, Ont.

Wright, E. T., &amp; Co., Hamilton.

Tacks.

Montreal Rolling Mills Co., Montreal.

Ontario Tack Co., Hamilton.

Peck Rolling Mills Co., Montreal.

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United Typewriter Co., Montreal.

Wall Coating.

Alabastine Co., Paris, Ont.

Winnipeg Paint &amp; Glass Co., Winnipeg.

Washing Machines, etc.

Dowswell Mfg. Co., Hamilton, Ont.

Taylor-Forbes Co., Guelph, Ont.

Wholesale Hardware.

Birkett, Thos., &amp; Sons Co., Ottawa.

Caverhill, Learmont &amp; Co., Montreal.

Frothingham &amp; Workman, Montreal.

Hobbs Hardware Co., London.

Howland, H. S., Sons &amp; Co., Toronto.

Kennedy Hardware Co., Toronto.

Lewis Bros. &amp; Co., Montreal.

Lewis, Rice, &amp; Son, Toronto.

Stairs, Son &amp; Morrow, Halifax, N.S.

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Hobbs Mfg. Co., London, Ont.

Luxfer Prism Co., Toronto.

Wire Springs.

Guelph Spring Axle Co., Guelph, Ont.

Henderson, J. A., Montreal.

Wallace-Barnes Co., Bristol, Conn.

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Fencing Tools, etc.

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Banwell-Hoxie Wire Fence Co., Hamilton.

Canada Fence Co., London.

Cutts, C. M., Toronto Junction.

Dennis Wire and Iron Co., London, Ont.

Dominion Wire Mfg. Co., Montreal.

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Ironside, Son &amp; Co., London, Eng.

McGregor-Banwell Co., Walkerville.

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Munro Wire Works, Winnipeg.

Oneida Community, Niagara Falls.

Page Wire Fence Co., Walkerville, Ont.

Walter, E. F. &amp; Co., Montreal.

Western Wire &amp; Nail Co., London, Ont.

Wilcox Mfg. Co., London, Ont.

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## Messrs. Fruit and Vegetable Packers:

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

## The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply **cleanest** and **best** cans offered to the packer—cans made from British tin plate of the best quality and best workmanship—**Prices Right, Liberal Treatment, Prompt Shipments.**

**Acme Can Works, - Montreal**

Unsurpassed by None.

## BRANT-LAC

### A Varnish Wood-Stain

Floors, Woodwork, etc., that are beginning to look rough, need a coat of **Brant-Lac**. It gives marvellous results. What colors have you in stock?

Don't invest your money in a multitude of varnishes. Order our

## ARCHITECTURAL VARNISHES

**Brantine Oil Finish** can be put to any use, which means that it is a money-maker for the hardwareman.

**Ironite Floor Finish** is a durable floor finish that wears like metal. You need these varnishes.

**SCARFE & CO.,**

Manufacturers of  
Fine Varnishes, etc.

**BRANTFORD, CANADA**

Thomas Black, 76-82 Lombard St., Winnipeg, Man.



## The BEST EQUIPPED FACTORY, The BEST ADVERTISED PRODUCT

We make a few articles, in large quantities, make them better than anyone else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

## Peerless Iceland Freezer

Our advertising—covering every bit of freezer-selling territory in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the housekeeper wants when she goes into your store.

## Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



## Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust-proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can guarantee delivery as promised. Everything about it is modern—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. Ask him.

10 WARREN STREET  
NEW YORK

**THE DANA MFG. CO., CINCINNATI**





# "EXTRA MONARCH"



## BABBIT METAL

is reliable, strictly the  
**Highest Grade Anti-friction Metal**  
 bearings will run smooth, cool, and  
**Stand Any Speed or Pressure**

**The Jas. Robertson Co., Limited**

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

# PFLUEGER'S Fishing Tackle

Hooks, Flies,  
 Trolls, Spin-  
 ners, Phan-  
 toms, Reels,  
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Everything  
 in Fishing  
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NOTICE—Free to Any Dealer in Sporting Goods,  
 Sent Express Prepaid, 170-Page Illustrated Cata-  
 logue No. F24, and Metal Fish Sign in 8-Color  
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**The Enterprise Mfg. Co.**  
 AKRON, Ohio, U.S.A.



# HOLLOW-WARE

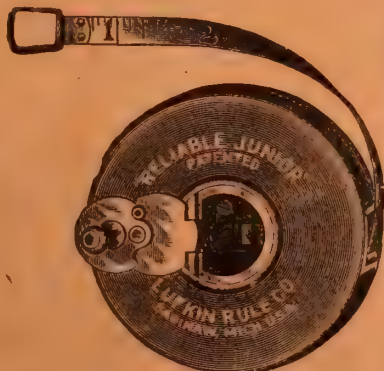
**PRESSED,  
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 MACHINE-MADE**

**ENAMELLED, TINNED, GALVANIZED and JAPANNED**

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

**The Welsh Tinplate & Metal Stamping Co., Ltd.**  
 LLANELLY, WALES



# LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
 Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
 YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

**LUFKIN RULE CO., Saginaw, Mich, U.S.A.**

London Office and Warehouse—48 Lime St.

New York City Branch—200 Broadway.

For sale by **ALL PROMINENT CANADIAN HARDWARE JOBBERS.**



Est. 1898.

Inc. 1896.

**Black Diamond File Works****G. & H. Barnett Company**

PHILADELPHIA

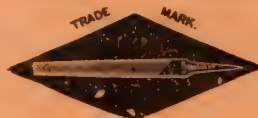
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TRADE MARK

Medals

**Awarded**By **JURORS** at**International Expositions****Special Prize****Gold Medal at Atlanta, 1895**

Copy of catalogue sent free to any interested file user upon application.



# "Redstone"

**High Pressure**

## Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

**THE GUTTA PERCHA & RUBBER MFG. CO.**  
**of TORONTO, LIMITED**

HEAD OFFICES.

**47 Yonge Street, Toronto.**

Branches: Montreal, Winnipeg, Vancouver.

**"White's" Brand Portland Cement****Ordinary Commercial or Lump Whiting****Machine Powdered Whiting****Gilders Whiting (a Superfine Grade)****Paris White (an Extra Superfine Grade)**

Prices to import on application to

**B. & S. H. THOMPSON & Co.**

LIMITED

**MONTREAL**

Agents for

The Associated Portland Cement Manufacturers  
(1900) Limited, LONDON, ENG.

## WORKS ALL THE TIME

Some ventilators will work only in a wind-storm. That spoils their effectiveness.

### AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.

Montreal, June 1st, 1903,  
St. Peter School.

Messrs. THE J. W. HARRIS Co., Limited.

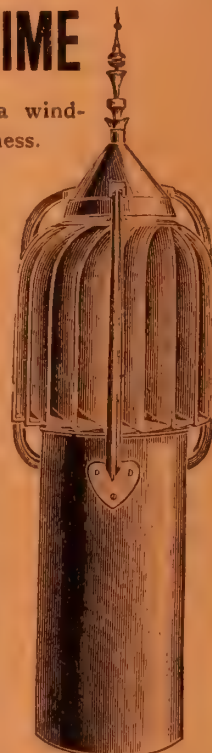
Dear Sirs,

In answer to yours of 3rd inst, in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

MANUFACTURED BY

**THE J. W. HARRIS CO., LIMITED**  
**CONTRACTORS, - MONTREAL**





Watch for Annual Spring Number, March 24.

# HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, MARCH 17, 1906

NO. 11.



For Sale by leading Wholesale Hardware Houses.

## BEST STEEL SHEETS

"QUEEN'S HEAD"—softest and flattest made

"SOUTHERN CROSS"—Dead flat, quality guaranteed

Also, good merchant quality open and close annealed.

JOHN LYSAGHT, Limited, Makers,  
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL  
Managers Canadian Branch.

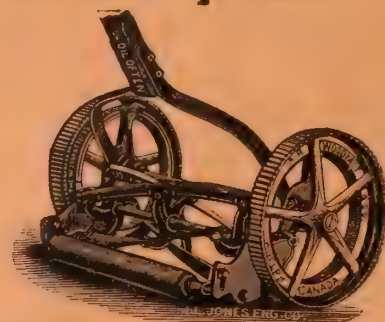
## Woodyatt, Empress, Star, Daisy, King Edward, Ontario, Philadelphia

Sell these **Mowers** and you will get the orders. Quality is such a strong factor in the **Taylor-Forbes** make, that our name on

## LAWN MOWERS

is a guarantee of best material, greatest skill, surest service.

Our **Mowers** had the "run" last spring and many springs before it. This spring you will see a repetition. Our **Catalogue** tells the whole story. Get a copy and see your jobber.



"THE WOODYATT"

## TAYLOR-FORBES COMPANY, Limited

The Largest Manufacturers of Hardware in Canada.

TORONTO:  
1088 King St. West

Head Office and Works:  
GUELPH, ONT.

MONTREAL:  
9 De Bresolles Street.

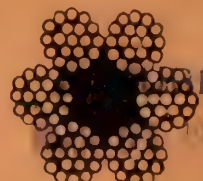


# Ship Chandlery



Wire Rope  
all sizes

OAKUM R MARLIN



Wire Rope  
all sizes

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Galvanized Iron  
Shackles



Galvanized Iron Blocks



Galvanized Iron Blocks



Galvanized Iron  
Shackles



Wood Blocks

Boat Fittings  
Galvanized  
Cleats  
Pulleys  
Shackles  
Oar Locks  
Jib Hanks, etc.



3 Sheave Wood Block

Boat Fittings  
Galvanized  
Chocks  
Snaps  
Sister Hooks  
Turn Buckles  
Boat Hooks, etc.



Wood Blocks

WRITE FOR PRICES

# RICE LEWIS & SON

LIMITED

# TORONTO.



# TINNERS



now is the time to get your appliances ready for **SPRING** It is bound to be a busy year.

E. H. BRIGGS & CO., Winnipeg, are our Western Representatives.

# GET OUR PRICES ON REVOLVERS

Harrington & Richardson. Iver Johnson  
Sizes 22—32—38 Calibre

**Hammerless**

Never out of style. Always up to date.  
The best is what you want.

**THOS. BIRKETT & SON CO.,**  
LIMITED  
**OTTAWA, ONT.**



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

**SOMETHING ENTIRELY NEW  
—NEVER DONE BEFORE.**

**T**HE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The Pails have electric welded wire hoops, which are guaranteed not to break or fall off; Cans are of heavy tinplate with drawn steel bottoms that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

**SOLD BY LEADING JOBBERS.**



**ICE CREAM  
FREEZERS  
THAT SELL**



**THEY ARE**  
Well Advertised,  
In Demand,  
Easily Sold,  
Satisfactory in Use,  
Of Known Reputation,

**THEY EXCEL IN**  
Easy Running,  
Quick Freezing,  
Economy,  
Convenience,  
Practical Results,

**North Bros. Mfg. Co**  
Philadelphia, Pa.

**Send for Catalog.**



We manufacture Cordage and Binder Twine of every variety.  
We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	
Tiger,	550	"	"	
Standard,	500	"	"	
Golden Crown,	500	"	"	

## Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

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MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

# Ingot and Sheet Metals

Drop us a card and we will mail you our  
monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

**M. & L. Samuel, Benjamin & Co.**

**TORONTO**



MACHINIST'S HAMMER

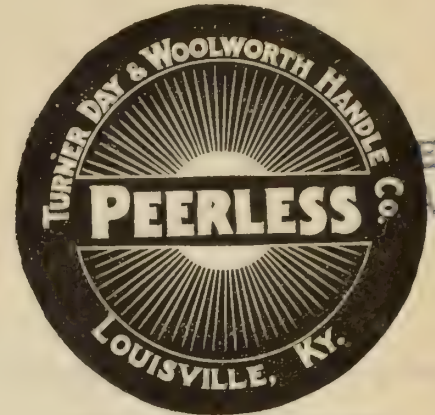
ADZE

HATCHET

SLEDGE



Label on "Daniel Boone" Handle.



Label on "Peerless" Handle.



Adze Eye Hammer Handle.



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**DID YOU**

ever have a customer tell you your stock of Axe, Pick, Sledge or Hammer Handles was no good? Have you ever lost sales on account of the cheap grade you have been handling in this line? We believe this question could be answered in the affirmative by every dealer in Canada, sometime during his business experience. Do you want to buy something **EXTRA GOOD**, that will suit your most exacting customers? Send us the order and get the best grade American Handles.

If you wish to go slow, buy a sample order. All lines put up 2 doz. in a package, in good paper lined cases that insure the arrival of all shipments at destination in nice clean shape.

We also stock Axe Handles for Province of Quebec all qualities—just the shape you want.



No. 458, Sledge Handle, second growth quality, all lines 24-36-inches.



No. 406, Double Bit, second growth Hickory and extra 36-inches.



No. 440, Railroad Pick Handle, extra second growth, excelsior, Nos. 1 and 2, 36-inches.



Single Bit Axe Handle, oval and octagon in second growth. Hickory, x, 2x, 2 and 3, 28-36-inches

Write for prices

**LEWIS BROS. Ltd.**OTTAWA  
TORONTOMONTREAL  
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CALGARY

SINGLE AND DOUBLE BIT AXE HANDLES



# IRON

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

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## American Steel & Wire Co.

**New York**  
21 State Street.

**Montreal**  
Bank of Ottawa Building.

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The Rookery.

**BARBED WIRE      GALVANIZED PLAIN WIRE**  
**PLAIN TWIST CABLE FENCING**

**Telegraph and Telephone Wire; Mattress, Broom, Weaving Wires of every description; Rail Bonds, Bale Ties, Special Wires for all purposes, Springs, Horse Shoes, Wire Rope, Cold-drawn Steel Shafting.**

Telegraphs—"Rounds Montreal."  
Code—A.B.C., 4th Ed.  
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

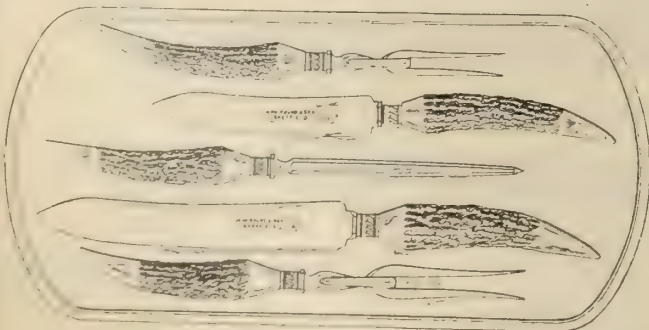
### ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.

The name "ROUND" is an unquestioned guarantee of QUALITY.

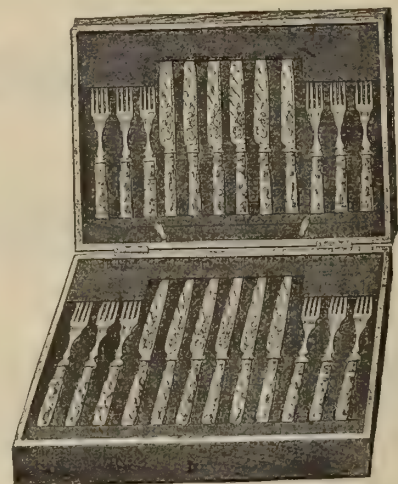
Write us for quotations.

You will find our prices right.



28414. CARVING SET

**CATALOGUE  
SENT  
ON  
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28910. 12 PAIRS DESSERT KNIVES AND FORKS  
Pearl Handles. Quartered Oak Case.

## JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

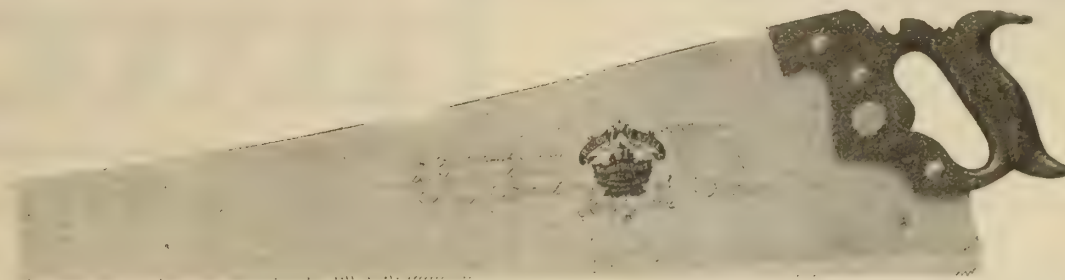
### MONTREAL

CORISTINE BUILDING

FACTORIES:  
SHEFFIELD, ENG.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

**GALT, Ontario**





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**DO YOU  
ILLUSTRATE  
YOUR ADS.?**

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.  
The MacLEAN PUBLISHING CO., Limited  
Montreal, Toronto, Winnipeg.



**PLENTY OF  
LIGHT ATTRACTS  
ATTENTION TO  
A STORE.**

**THE AUER GASOLINE LAMP  
GIVES 100 CANDLE POWER at a  
cost of 7c. a week.**

Beats gas, electricity, or coal oil.  
Satisfaction guaranteed. Catalogue on request.

**AUER LIGHT CO., - MONTREAL**  
Sole Makers.

*Cut Down Expenses for Lighting*

—BY USING—

## ACETYLENE

**ASK US HOW IT IS DONE**

**THE CONTINENTAL HEAT & LIGHT CO.**

MONTREAL



## Australasian Hardware and Machinery.

*The Organ of the Hardware, Machinery  
and Kindred trades of the Antipodes.*

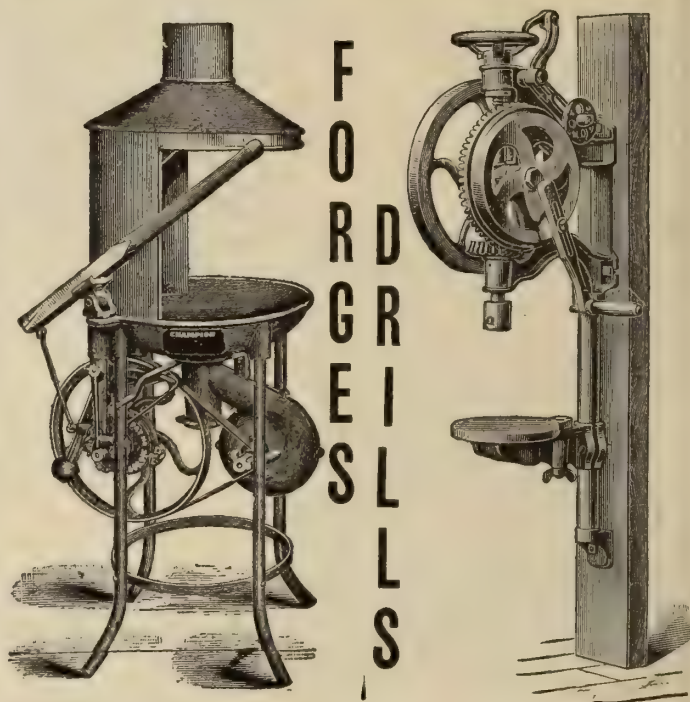
**SUBSCRIPTION \$1.25 PER ANNUM,**  
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**CANADIAN AND AMERICAN ENQUIRIES** will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

*Specimen Copies Free on Application.*



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We manufacture a large line of these goods, and also Wheelbarrows, Washing Machines, Trucks, Butter Workers and Shipping Boxes, Blacksmiths' Machine Tools and Waggon Skeins.

Send for Catalogue and Prices

**The London Foundry Co., Limited**  
LONDON, ONT.



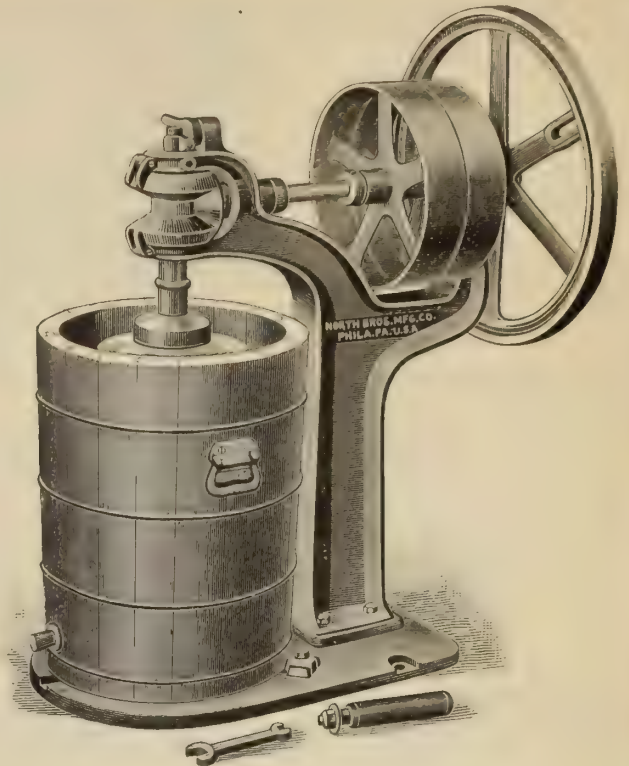
# Machine Ice Cream Freezers

## SEAMAN STYLE

Specially designed for confectioners use. Can be operated by power from an Electric Motor, Gas Engine, or Steam Plant.

Furnished with tight and loose Pulleys, 14 in. x 2½ in, also hand Wheel.

Weight 430 lb., capacity 32 qts.

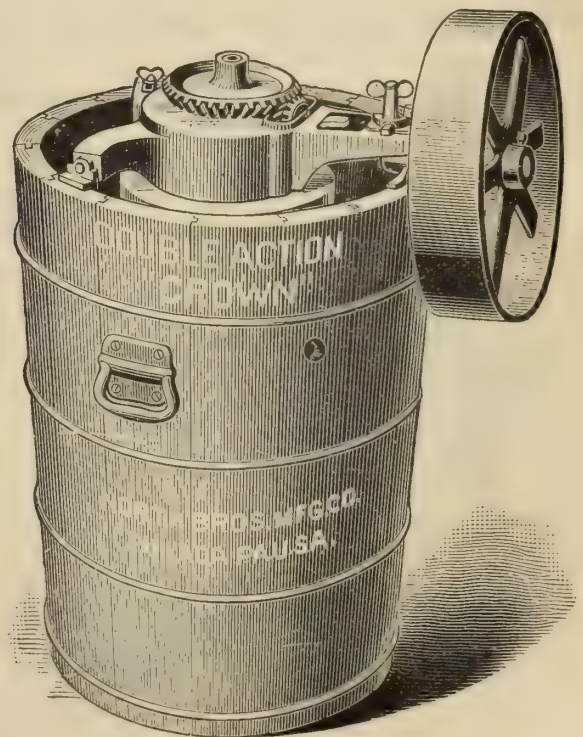


# Double Action Crown Freezers

A HEAVY, STRONG FREEZER, FOR HOTEL and CONFECTIONERS USE.

Tubs made of selected white cedar, with electric welded wire hoops, cans are heavy tin plate, with tinned malleable iron bottoms.

With Pulley for Power—24 and 32 qt.  
With Fly Wheel for Hand—18, 24 and 32 qt.  
With Crank for Hand—18 qt.



# CAVERHILL, LEARMONT & Co.

Montreal and Winnipeg.



# QUALITY IS THE BEST POLICY

and our name is a synonym for QUALITY in



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**SPEAR & JACKSON** ÆTNA WORKS Sheffield, England

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## The Very Newest

Combination, Bow Lever and Side Pedal drive; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

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Easiest running and highest grade Rotary Washer made.

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Gears enclosed. Impossible for children to get their fingers caught.



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**R. E. THORNE & CO.**

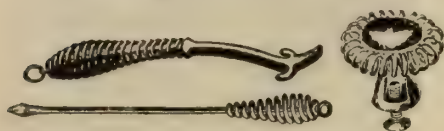
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## CANADA'S NEW SKATES "AUTOMOBILE" and "CYCLE"

It is never unseasonable to order Canada's best made skates. There is plenty of skating

### MODEL "C"

Nickel-steel runner heavily  
nickel-plated, aluminum tops.



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No risk is assumed by the dealer as we  
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FOR EXPRESS PARCELS.      STRONG, TOUGH AND STIFF

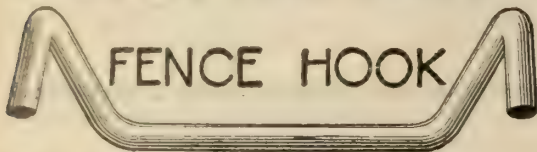
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This design a guarantee of quality.

**GALVANIZED FENCE HOOK** FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

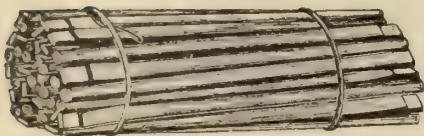
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THEY SELL WELL!  
THE PROFITS ARE RIGHT!



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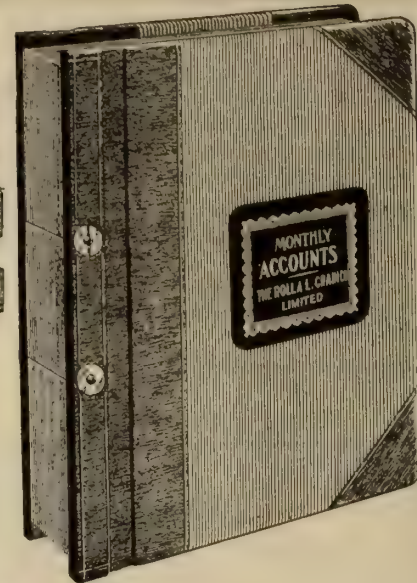
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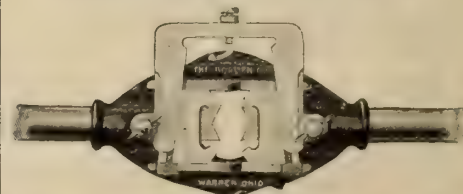
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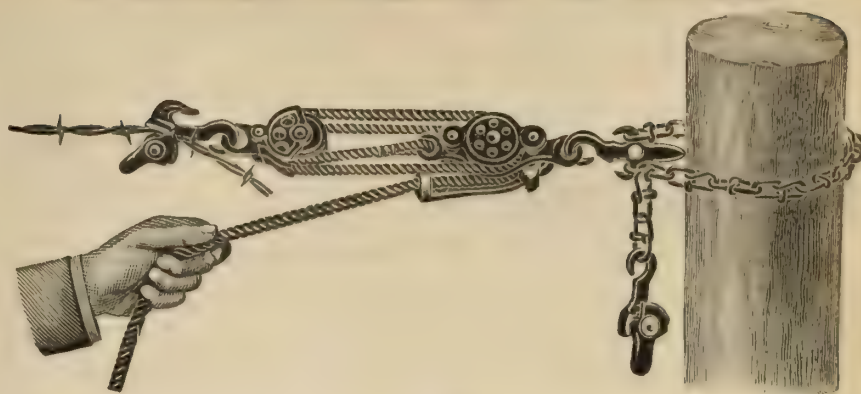
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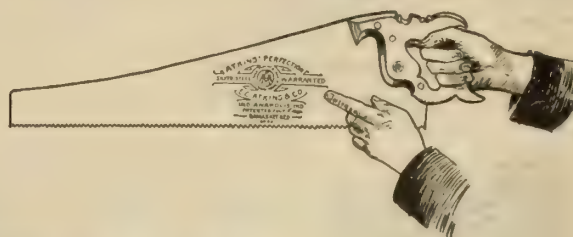
If your Jobber cannot supply, write us for prices.



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Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for



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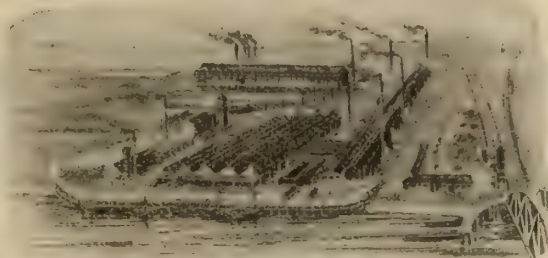
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Write for Universal Time Book and Hand Saw Booklet.

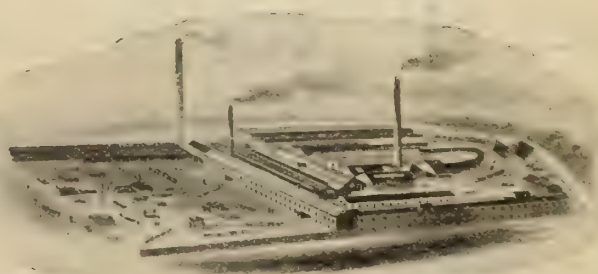
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**DEAD FLAT SHEETS,** Black or Galvanized.

**BEST and CHEAPEST** for all kinds of work.

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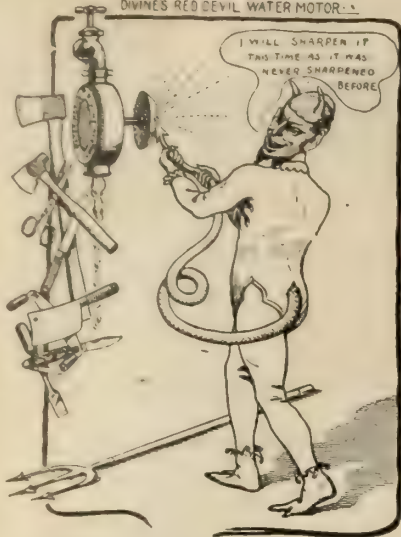
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DIVINE'S RED DEVIL WATER MOTOR.



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**100 Per Cent. Cheaper  
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Will grind an axe on 20 lbs. pressure 5,000 revolutions a minute. Furnishes power for grinding **Cutlery** and all other **Edged Tools**. For polishing silverware and all other metals.

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In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes.  
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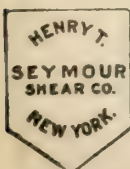
Tailors' Shears,  
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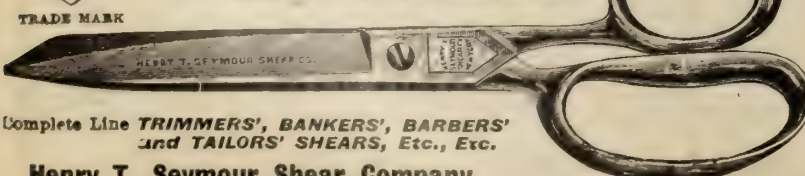
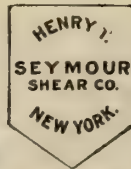
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"QUALITY UNQUESTIONED."  
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Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

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**Flexible Steel Wire**  
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You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made: crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

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Representing Canadian, British and American  
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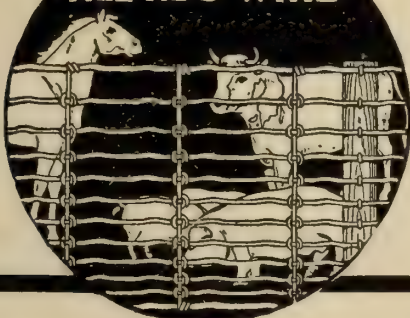
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ALL NO 9 WIRE



## Peerless Woven Wire Fence

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When you have sold the

## DILLON HINGE-STAY FENCE

once, you realize the significance of the combination, "Seller's Sagacity, Buyer's Belief." You have been able to place "Dillon" merit in such light that your patrons have consented to entrust orders with you.

The "Dillon" is entitled to every sale made for it, because it possesses the qualities that rightfully produce sales. Those certain qualities of "make" and "material" belong to the "Dillon" solely. That is why there is a permanency to "Dillon" business. That is why farmers select it in preference to other wire fencing and tell their neighbors to do the same.

DILLON HINGE-STAY FENCE stands for Long Experience and Much Skill. It represents the best there is in the industry.

THE OWEN SOUND WIRE FENCE CO., Limited  
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Sold by { Messrs. Caverhill, Learmont & Co., Montreal.  
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The accompanying illustration  
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# MAXIMUM LIGHT GLASS

placed in as ceiling lights distributes daylight  
throughout rooms.

Instead of having a patch of daylight directly  
under the skylight, a uniform white light is thrown  
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This is one of the true tests of efficiency, and in  
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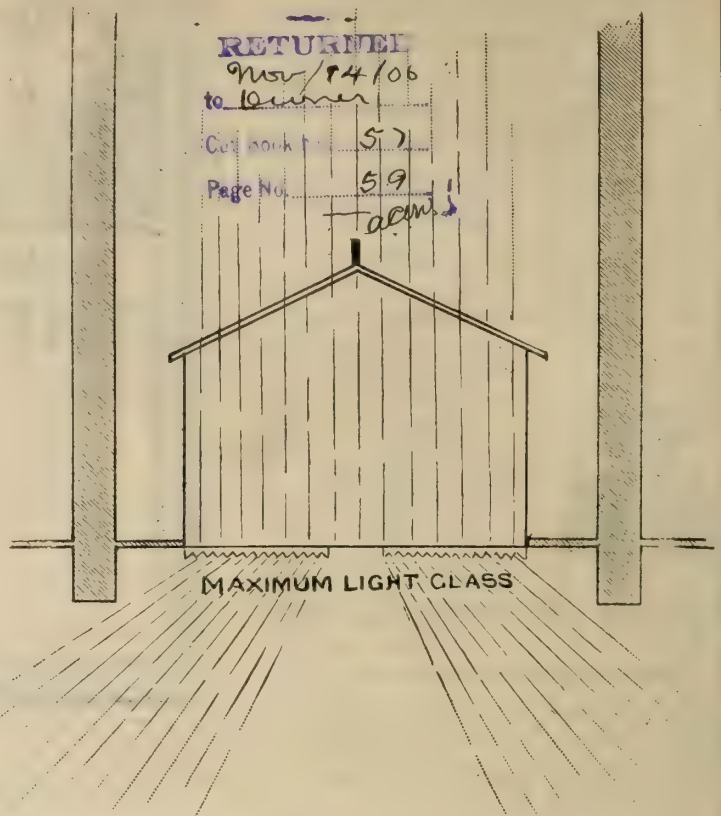
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we cannot afford to sell in  
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but the best—

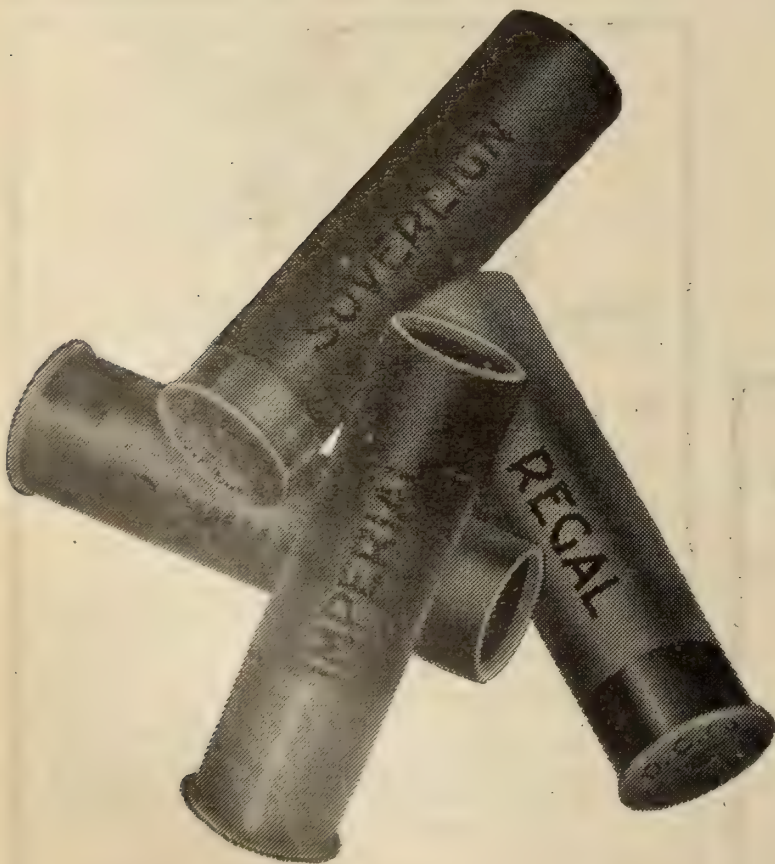
Canada is a dumping ground for  
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### Cartridges and Shot Shells

**Dominion Cartridge Co.,**  
Limited  
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The 1902 Chicago Clipper,

LIST IN CANADA \$15.00

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Stewart Sheep Shearing Machine

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Are recognized as the best sellers in the horse clipping and sheep shearing line ever made. More of them are sold twenty times over than of all other makes combined. They are for sale by leading jobbers in Canada.

March, April and May are the months.

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**ARE THE BEST.**  
Highest Quality Grooming and  
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**WE MAKE THEM.**  
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Made in 6 sizes. Best value obtainable. Specially  
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Patent Guard. Sole maker—

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Cables— Emlyn Engineering Works  
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May be ordered through all leading wholesale  
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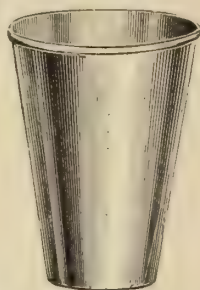
Supplied  
with or  
without  
hooks

Made in two qualities:

BERLIN BRONZE,  
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TINNED STEEL,  
20 Gauge.

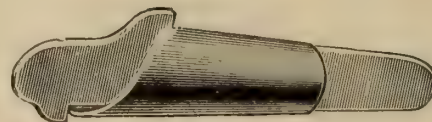
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Cuts Show Full Size  
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A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

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Made from heavy tinned sheets, especially adapted for...

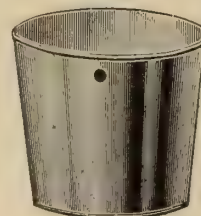
## SAP PAILS

COVERED  
SAP  
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Made in Six Sizes

LONG  
PATTERN.

WESTERN  
PATTERN.



Write for  
Prices

PROMPT  
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**THE THOS. DAVIDSON MFG. CO., Limited**  
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*Improved Steel  
Wire*

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*Every Chain Guaranteed.  
Gives Universal Satisfaction.*

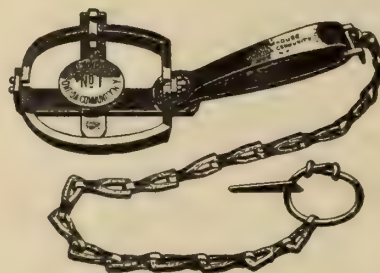
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Don't allow your catch to escape because caught in a poor trap. A **GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



**Newhouse Steel Traps**  
ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

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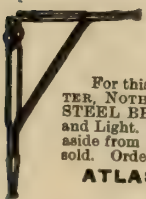
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**NEWMAN'S INVINCIBLE FLOOR SPRING**

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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Hospital St., BIRMINGHAM



**Will Hold Up a Shelf!**

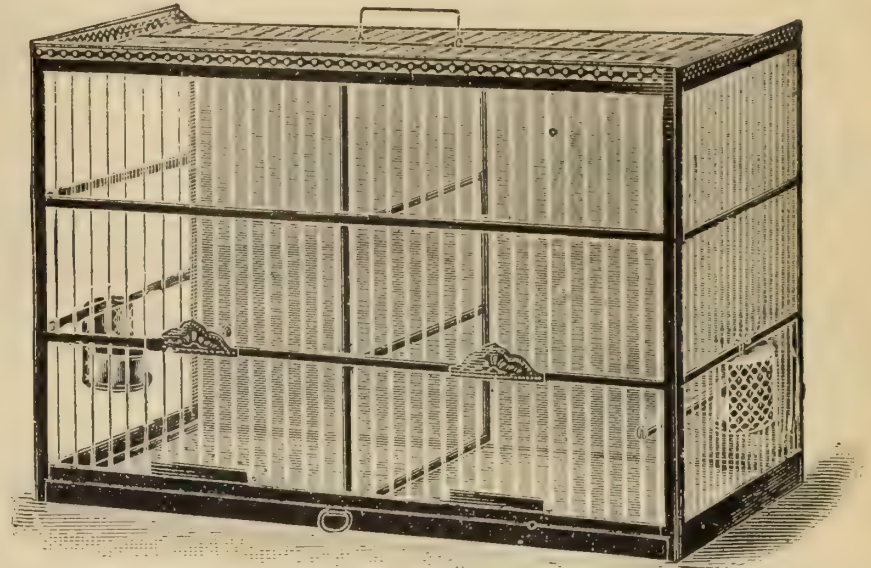
That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, strong and light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

**ATLAS MFG. CO.,**  
New Haven, Conn., U.S.A.

**Japanned Breeding Cages**

**NESTABLE**



No. 86, 20 in. long, 10 in. wide, 14 in. high, per doz., \$35.00 list

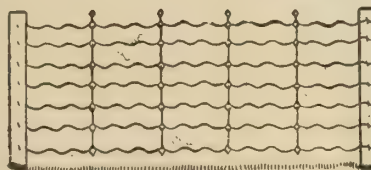
No. 87, 22 in. long, 11 in. wide, 15 in. high, per doz., 39.00 list

Write for our illustrated Bird Cage and Cage Specialty catalogue, and discounts.

Only manufacturers of Bird Cages in Canada. Our prices are right.

**E. T. WRIGHT & Co.,** Hamilton, Ont.

**DIAMOND BRAND**



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.



**Canada Fence Co., Limited,** London, Ont.

**POLISHED SHEETS—ALL GRADES**

Send me samples of that which you are using.

**MACHINERY STEEL**

Single Reeled, Double Reeled, Smooth Finish.

**BARS, HOOPS, SHEETS and PLATES**

CLOSE PRICES FOR IMPORT

**ALSO OVEN DOOR SPRINGS**

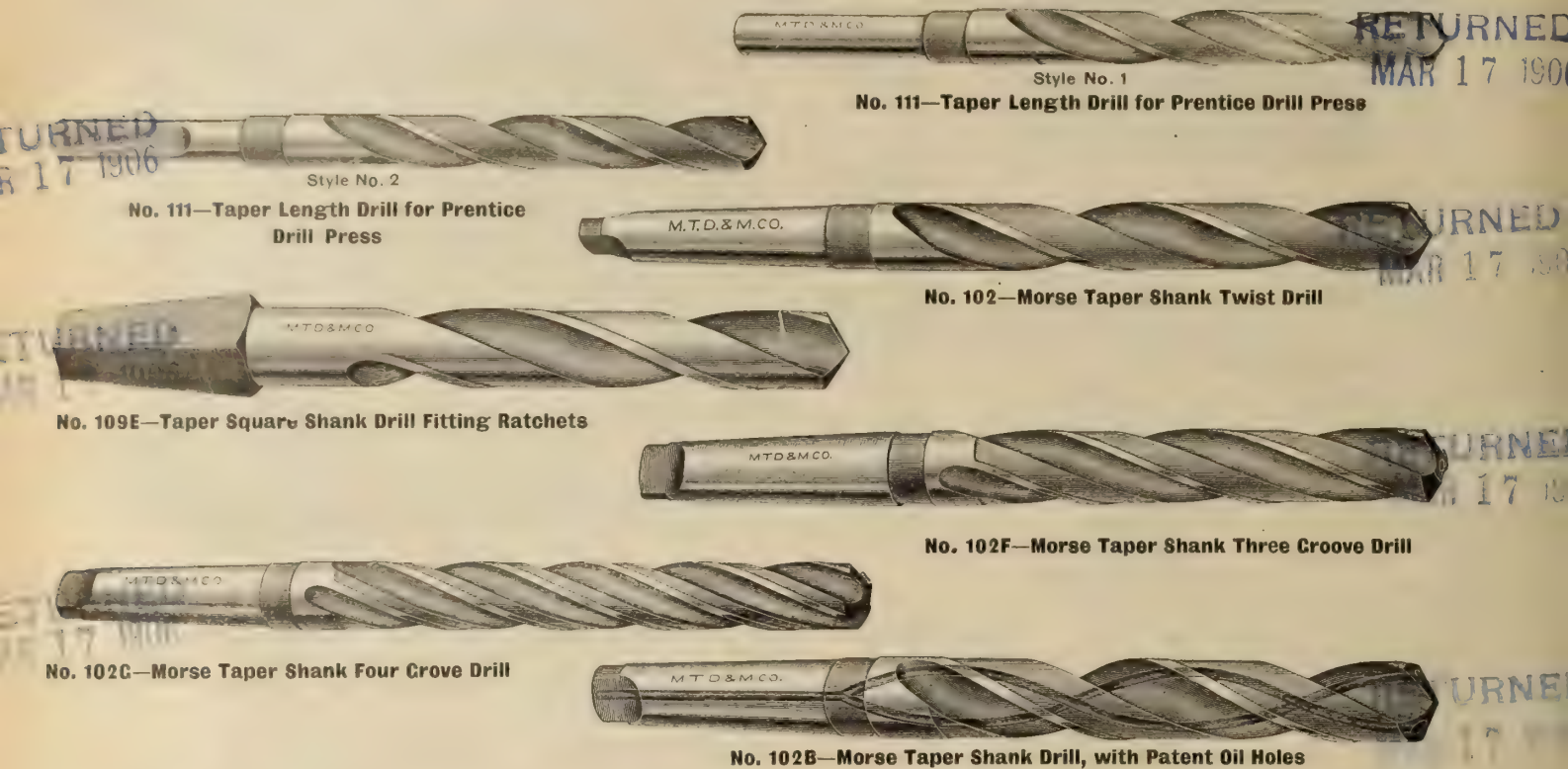
**J. A. HENDERSON,**

**MONTREAL**



# FROTHINGHAM & WORKMAN, LIMITED

## HARDWARE, MONTREAL



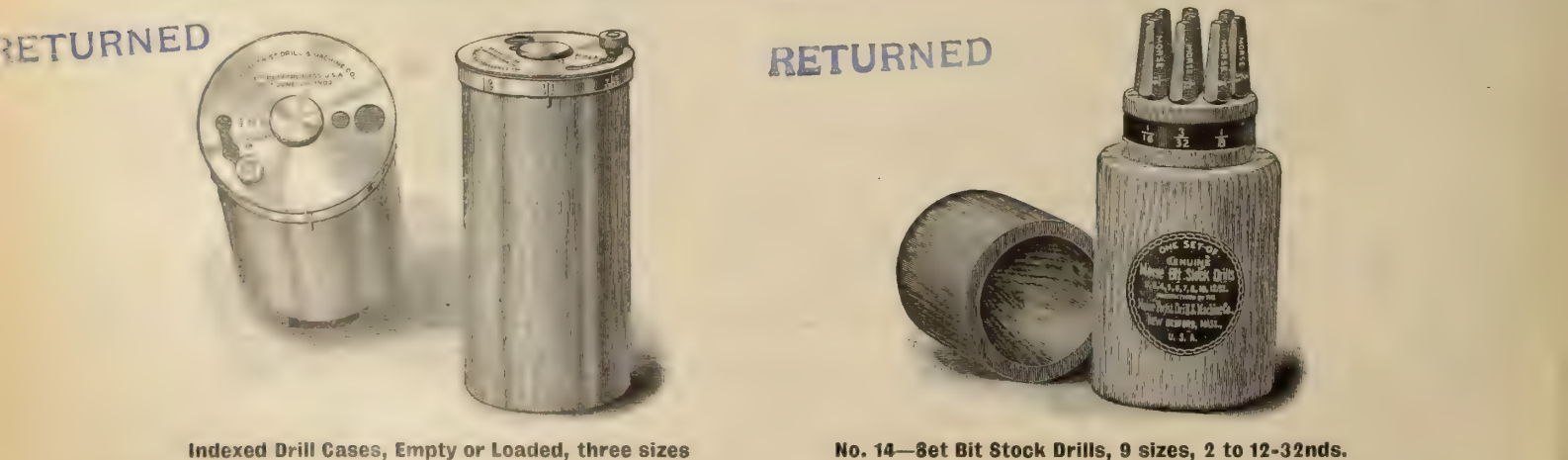
What drills are thought of but "MORSE" wherever Twist Drills are mentioned?

Morse Twist Drills, the genuine, are made by the oldest and most experienced firm of drill makers in America.

Their drills are found in every machine shop in every country where machine shops exist.

They are so extensively used because they have higher qualities and greater efficiency than other drills.

Large stock and wide variety always kept on hand by F. & W., Limited, Canadian Agents.

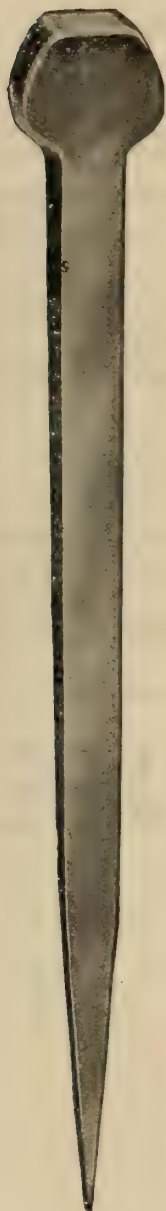


# FROTHINGHAM & WORKMAN, LIMITED

## HARDWARE, MONTREAL



# How to Buy Horse Nails



If you are not particular just order the number of boxes and the size required, and take whatever brand the wholesale dealer may have in stock. But—if you want the best made or sold in Canada, **without any exception**, you will not make any mistake in always specifying on your future orders that you want only the “**C**” brand Horse Shoe Nails, made by this Company.

You can do all your farrier trade with the “**C**” brand.. They will fulfil the most exacting conditions required as tests of quality. They are of the best designs, especially made for Canadian use. Have the finest hardened bevelled points, which will penetrate easily into the hardest hoofs. They will not bend in driving, nor will the heads fly off on striking an obstruction. This is because they are hot-forged from a special quality of Charcoal Steel Nail Rods, made for our purpose, and imported direct by us from Sweden. It is the best material known or used in the world for the purpose of making horse nails. We challenge any maker in the world to give better results than are obtained by the use of the old reliable “**C**” brand, which has been made in Canada for the past forty years, and has stood every test, and is the standard for quality to-day among all its competitors.

All the leading wholesale hardware dealers have them for sale, or should accept orders for same at our discounts (40, 10 and 7½ per cent.), plus freight to the various points. If you cannot obtain them on request, write us direct. Your orders are respectfully solicited.

## Canada Horse Nail Company

MONTREAL

ESTABLISHED 1865

## WANTED—TINSMITH

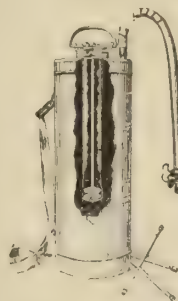
The best medium in Canada in which to advertise for tinsmiths is Hardware and Metal

Hardware and Metal will bring you replies from all parts of Canada. Last week one of our advertisers received a reply from the Yukon

Enclose money with ad.

Rate: 2c. per word for first insertion.

1c. per word for subsequent issues.



## Auto Spray

Best compressed air hand Sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season, for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 9 minutes.

**CAVERS BROS., Galt, Ont.**

Sole Agents for the Dominion

LIBERAL TERMS TO THE TRADE

## CONSIDER THE FACTS NOW

THE

## METALLIC ASH-SIFTER

is made of sheet iron and metallic lath, which accounts for its being both neat and light. All the wires are folded in by **Our Patent Double Lock Fold** and cannot come loose. The handle is the only part of this sifter that is wood.

There is a cover made of metal which prevents dust from rising, and a **Patent Wire Bale** designed to hook over a post or fence and thus transfer the burden from the operator to the post or fence.

Are you going to continue selling wooden sifters?

**C. M. CUTTS & CO.**

Sole Makers, - - - TORONTO JUNCTION, ONT.

## Hardware Dealers!

**PLIERS, PINCERS, SNIPS,  
FOLDING RULES, Etc.**

SEND FOR CATALOGUE.

**McLEAN & SOPHUS, 301 St. James Street, MONTREAL**

Wholesale Importers





# Pink's Lumbering Tools

**MADE IN CANADA**

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

Pink's Round Bill Peavys, Handled in Split Maple  
Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

Brazil Patent Snow Plough and Road Maker;  
also The DesJardin Patent Log Sleighs

Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

Long Distance  
Phono No. 87

# DIAMOND ENAMELED WARE

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

**KEMP MANUFACTURING CO., TORONTO, ONT.**

THE KEMP MFG. AND METAL CO., Limited  
McDermot Ave., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL  
58 McGill St., Montreal, Que.



## CANADA'S COMMERCIAL INDEPENDENCE

Dr. Eugene Haanel, Dominion Superintendent of Mines, whose name has become familiar to all readers of this paper as a result of the experiments made in electrical smelting at the Soo under his supervision, was the guest of the Canadian Club in Toronto last Monday, delivering a most instructive address on the subject of these experiments and prophesying that their meaning to this country would be its commercial independence of all other countries.

Dr. Haanel said it was now proven that the vast deposits of iron ore in Canada, hitherto considered valueless because of their high sulphur contents, may be profitably utilized by the use of the water power with which Ontario and Quebec are so richly blessed, this meaning that Canada can undertake for itself the steel and iron industry, the basic industry of modern civilization, without having to import coal or ore for that purpose. Using entirely Canadian products, Canadian manufacturers will be able to make the tools and agricultural implements for the settlers pouring into the country, will be able to build the bridges and boats and railways which are to open up our vast territories, and make the machinery to be used in thousands of busy factories.

### Commerce Founded on Iron and Steel.

"The iron and steel industries," Dr. Haanel said, "are the foundation of our modern civilization. To realize our dependence upon them, try to imagine what the state of affairs would be if our iron and steel industries were swept away. Transportation by railway and by boat as we have it to-day would cease, the machinery in our factories would be banished, and the comforts and luxuries of our life destroyed. We might better do without gold or silver than this much cheaper metal."

The commercial status of a nation, he continued, depended largely upon the development of the iron and steel industries. Not speaking of England, which was the pioneer in this work, Germany and the United States to a great extent owed their prestige to the development of their iron and steel industries.

The country which required to import its iron ore was handicapped in the race for commercial supremacy. In the fiscal year of 1903 and 1904 Canada had imported pig iron to the value of \$43,000,000. Thus was Canada dependent on other nations for a material necessary in every industry.

In Canada, which was the Eldorado attracting a teeming population, the need for iron was increasing to provide tools and agricultural implements for the new settlers, structural material for railways, boats and bridges, and material for the modification of established and the inauguration of industries. To stimulate and encourage production of iron and steel from abundant raw material the Government had given generous bounties and imposed import duties.

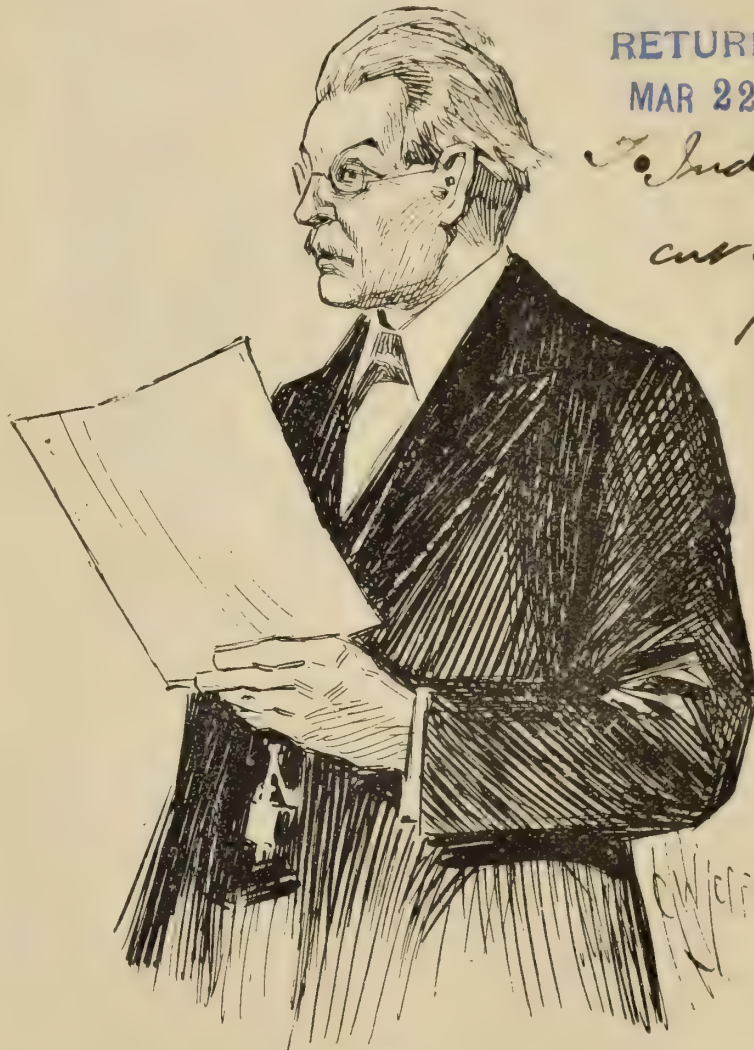
The distribution of the raw material in Canada was peculiar. While the ne-

cessary coking coals for blast furnaces were found at the extreme east and west in Ontario, Quebec, Saskatchewan and Alberta were large ore deposits, but not coal deposits capable of furnishing coke for metallurgical purposes. If these deposits were to be used by processes of production at present in use, coke would have to be brought to blast furnaces erected in the vicinity of the mine or the ore transported to blast furnaces near the basis of the coke supply. The

deposits must remain undeveloped and regions remain waste which might otherwise teem with a vast industrial population.

### The Electric Process.

The electric process had been profitably employed in different parts of Europe, especially in France. In the solution of the problem of applying electric energy to the extraction of metals from their ores, Captain Slassani in Italy and Her-



Dr. Haanel Delivering His Address

heavy transportation costs made the process uneconomical.

Deeply impressed with the disability under which the country rested in regard to the upbuilding of a steel industry, on entering his present position Dr. Haanel set himself to finding some other method or some other source of energy than the combustion of carbon in blast furnaces. Unless a new method could be proven to be practicable, immense ore

fault and Keller in France had rendered conspicuous service. It was seen that if by the electric process pig iron could be economically produced, such countries as Brazil, Chili, Sweden, Norway, Finland, and Canada, all rich in iron ore deposits and possessing extensive water power, but lacking coal, would be able to render themselves independent of outside sources by employing the electro-thermic process of manufactures of their iron and

RETURNED

MAR 22 1906

*To Industrial  
Admiral  
cut Book 47  
page 84  
H.S.E.*



steel. From examination of processes in 1900, Mr. Harbord, the metallurgist of the commission appointed to investigate the matter by Hon. Mr. Fielding, decided as the probable output of 1,000 electric horse days 7.82 tons.

For the successful introduction of electric smelting of Canadian ores the following points which could not be settled by the European experiments required demonstration:

Could magnetite, which is our chief ore and which to some extent is a conductor of electricity, be successfully smelted?

Could iron ores with considerable sulphur contents be made into pig iron of marketable composition?

Could charcoal, which can be made from mill refuse and other available sources of wood useless for other purposes, be substituted for coke, which must be imported?

And, lastly, what was the exact amount of electric energy required per ton of pig iron produced?

### Various Iron Ores Smelted.

To properly investigate these problems a sum was set aside by the Government and the work undertaken by Dr. Heroult of La Praz, France.

The Lake Superior Power Company of Sault Ste. Marie offered a building in which to erect the plant, and the use of one of their alternators of 300 electric horse-power capacity, free of expense for four months. The offer was accepted.

The experimentation on Canadian ores began in earnest the middle of February, the furnace being in operation night and day, with some intermissions, until March 5. During that time about 150 casts were made, yielding about 55 tons of pig iron. For the first experiments the ores employed were hematite, such as used by the Algoma Steel Company in their blast furnaces; for the remainder of the experiments different classes of Canadian magnetite from the different sources of supply, all of high sulphur content, with the exception of the Wilbur magnetite, which was low in sulphur, were employed.

### The Furnace Described.

Dr. Haanel used a tea cup to describe the furnace. In it the ore was placed and into the midst of it a large electrode inserted. The electric current came from this electrode and through the metal to the bottom of the furnace, where it was carried off by another wire. The heat caused by the resistance offered to the current by the metal produces the heat which completes the smelting process.

Even the first experiments with magnetite showed that our fears had been groundless and that magnetite could be smelted with as much facility as hematite and with an output equal to that of the best experiment made with hematite.

"Moreover, since it was important to substitute, if possible, charcoal, which can be cheaply produced in Canada, for coke, which is dear, must be imported, the changes were made with charcoal. No difficulty was experienced whatsoever, the furnace working quietly and regularly, requiring little attention to the regulation of the electrodes.

"Analysis of the iron produced soon proved that, although the slag was not particularly basic, the sulphur could be caused to pass into the slag, resulting in a pig iron containing a few thousandths of one per cent. of sulphur.

### Output Greater Than Expected.

"In every instance the output was far greater, in several instances one-third greater, than the figures adopted by Mr. Harbord, in the report of the Commission on Electric Smelting."

Experiments with roasted and briquetted nickeliferous pyrrhotite, containing 1.6 per cent. of sulphur, were equally successful, furnishing a ferro-nickel iron pig containing 1½ per cent. of nickel, and virtually free from sulphur. The estimated value of this product was \$40 to \$44 a ton. So successful have these experiments proven that the Lake Superior Power Corporation have decided to acquire the Government plant for the purpose of converting their stock of briquetted ore into marketable, ferro-nickel pig.

One of the most important points in the investigation, which could not be successfully settled by the experiments at Livet, was the consumption of the electrodes, and it was found that the consumption was beyond expectation small, and that an electrode which had been in use for three weeks, and during that time had been exposed to free air in an incandescent state for many hours, and had been used for melting down charges, which is always attended by waste of electrode without corresponding output in metal, that even with this severe test the consumption per ton of pig iron produced was between 15 and 20 pounds. According to Mr. Herault's estimates, this means an outlay of 30 cents per ton of pig iron.

### Poor Ore Made Valuable.

"Many of our magnetites are too high in sulphur to be handled by the blast furnaces, and consequently have so far been of no commercial value. But the very best of pig iron, as has been proven, can be made from ores which contain as high as one per cent. of sulphur. A blast furnace will not usually handle an ore which contains one-tenth of one per cent. of sulphur and requires therefore an ore which cannot be got at a low figure. The Algoma Steel Works pay, I understand, \$4.50 for the hematite ore which they use in their blast furnaces. A pig iron equal in value and lower in sulphur content can be made by the electric process from sulphurous ores which could be bought for \$1.25.

"Regarding water power required for the application of this process, it may be stated that many water powers exist in Ontario surrounded by iron ore fields in localities ill adapted for the application of electric energy for any other purpose, and could be developed to furnish an electric horse-power a year from \$4.50 to \$6.

"With such a price for the energy required, the small consumption of electrode, the cheapness of ore employed, and the peculiar excellence of the pig iron produced, electric smelting of iron ores in Canada, using charcoal or peat coke, made from our peat bogs of enormous extent, may be pronounced a commercial success. Under the prevailing conditions in Canada it now only remains for the engineer to design a plant on a commercial scale, say of 100 to 150 tons daily output, with all the necessary labor-saving appliances.

### Blast Furnace Outclassed.

"Just as in the case of the blast furnaces, so likewise with the electric furnace, experience gained will result in further economy, and the day may not be far distant when the carbon mon-

oxide, which is of high calorific value, and which at present, as a product of the reaction taking place in the electric furnace, is allowed to escape without utilization, will be employed for increasing the output by at least a third or half. If that should take place the blast furnace could not compete with the electric furnace even under the conditions where coke might be cheaper than at present quoted in Ontario and Quebec.

"A further advantage of the electric process is that the units employed are comparatively small and cheap of construction. A unit of 1,500 h.p. is perhaps the largest that under present circumstances should be constructed. Such a unit would have an output of about 18 tons per day and corresponds in size to about the larger Swedish charcoal blast furnace. With the present advance which has been made in the transference of electric energy, batteries of electric furnaces could be set up at various iron ore deposits which could be fed with electric energy from some centrally located water power, thus affecting a saving of the transportation costs of the ore from the mine to the furnace.

"When a deposit is worked out the furnaces may be moved to the next deposit, simply lengthening the wires which carry the high tension current to the transformer of the plant."

The utilization of ores of high sulphur content which cannot be used in blast furnaces is of especial importance, because the question has arisen, how long the present supply of blast furnace iron ores is likely to last, and when these ores are exhausted and none but sulphurous ores and titaniferous ores are available, the stacks of numerous blast furnaces will be silent and smokeless, having been supplanted by the electric furnace, which can successfully heat an ore which blast furnaces cannot handle.

### Results of Experiments.

The following is a summary of the results of the experiments which have been completed under Government auspices at Sault Ste. Marie:

1. Canadian ores chiefly magnetite can be economically smelted by the electro-thermic process.

2. Ores of high sulphur content can be made into pig iron containing only a few thousandths of sulphur.

3. The silicon content can be varied as required for the class of pig to be produced.

4. Charcoal which can be cheaply produced from mill refuse or wood, which could not otherwise be utilized, and peat coke made from peat, of which there are abundant deposits in Ontario and Quebec, can be substituted for coke without being briquetted with the ore.

5. A ferro-nickel pig can be produced practically free from sulphur and of fine quality from roasted nickel ferrous pyrrhotite.

6. Pyrite cinders, resulting from the roasting of pyrite in the manufacture of sulphuric acid, and which at present constitute a waste product, can be smelted into pig iron by the electric process.

7. Titaniferous iron ores containing up to 5 per cent. can be successfully heated by the electro-thermic process.

The result of the introduction of electric smelting into Canada may be summarized as follows:

(1) The utilization of our extensive water power, which cannot at present be profitably employed for any other purpose.



(2) The utilization of the large number of iron ore deposits, which, on account of their high sulphur content, cannot be treated by a blast furnace, and have so far been valueless.

(3) The utilization of our extensive peat bogs for the production of peat coke to be used as reducing material for the operation of electric furnaces, and the utilization of mill refuse and sawdust, for which there has been so far no practical use.

(4) Rendering Canada independent of fuel import for metallurgical processes.

(5) Enabling Canada to produce her own pig iron from her abundant sources for home consumption, and consequently retaining in our own country the money which otherwise would have to be sent abroad to purchase pig iron in the crude and manufactured state.

(6) The development of steel plants and rolling mills using only electric energy.

#### Crucible and Construction Steel.

The Heroult system has already been adopted by a plant in Syracuse, N.Y. Another system, that of Kjellin, has been adopted by a Sheffield firm. These furnaces are designed to make the best crucible steel. I see no difficulty in the way of constructing electric furnaces of a capacity equal to that of open hearth furnaces, and the production of structural steel by the electric process is likely to become an accomplished fact in the near future.

But to reap the benefits of the experiments made at Sault Ste. Marie means intelligent enterprise. The Government has furnished you with facts on which to base a sound judgment as to the feasibility of commercially engaging in the manufacture of pig iron by the electric process; with that its duty to the nation is done, it remains with you business men to apply, perfect and profit.

#### NEW AGENCY AT WINNIPEG.

Messrs. Douglas & Ratcliffe, dealers in wrapping paper, paper bags and twines, etc., have recently opened a branch office and warehouse at 58 Victoria street, Winnipeg. The business there will be in charge of Thomas Gain, who for so many years was manager for the Lincoln Paper Mills Co. in Toronto and who was more recently superintendent of sales for Douglas & Ratcliffe in Toronto. The Soo Paper Mills, of Sault Ste. Marie, have appointed them their agents for Canada and they will handle their celebrated dry and tarred building papers and will also carry a large stock

## WIRE NAILS TACKS WIRE

Prompt Shipment

**The ONTARIO TACK CO.**

Limited.

HAMILTON, ONT.

## Paint Quality. What is It?

'CROSS COUNTER TALK NO. 3.

Customer: "What is paint quality?"  
Dealer: "Paint quality is the distinguishing mark of good paint over all other paint. It's in the paint itself—the materials used—the conditions of manufacture and the skill of the paint maker."  
"Sherwin-Williams Paint, Prepared, is paint quality through and through. It is made of the best linseed oil and manufactured with the skill of forty years of the best paint making. Paint quality and S. W. P. are the same—each stands for the other."  
Are you one of our conquering army of agents. If not, write today. We can interest you.  
**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS  
Canadian Headquarters and Plant: 639 Centre St., Montreal. Warehouses: 86 York St., Toronto; 147 Bannatyne St., East Winnipeg.

of fibre paper and twines especially in demand by the hardware trade.

#### CLEVER YOUNG MONTREALER.

Announcement has just been made of the rewards in the recent advertisement competition of the Dover Mfg. Company, sole makers of asbestos sad irons. The first prize of one hundred dollars was awarded for an advertisement in the Gazette, of Montreal, December 20, which was written by Hector A. Bernier, buyer and advertising manager for L. J. A. Surveyer, of that city.

Mr. Bernier, who is one of the cleverest young managers in the Montreal retail trade, has distinguished himself on other occasions by his ability in this line, having twice won the first prize given annually by an American carpet sweeper manufacturing firm. He has also won prizes for essays on "How To Dress Hardware Store Windows," and his own windows are always a source of admiration.

Mr. Bernier is to be congratulated on the splendid manner in which he has represented Canada in this competition. Entries were made by retail and wholesale hardwaremen all over America.

who handle asbestos sad irons, and the judges of the contest were all recognized experts.

Four other Canadians were also successful in this competition, each winning a prize of ten dollars. They are: Bridle Bros., Thessalon, Ont., who won fourth prize; the Arcade Hardware Store, Forest, Ont.; the A. C. Thompson Company, Glace Bay, N.S., and Geo. Taylor & Son, London, Ont.

#### NEW WIRE STRETCHER.

A hardware concern recently incorporated in Illinois will manufacture, among other things, a safety tackle block wire stretcher which is said to be the only article of its kind which allows all the force used in pulling to be exerted on the tightening of the wire. The device is provided with an automatic set lock which is under the control of the operator at all times. It holds the wire at any desired point, thus doing away with the friction clutch. A ratchet and tongue prevent the slipping of the wire and do away largely with the ordinary wear and tear of the ropes.



# WINDOW AND INTERIOR DISPLAYS

## WINDOW DRESSING ADVICE.

Window dressing is undoubtedly attracting more attention from retailers of all varieties of goods than ever before, but even though that be true, it is quite as true that not enough retailers are practicing it, at least in the right way. After all that has been said upon the subject, after trade papers have for years been teaching the art and urging their readers to take it up with the purpose of making it of some importance, it is true that very many, probably a majority, still neglect it and their windows repel instead of attract. There is no excuse for this condition of affairs, excepting laziness or failure to comprehend the value of such work. Neither is it possible to understand why retailers and others should fail to appreciate the advantages which accrue to all who dress their windows properly.

### Cleanliness a Necessity.

First of all the windows must be clean. Dead flies and spiders and bits of paper and string and such clutter must be forever banished. Perhaps each one of you will shake your heads wisely and declare that that doesn't apply to you. But maybe if you examine your windows you will discover something that will interest you. After one becomes familiar with a condition one overlooks some of the most repulsive features and it is to be feared that many dealers are in that position. They have seen their windows until they have become accustomed to them as they are now, and they do not realize just how badly they look to others. Therefore, it is repeated, clean your windows thoroughly. That is the first essential in attractive window dressing.

### Paint Attractively.

Next, if the paint is scratched or broken, give it a good coat. It doesn't matter so much what color, though a neutral tint is better since it doesn't emphasize contrasts so strongly and serves as a satisfactory background for almost any sort of trimming one may care to put in. Sometimes the floor of a window is painted white, partly because it helps the light and partly because it assists in showing the goods to advantage. But there is another reason which should have weight. It is easier to see the dirt that accumulates on a white floor and it is much more likely to be kept clean. If the back of the window is solid paint it some neutral tint. If it is solid up only part way, it will stand a shade or two stronger tinting than it will under other conditions, but it isn't wise to make it white all the way up. It becomes too glaring if that is done.

## Shelving a Good Idea.

For most varieties of goods excepting dry goods, a set of shelves is essential in some trims, at least, and a sort of movable shelving is most desirable. They can be taken out and the window left without anything, if desired. It is better to make them of fresh boards, but if it is a question of expense, as it is in some instances, shelves made of old packing cases serve the purpose quite as well and cost nothing excepting the expense of putting them together, which would be extremely light. They can be made like steps without backs, and if the window is wide, in two parts. This will enable one to handle them easily, and sometimes it is desirable to have a trim with only a part of the window shelved. It isn't easy to say what one should do with such matters without understanding each specific case. Only suggestions are given here which can be modified and worked out to suit individual cases. One who is attempting to establish a scheme of decoration will find it comparatively easy to adapt these suggestions to his own particular requirements.

### Look After the Floor.

After the window is ready the back and floor, if so desired, can be covered with crepe paper, which is inexpensive and very rich looking. Lacking that, plain white or tinted paper will answer but scarcely anyone but can afford crepe paper. It is cheap, durable and can frequently be used a number of times. It doesn't pay to attempt to make up decorations too cheap. They often fail of their principal purpose under such circumstances.

### Make a Centre Attraction.

Sometimes a portrait of some national character will add to the finish. Let it stand on an easel in the middle of the window, facing slightly sidewise so as to get rid of the staring, set effect, and over and around it drape the national colors. The effect is pleasing, and at the same time is not such as will arouse anything but the noblest thoughts and feelings.

### Show Seasonable Goods.

Having completed this arrangement, next put in such goods as you want to advertise. Sometimes it will be one thing, sometimes another, but the main thing to be remembered is that it should be seasonable goods which you offer. Make them applicable to the time and the season, otherwise your window and your decoration will appear incongruous. Seasonable goods, with neat price tickets attached will not fail to attract buyers.

## Not Difficult at all.

Like almost all other things, window dressing is not as difficult as it looks. Frequently one takes it up for some special day like this and continues it because of the excellent results it brings. Trade is fickle to a certain extent, and all sorts of plans must be devised to secure the attention of buyers, but an enterprising dealer will bring buyers in plenty by adopting devices like this which will appeal to purchasers everywhere the same.

### Use Opportunities.

Perhaps there is going to be some special celebration in your town this Summer, or in your vicinity. If there is, never fail to make use of such an opportunity. It will add to your prestige and will assist materially in advertising your business. Make your window decorations suitable for these special occasions and you will establish a reputation for enterprise which cannot be beaten.

Get busy and there will be many things which will be used with a good deal of profit by every dealer who begins the work in earnest. It is not so difficult as it looks, and the dealer who undertakes to do as well as he can, will end with doing much better than he expected and his business will improve accordingly.

## CANADIAN RUBBER CO'S ANNUAL.

What was in many respects a remarkable event was the annual meeting of the Canadian Rubber Company of Montreal, Limited, held at the company's head office on Thursday afternoon of last week.

It was remarkable, not only for the fact that a most satisfactory statement was presented, and a good dividend declared, but also for the inauguration of a new directorate. This was forecasted some time ago, when it was announced that the controlling interest in the company had passed into the hands of a group of younger capitalists.

The election of officers and directors resulted as follows: President, Major G. Washington Stephens, M.L.A.; vice-president and managing director, D. Lorne McGibbon; directors, Messrs. Shirley Ogilvie, Alex. Pringle, M. C. Mullarky, H. J. Fuller, Harrison C. Frost, C. C. Ballantyne and R. J. Younge.

The directors are planning to establish a large distributing branch in London, England, from which centre direct shipments of "Canadian" rubbers will be made to the trade in the United Kingdom, and also to the company's many distributors on the continent.

Nothing that worries you individually can be of equal importance to any one else.



## STOVES AND TINWARE

### PEASE FOUNDRY CO. EXPANDS.

The Pease Foundry Company's new wareroom and office building on Queen street east, Toronto, has been commenced, and when completed it will be one of the most up-to-date of its kind in Toronto. The property upon which it will stand was the site of what was known as the old Duke of York tavern, a building erected over seventy years ago. The new Pease building will be 35 by 100 feet, with a basement and three storeys, constructed of brick and stone. The first floor will be occupied as a showroom, the second will have the general offices of the company, and the third will be used as a tin shop.

The manufacturing end of their business has also been undergoing considerable development, and when completed their shops, which have heretofore been conducted, one in Mimico and the other in Toronto, will be consolidated into one large plant on Shaw street, Toronto. The company purchased this property some time ago and upon it have already made an outlay of some \$30,000, which will be increased by the expenditure of another \$30,000. The warehouse and shipping department of the new plant will be 80 by 300 feet, and will have a railway siding running the full length of it, so that freight can be loaded direct on the cars. The machine shop will be 50 by 110 feet, the mounting shop 50 by 110, the dome shop 50 by 50, and the blacksmith shop 18 by 24.

The buildings will be of the latest design and arrangement for shops of their class. They will be but one storey high, which will overcome all difficulties and extra labor attendant on hoisting, etc.

It is expected that both the office building and the manufacturing plant will be completed during the Summer months.

### SETTING UP STOVES.

In speaking on stoves and their troubles before a convention of Missouri hardwaremen, F. P. Hans, a stove salesman, said:

"I have come to the conclusion that the safest way to figure is that every one who buys a stove is going to set it up wrong when they have the setting up to do; and when a stove goes out of town they have it to do, and then run it just as it should not be run. I went to see a range once where the dealer said it was put up right to good flue with 7-inch pipe to a good chimney having a tin 7-inch flue hole, and found the parties had lacked one joint of pipe and helped out by using a 6-inch joint held in place by driving pieces of rock as wedges at both ends of the 6-inch joint, and I have come across many cases just as bad. There are few if any stoves or ranges made to-day that won't work if set up properly to a good flue and good fuel used. There is no mystery about heating an oven. It becomes hot because the heat from the flame and hot gas coming from the fire box are absorbed by the plates of the oven as they pass

over and around it and is radiated on the other side or into the oven. Then what is needed is a clean fire and draft enough to draw the heat around quick enough so that most of it is not absorbed by the top of the stove or range and top of the oven before it reaches the bottom of the oven. Ashes allowed to accumulate on top of the oven do not help the baking. It is well to remember that a stove or range of itself has no draft. That is a thing separate and apart from the range or stove and should be furnished by the flue to which they are connected."

### FOUNTAIN SOLDERING IRON.

A. A. Ackerman, Chicago, makes the following claim for a recent invention: A fountain soldering iron having a valve chamber through which the solder is ejected, a reciprocating valve working in said chamber for ejecting solder therefrom and means for adjustably controlling the amount of travel of said valve for regulating the amount of discharge. A fountain soldering iron having a valve-chamber through which the solder is ejected, a reciprocating valve working in said chamber for ejecting solder there-



Fountain Soldering Iron.

from, a lever for operating said valve, and means for adjustably controlling the throw of said lever for regulating the amount of solder discharged. A soldering tool having in the head thereof a reservoir, a discharge opening near the point of said head, and a receiving opening, said reservoir being sinuous and leading backward in said head from said receiving opening and then forward toward said discharge opening to thereby prevent the spilling of the solder.

### THE STOVE TRADE.

Coal heating stoves were a little quieter this Winter than was anticipated, but cooking stoves and ranges have sold very well. The prospects for a good Summer in gas cooking stoves are already in sight, and throughout the country, in towns where gas is not available, a good season is anticipated for gasoline and coal oil stoves, from the inquiries that are coming in. With some people the gasoline stove has been looked upon as a dangerous contrivance to be shunned by those who value life and property and from the accounts one reads at times of the accidents resulting from their misuse, it would appear that the distrust was well founded. There is, however, absolutely no danger whatever if only simple, ordinary precautions are taken, and the directions given by the dealer in regard to filling and general management are observed.

### "TELEPHONE CITY" HEATERS.

The "Telephone City" line of coal and wood air-tight top draft heaters made by Telephone City Stoves, Limited, Brantford, Canada, have been on the market for three seasons and have made an excellent name for economy of fuel and powerful heating.

The "Sixty Series" coal heater and the "Telephone City" wood heaters are the best sellers and dealers will consult their own and their customers' interests by writing for a catalogue and prices and mentioning Hardware and Metal.

The company offer special inducements to all dealers who order by mail and thus save the cost of sending travelers for the orders.

### VANCOUVER FIRM INCORPORATED

About ten years ago J. A. Flett started in the stove and sheet metal business in a small way in Vancouver, but with the growth of the city the concern also grew, and added a full line of shelf and heavy hardware. The stove and sheet metal part of the business continued to be a leading feature, and during the last few years many of the largest roofing and sheet metal contracts of Vancouver have been carried out by his men under the direction of Alex. McLeod. On account of the increasing business Mr. Flett decided to incorporate his concern into a joint stock company, which he has done, the directors being J. A. Flett, manager, Alex. McLeod and Wm. Owens.

### SYMONS SIDE-WALL REGISTERS.

Extensive work has been carried on throughout the Winter in the installation of warm air heating systems, and among the many makes of registers that have been used the Symons side-wall register has been very popular. The Symons register combines the advantages of a heat deflector and a foot rest. A touch with the foot adjusts the deflector to the desired angle and at the same time inclines the face of the grate, the top dropping back in such a manner that both rest and warmth may be obtained for the feet while sitting in front of the register. It is made in different styles of finish, the oxidized copper being quite a popular one for the better class registers. The Gurney Oxford Stove Company, Toronto, are Canadian agents. Mention this paper when corresponding with them.

### ALUMINUM WARE POPULAR.

Aluminum kitchen utensils, despite their high price, are being asked for by those who have come to appreciate their good points. The Winter's sales have been good and the growing demand is a mark of their popularity. For the woman who has to lift the heavy iron pots and kettles off and on the stove many times during the day, the cast aluminum pots are a welcome change. Their weight as compared with cast iron is a thing that to be felt is to be appreciated. They are said to meet all expectations as to their wearing qualities by those who have had them in constant use, as well as being found less liable to burn their contents than are other utensils.



# More News from Royal Quarters

We have told you something about the **OVEN** and **POUCH FEED** of

## ROYAL CHAMPION

We are not through with these features yet. They are too important to pass over lightly, and too rare in other stoves to be common talk with you.

The truth is the **POUCH FEED** belongs to the **ROYAL FAMILY**—that is, **ROYAL STOVES AND RANGES**. It is one of the greatest improvements in stovedom. It acts as a **COMBINATION BROILER AND FEED DOOR**. It permits re-filling of coal without removal of lids, quite a saving when, say, a boiler is on the stove.

Then, did you ever notice how few ovens are made on the square? The firebox usually usurps a portion of the oven's legitimate room, which is shown by the "cut of the door." **ROYAL CHAMPION** oven is scientifically constructed. Being made in sections, it never cracks; being made square, it gives uniform heat; being ventilated, it gives the right kind of heat.

*Royal Champion is royal in everything except price, and when you get the figures you will wonder where we get a profit.*

Our **NEW ROYAL CATALOGUE**, now being printed, will explain all.

**CANADA STOVE WORKS, Harriston, Ont.**

**CUT OUT AND MAIL**

CANADA STOVE WORKS,

Harriston, Ont.

Please enter my name on the list of those to receive the **New Royal Catalogue**.

Name .....

Address .....

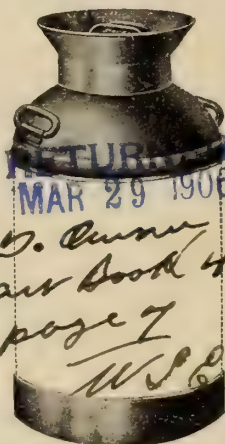


### "Samson" Railroad or Delivery Can

**WITH SEAMLESS OR BELL  
COVER MADE UP**

Made in 6, 8, 10 or 12 gallon  
sizes.

Is always supplied with "Samson" seamless  
bottom, seamless cover, seamless neck and  
breast and "D" side handles.



### "Samson" Railroad or Delivery Can Trimmings

A set consists of cover, seamless  
neck and breast, pair of "D"  
side handles and "Samson"  
seamless bottom.

Any size can be made by making bottom  
deeper.

These trimmings make the best can on the  
Canadian market.

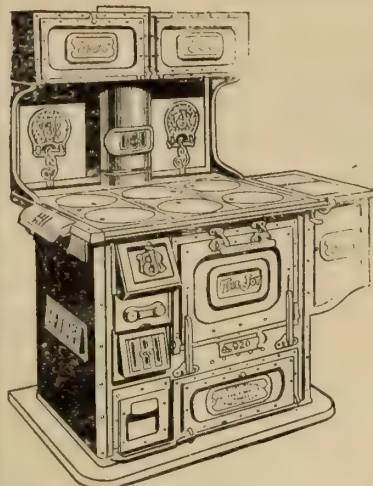
**PROMPT SHIPMENT**

**The McClary Manufacturing Co.**

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B., HAMILTON

**"Everything for the Tinshop."**





## "Must Please the Cook"

After all the "Cook" is the court of final resort. The dealer may wish to favor the manufacturer whose stoves he has long sold, but if the buyer and user demands a different article, the dealer must satisfy that demand or lose his customer.

That the buyers and users of ranges demand a Malleable Range, one has but to look to the Northwest and to the immense sales of this construction by the pedlars in this province to be convinced. The buyer wants it because he is certain that he is getting more for his

money. The Cook wants it because it cooks and bakes to perfection with little fuel, requires little attention, is handy and convenient and an ornament to the kitchen.

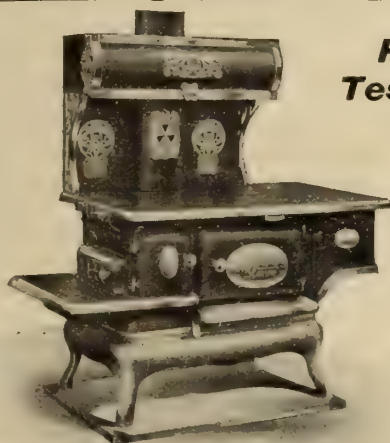
Will you supply this demand, or stick to your prejudices and permit your trade to be supplied through illegitimate channels?

## The Joy Malleable and Steel Range

is at your service.

# Joy Mfg. Co.

32 Humberside Ave. ... Toronto



## Read the Testimonials

on

## The Empire Queen Range

and you will agree with us that it must be a good range that

can merit so much praise.

The testimonials are to be found in our Booklet, a copy of which will be sent to any dealer.

The Empire Queen Range is a made-in-Canada range, up-to-date in every respect and designed to bake "perfectly." As a heater, it has no superior,

Know more about this Range—Get one of our Booklets.

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

## Get up to date with your range showing --- you can't without this range

NO other range makes baking so certain—none puts the oven so completely in control of the cook—

What point will sell a range if that won't?

No other range permits such perfect, quick, easy draft control—and doesn't waste fuel—

That's a pretty good selling point, too—  
—isn't it?

No other range is sold for you as well as to you—

The Gurney selling aid method makes that sure.

## The Imperial Oxford

certainly does sell better

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfit, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

## The Gurney Foundry Company

Limited

Toronto

Winnipeg

Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.

(92)



# HARDWARE AND METAL

Established 1888.

JOHN BAYNE MACLEAN President.

The MacLean Publishing Co.  
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, North-West Territories, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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## NEW ADVERTISEMENTS.

Chicago Flexible Shaft Co., Chicago.  
Cavers Bros., Galt, Ont.  
James Stewart Mfg. Co., Woodstock, Ont.  
J. G. Gibsons, Montreal.

## ELECTRIC SMELTING ESTABLISHMENT.

When Dr. Haanel, Dominion Superintendent of Mines, gave his first public statement at the Canadian Club, Toronto, March 12, regarding the success, even beyond expectation, of the results of the electric smelting experiments being carried on at Sault Ste. Marie, under the supervision of the Dominion Government, he made an announcement that will probably have more effect on the future development of Canada than any heretofore made at any time. He intimated that as a result of the investigations carried on Canada was at the edge of a greater commercial era than had been. It meant the commercial independence of this country inasmuch as we would in future be able to smelt our own ores. It meant that the vast ore deposits in Canada, of little value as far as any methods heretofore used could demonstrate, were now a priceless boon. It meant that these could be reduced on a commercial basis and produce a high-grade of iron ore; in fact it was impossible to produce anything but a high-grade ore by the electric process. It was demonstrated that charcoal was as suitable for the production of iron by this method as coke, thus making the process entirely independent of coal. It meant, moreover, that the link between our water powers and our marvellous deposits of

magnetite and sulphurous ores and their production into a highly marketable product had been forged, thus enhancing the value of our limitless water powers, which were, unlike mines, not subject to strike and final exhaustion.

The above represents the culmination of the metallurgist's dream for many years past, and means that Canada will now become a factor amongst the iron producing countries of the world. In these experiments several points were proven that have never before been cleared up in the different European laboratories and electric smelting furnaces.

These were: Could magnetite, which is our cheap ore and which to some extent is a conductor of electricity, be successfully smelted? Could iron ores with considerable sulphur contents be made into pig iron of marketable composition? Could charcoal, which can be made from mill refuse and other available sources of wood useless for other purposes, be substituted for coke, which must be imported? And what was the exact amount of electric energy required per ton of pig iron produced? All these questions were answered in a most satisfactory manner, and the earnestness with which Dr. Haanel spoke carried conviction to the minds of his hearers.

Summarising the results of the Sault Ste. Marie experiments carried on under Government supervision, and for which the Dominion Parliament made a grant some months ago, it is shown: (1) Canadian ores, chiefly magnetite, can be economically smelted by the electro-thermic process. (2) Ores of high sulphur contents can be made into pig iron containing only a few thousands of one per cent. of sulphur. (3) Silicon contents can be varied as required for the class of pig to be produced. (4) Charcoal, which can be cheaply produced from mill refuse or wood which could not otherwise be utilized, and peat coke made from peat, of which there are abundant deposits in Ontario and Quebec. (5) A ferro-nickel pig can be produced practically free from sulphur and of fine quality, from roasted nickel ferrous pyrolite. (6) Pyroclite cinders resulting from the roasting of pyrorite and sulphuric acid, and which at present constitute a waste product, can be smelted into pig iron by electric process. (7) Titaniferous iron ores containing up to 5 per cent. can be successfully treated by the electro-thermic process.

The Government has done its share in this work, having demonstrated the possibilities, and it now remains for the people of Canada to develop this wonderful heritage, and there is no doubt

that foreign capital will be anxious to lend a helping hand.

## WATCH TRADE REPORTS.

Reports of the Canadian commercial agents in various parts of the world, as contained in the weekly pamphlet issued by the Department of Trade and Commerce, are worth watching.

In one of the latest reports, Mr. D. H. Ross, commercial agent for Australia, devotes considerable space to a criticism of the lack of interest displayed by Canadian manufacturers and wholesalers, in the opportunities thus afforded them.

A case in point is an incident which dates back to the weekly report published on November 13 last. In this report there appeared an inquiry as follows:

"1092. A Melbourne hardware and sporting supplies firm request catalogues, lowest wholesale export prices f.o.b. New York, and full particulars of the most popular makes of Canadian ice skates. Payment can be arranged in Canada against shipping documents. Should manufacturers desire to send sample pairs of leading lines by parcel post, via Vancouver, account sales will be rendered or they will be returned. A cable code word for each design, plain and plated, is suggested in replies to this inquiry."

This inquiry was from a firm who were anxious to stock Canadian skates in order to be in shape for the opening of the large Melbourne ice skating rink in April. The rink will have an ice area of 185 by 70 feet, while underneath there will be ordinary cold storage for perishable commodities, so that the company will derive revenue from two sources. The building is centrally located in a city of half a million population, where ice skating has hitherto been entirely unknown.

But the enterprise displayed by the rink promoters and the Melbourne sporting goods house has not been duplicated by Canadian manufacturers. Mr. Ross reports that the firm mentioned has received in reply to the inquiry only two indefinite letters, one catalogue, and no export discount sheets. The rink promoters have also asked the commercial agent for catalogues and price lists of Canadian skates, but the trade will probably be lost to Canadian manufacturers owing to their obvious lack of interest in the matter.

The trade reports are not bulky, and even the busiest man can spare time to run over them once a week and see if they contain anything to interest him. It will pay manufacturers, wholesalers and retailers to watch the trade reports.

It pays to wrap nails up well. Don't be afraid to use too much paper.



## STEEL CORPORATION COMING TO CANADA.

Deal Closed This Week, and a \$75,000,000 Plant to be Erected—Another Steel Company Mooted.

We are able to make two important and exclusive announcements this week. The United States Steel Corporation have definitely decided to come into the Canadian market. They will not acquire an interest in or secure control of any existing Canadian steel company. They will erect their own plant and the land for this purpose has now been actually bought. The papers were finally signed this week. The late owners of the site are not aware for what purpose they have been acquired. Many reports of this nature have appeared during the last four years. This, however, is the first authentic information that has yet been published.

Full details will not be made public for some time for they are not completely worked out. Our New York correspondent informs us that it may be some time before building operations begin and the entire plant will not be finished for two or three years or longer. This will depend on the industrial development of the country.

It was stated at a meeting of directors of the company recently that about \$75,000,000 would be spent on the plant eventually. It is intended, however, to complete certain parts and put them in operation as soon as possible. This will entail an expenditure of \$10,000,000.

In addition to the above authentic facts there are stories which are no doubt based on facts that the U. S. Steel Co. have acquired extensive ore areas in Ontario. One of these areas which had been carefully examined, is reported to be the most extensive in the world. The steel company is said to have some undeveloped coal fields not far distant from Lake Erie, which will be used to supply the coke for the Canadian plant.

Another development that is spoken of is the eventual absorption of the International Nickel Co., and the manufacture of nickel steel in the Canadian plant.

The other important bit of news is that another iron and steel company composed of well-known Canadians, has been decided upon and a plant will be erected somewhere on Lake Ontario. No site has yet been selected though one has been looked at. They will at first manufacture foundry pig only, and may not develop the steel side of the business for some time. As only the preliminaries have been agreed to we are not at liberty to give the names of those interested, but can say they are all substantial men who will take an active part in the direction of the work themselves. There are no promoters among them, and it is not likely there will be any stock flotations. They are simply practical men who studied the matter from a business standpoint and came to the conclusion that such an investment under their direction could be made a profitable one.

### ALLISON AND MELDRUM SUED.

Another incident in the history of the promoters of the Morrisburg tin plate enterprise has just come to light by the entering of legal action against Messrs. J. Wesley Allison and G. H. Meldrum for \$25,000 damages by the Cramp Steel Co., of Collingwood, of which Mr. Allison was president and the chief promoter.

When the crash came some years ago it will be remembered that the Northern Iron and Steel Co., Collingwood, purchased the assets and secured control of the majority of the stock of the Cramp Steel Co., the latter concern since that time having but a passive existence. The story is that Allison, as president, and Meldrum as transfer agent in New York, secured the consent of the other members of the directors committee to underwrite \$100,000 of the company's stock in New York, the understanding being that only financially strong men would be secured as purchasers. Regarding this arrangement, Allison and Meldrum practically guaranteed the underwriting and secured \$65,000 from the New York Trust Co. on the underwriting, contracting to dispose of \$48,000 worth of stock in nine months. Al-

though this time was extended three months the agreement was not carried out and much of the stock was unrealized upon and the company seriously crippled in consequence. Of the stock sold only two of about twenty purchasers paid up, the balance being "men of straw." It is also claimed that unearned commissions were misappropriated by the promoters.

The claims against Messrs. Allison and Meldrum are summarized in the following document:

1. The defendant, Allison, was the president of the plaintiff company. The plaintiff company made an agreement with the defendants, who are brokers in New York, to arrange for the underrating of the plaintiff stock and placing the same on the New York market. The defendants alleged and pretended that in procuring the underwriting of the said stock they paid the underwriters a cash commission of 5 per cent. upon the amount of the stock underwritten, and charged the amount so alleged to have been paid to the plaintiff and deducted the same from the plaintiff's money which came to their hands, whereas the fact was that such cash commission was only paid in a few instances. The amount so fraudulently misappropriated, being \$3,500 or upwards.

2. The plaintiff further charge that the defendants received certain secret commissions or rewards from certain promoters of the plaintiff company and fraudulently concealed the same from the plaintiff company, and the plaintiff claims an account of the money and property so received and of the proceeds thereof.

3. It was the duty of the defendant, under the agreement aforesaid, to procure good and substantial underwriters for the stock in the plaintiff company, but the defendant, to enable them to procure remuneration for the services they were supposed to render, falsely and fraudulently procured the signature of divers men of straw known to the defendants to be men of no financial worth, to the said underwriting agreement, and on the strength of such signatures pretended that they had fulfilled their agreement, and withdrew from the funds of the plaintiff, then in their custody, the sum of \$7,500 for their remuneration.

4. On the faith of the allegation and pretense of the defendant that the said stock had been duly underwritten, the plaintiff, relying on the funds to be received from such underwriting, embark-



of or large expenditures in works, buildings and plants which they were unable to complete by reason of the inability to realize from the said underwriters; for this the plaintiffs claim \$25,000 damages.

#### NEXT WEEK'S SPECIAL NUMBER.

Especially interesting will be next week's issue of Hardware and Metal, it being the annual Spring trade number, looked forward to each year by all merchants who desire to keep in touch with the latest goods and other articles placed before the trade by the enterprising jobbers and manufacturers who secure advertising space in this issue. As an advertising medium the Spring number is exceedingly popular with dozens of advertisers who do not use space regularly from week to week.

But while the advertisements of new goods are of live interest to every retail hardwareman, the issue is also of particular value to them because of the helpful and instructive articles it will contain relating to window dressing, salesmanship, effective advertising, trade associations, modern bookkeeping, business management and other subjects. The prize winning article in our interior store arrangement competition will also be published in the Spring number, and it will be looked forward to and be found of great assistance by every dealer who is planning to erect a new store or make alterations in his present store building.

An entirely new arrangement of reading matter and advertising will be tried in the Spring number and the publishers solicit the opinions of all readers who are interested in the steady improvement of their Canadian trade paper. All advertising is to be entirely separated from the reading matter, being placed at the front and back of the paper. This we consider a marked improvement and in expressing their appreciation of the whole number after its publication we trust that readers will state their opinions regarding the change in the arrangement referred to.

#### LIGHT FINE FOR PLUMBERS.

The Hamilton master plumbers' case was decided on Thursday evening, a fine of \$400 being imposed on W. J. Walsh. Twelve of the others were let go on suspended sentence, all having pleaded guilty. The case against Henry Harding was dismissed. The \$400 fine will be paid jointly by the thirteen firms found guilty, the cost to each being, therefore, only \$31.

## SUCCESSFUL JOBBERS AND SALESMEN.

No. 2.

Few men who carry the grip have met with such brilliant success as Paul R. Hanson, who, at an unusually early age, occupies the responsible position of sales manager of the Canadian Rubber Company, over all the territory from Kingston to the Atlantic.

Although born in England, Mr. Hanson came to this country when so young that he is justified in regarding himself as a thorough Canadian. The greater part of his life has been spent in Toronto, though he has also put in one year in the garrison at Halifax.

Coming to Montreal but a few years ago, Mr. Hanson engaged with W. D.



Paul R. Hanson,  
Manager Montreal Branch Canadian Rubber Co.,  
with jurisdiction over territory between  
Kingston and Rimouski.

Stroud, tea merchant, and since that time his advancement has been rapid. Being offered a position with J. M. Douglas & Co., commission and general merchants, he accepted it, soon leaving them, however, to go on the road for the J. C. McLaren Belting Co. This firm he represented with such decided success that he was soon the recipient of many flattering offers from other business houses.

Finally, on March 1, 1905, Mr. Hanson became identified with the Canadian Rubber Co. as traveling salesman. Here his unbounded energy and enthusiasm resulted in such a phenomenal run of orders that when a higher position became vacant he was chosen to fill it. On July 1 of last year he entered upon his new duties as sales manager.

That this choice was a wise one is

shown by the largely increasing sales which his department has shown since he undertook to supervise it. He has made many changes in the staff, all his appointees showing up strongly in the aggregate of sales.

Mr. Hanson still takes an occasional trip on the road, and he is always hot on the scent of new orders. He is a fine type of the aggressive twentieth century business man, and, as such, he is bound to be heard from in even higher places before many years have passed.

#### NEW MOTOR REGULATIONS.

The recent session of the Quebec Legislature was important to automobilists, as the bill regulating their use was amended.

An influential deputation from Montreal, Sherbrooke and Quebec waited on the provincial treasurer, Hon. J. C. McCorkill, and the result of their representations was that motorists will enjoy much more advantageous conditions this year.

The chief provisions of the new bill are that there will be a small tax to cover registration, probably a couple of dollars. The speed limit in cities and towns will be six miles an hour, in the country fifteen miles an hour. In descending heavy grades the speed will be limited to four miles an hour. In brief, the Quebec regulations will pretty closely follow those of New York State.

Every chauffeur and every owner of an auto who drives his own machine must be licensed and prove his ability to run it. The license fee will be a small one, probably about \$5 annually.

#### SHALL ONTARIO TAX TRAVELERS?

In retaliation to the action of Quebec in taxing foreign travelers who do business in that province, the sum of \$300, T. H. Lennox, M.P.P. for North York, will introduce in the Legislature next week a bill providing for an annual tax of \$300 on all commercial travelers doing business in Ontario for houses outside the province. The bill is along the same lines as the laws being enforced by the Quebec and British Columbia Legislature, and is being introduced as a measure of protection at the request of the commercial travelers of Ontario. It provides for a fine of \$500 in case any outside traveler takes orders in the province without first taking out the license.



## HARDWARE TRADE GOSSIP

### Quebec.

W. Gaulin, tinsmith and plumber, of St. Cesaire, visited Montreal a few days ago.

F. Fecteau, water works contractor, of St. Antoine, came in to Montreal on a purchasing trip this week.

J. A. Paquin, general merchant, of St. Eustache, visited Montreal recently, in the interests of his business.

E. M. Lapierre, hardware merchant, of Buckingham, called on some of the Montreal wholesale merchants this week.

Jos. Ostegny, of Jos. Ostegny & Fils, general merchants, of Chambly Basin, paid a visit to the metropolis a couple of days ago.

Mr. Henderson, of Henderson & Potts, Limited, Halifax, spent a short time last week in Montreal at the firm's branch factory there.

Mr. Hollis, of the Lufkin Rule Co., Saginaw, Mich., passed through Montreal, Friday of last week, on his way from Ottawa.

The National Tool & Axe Works, of Three Rivers, are in liquidation. The assets will be sold at auction in Three Rivers on March 29.

Donald W. Kelley, representing the Animal Trap Co., Abingdon, Ill., and Lilitz, Pa., has been calling on the Montreal trade this week.

Mr. Wood, sales manager of the New York branch of the Simmons Hardware Co., spent Friday, Saturday and Sunday with friends in Montreal.

Jos. Dallaire, of Dallaire, Charette & Daoust, plumbers, St. Boniface, Man., spent part of this week in Montreal. Mr. Dallaire was getting quotations on supplies, and also hunting up journeymen plumbers to take out west with him.

The Canadian Automobile Club will hold a big exhibition of automobiles and motor boats, in the Arena at Montreal next month, beginning on April 21. The show will last for a week and will be under the management of R. M. Jappard, late of Chicago, and now of Montreal.

N. Tobias, general merchant of Ville Marie, was an interesting visitor in Montreal this week. Coming from the vicinity of the Cobalt silver mines, he is naturally well informed regarding the prospects of that district. From Mr. Tobias' account the newspaper statements of the wealth of Cobalt have not been exaggerated.

### Ontario.

R. J. Cluff, Toronto, spent a few days this week in Montreal and New York.

H. W. Ansley, hardware merchant, Port Dover, was a buyer in Toronto this week.

Samuels & Levine have opened up a

hardware store at 379 Queen street west, Toronto.

R. W. Crashley, of the Central Brass Mfg. Co., Toronto, visited London on Tuesday.

Mr. Madden, of Madden Bros., stove merchants, Simcoe, visited Toronto during the week.

C. M. Cutts of Toronto Junction expects to open up his new hardware store in a week or so.

Wm. Smail, of the Canada Horse Nail Co., Montreal, paid a business visit to Toronto on Thursday.

Fred. J. Marshall has sold his hardware store at Orangeville. The purchasers has not been learned.

Fred Somerville, of the Ontario Lead & Wire Co., Toronto, sailed this week from New York on a three months' trip to Europe.

C. C. Ballantyne, general manager of the Sherwin-Williams Company, Montreal, was in Toronto for a day or two during the week.

I. L. Cooke, formerly of Essex, has purchased the hardware business of G. H. McGee at Fenlon Falls, and took possession on March 10.

A. A. McMichael, manager of the Toronto branch of the James Robertson Co., left last Saturday for Washington, D.C., on a business trip.

Wood, Vallance & Co., Hamilton, are making a window display this week of "Bull Dog" shovels, made by the Canadian Shovel & Tool Co., Hamilton. A feature of the display is a sectional view of one of the shovels.

Stanley, Mills & Co., Hamilton, are showing two very fine and seasonable windows this week, one of paints and varnishes and the other of builders' and mechanics' tools. The latter is an especially effective display.

A. J. Graber, who formerly conducted a hardware business at Stratford, has accepted a position with R. White Co., Stratford, and with his family is removing to that city from Chatham, where they have been residing recently.

The hardware, stove and tinware business of Campbell & McBride, Renfrew, has been sold to J. F. French, who, it is understood, will conduct the business under the firm name of Campbell & French, Mr. French being sole proprietor.

E. Schofield, representing Alex. Gibb, manufacturers' agent, Montreal, between London, Ont., and Halifax, was a caller on Hardware and Metal a few days ago. "Wherever I go I find Hardware and Metal on the desks and counters of hardware stores," said Mr. Schofield.

The Skedden Brush Co., Hamilton, have moved into the new factory building recently erected by them to take

the place of their former premises, which they had outgrown. They have already increased the number of their employees from 40 to 55 and by Spring expect to have 70 or 80 at work in the new works.

### Western Canada.

R. J. Neatherecutt, of Wawanesa, was in Winnipeg on business last week.

W. Bridgett, hardwareman of Virden, Man., was in Winnipeg yast week.

Thos. Underwood, Calgary, one of the pioneer contractors of the west was in Winnipeg last week.

C. Clearihue, of A. J. Falconer & Co., Limited, Deloraine, was in Winnipeg last week attending the I.O.O.F. meeting.

E. H. Johnson, manager of the big hardware firm of Johnson & Co., Brandon, was in Winnipeg, last week for several days.

George McIntosh, formerly in the hardware business at Osler, has disposed of his store at that point and is opening another store at Vonda, Sask.

J. E. Gilhuly, of Arden, Man., a prominent member of the Western Retail Hardware Association, was in Winnipeg last week and called at the association offices.

Hick & Wakely, of Lethbridge, Alta., have been awarded the heating contract for the Hudson's Bay Co's store in that town and they are installing a "Florence" boiler.

E. L. Sauder, manager of the advertising department of the Winnipeg Paint & Glass Co., was ill last week, but has returned to his desk after a few days enforced holidays.

O. B. Manville, of Prince Albert, was in Winnipeg last week attending the big I.O.O.F. meeting. He was warmly welcomed by the Winnipeg hardware trade, among whom he has many friends.

G. K. Smith, of Moose Jaw, first vice-president of the Western Board of Retail Association, and one of the prominent hardware men of the west, was in Winnipeg last week and called on a number of the trade.

Owing to the big rush of Spring trade which is taxing to the utmost the capacity of the traveling staff of Geo. D. Wood & Co., Wm. C. Perry, the assistant buyer, was pressed into service on the road and was out of town all last week.

J. E. McRobie, secretary of the Western Retail Hardware and Stove Dealers' Association, was out of town this week in connection with organization work. When he left Winnipeg it was his intention to visit the trade in Baldu, Miami, Glenboro, Souris and Melita.

H. V. Morse, Melita, Man., has completed the sale of his hardware business to the Campbell & Ferguson Co., who will continue the business and make extensive alterations to the store premises. Mr. Morse will locate at Swan River, where he has some important interests.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

## THE WEEK'S MARKETS IN BRIEF.

### MONTREAL.

**Plumbers' Oakum** has advanced to \$3.25 per 100 lbs.  
**Rabbit Metal** has been advanced by some jobbers.  
**Machine Screws**—New lists and discounts have been issued.  
**Copper** is firmer at 20½¢. to 21¢.  
**Ingot Tin** has gone up. Now quoted at 40¢. and 40½¢.  
**Antimony** is scarce, and can hardly be obtained at 18½¢. to 19¢.  
**Sheet Zinc** is slightly lower.  
**Old Material**—Heavy red brass at 13¢.; mixed rags, 90¢. to \$1.; old rubbers, 6½¢. to 7½¢.

### TORONTO.

**Iron Pipe**—Prices have been advanced by jobbers.  
**Lined Oil**—Quotations are 1¢. higher.  
**Turpentine**—\$1.10 is asked for less than barrel lots.  
**Antimony**—An advance of 1¢. has been made.  
**Rabbit Metal**—½¢. advance has been made.

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
 232 McGill Street,

Montreal, March 16, 1906.

A still further improvement in business is noticed this week and all the Montreal jobbers are well filled with orders.

Barb wire is still about the best article outside of general hardware, but the movement of sporting goods has now commenced. Other goods which are selling well just now are refrigerators and ice cream freezers, retailers being now in the act of making up stock for the Summer trade.

Price changes have been few and there are no exciting aspects to mention. New lists have been issued on machine screws and we give the new discounts in our quotations.

**Axes**—Our prices remain as follows: \$7.60 to \$9.50 per doz.; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Lanterns**—Trade is featureless and quotations remain for cold blast, \$4.25.

**Rivets and Burrs**—Orders continue to come in very actively. Prices remain the same as at our last report. Our quotations are as follows: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists;

copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—Trade is light, but prices steady. We give quotations: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Machine Screws**—New lists have been issued on machine screws and new discounts are also quoted this week. We now give following discounts: Flat head iron, 35 per cent. and 10 per cent.; flat head brass, 35 per cent. and 5 per cent.; Felister head iron, 30 per cent. and 10 per cent.; Felister head brass, 25 per cent.

**Bolts and Nuts**—The demand is increasing with every week and shipments from the local warehouses are very large. We are still quoting prices as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

**Horsenails**—This staple line is selling in even better quantities than is usual at this time of the year. Our discounts are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—The turnover just now is remarkably large and price is still quoting at \$2.15 per keg, f.o.b. Montreal.

**Cut Nails**—Trade is only fair and we still quote: \$2.20 per keg f.o.b. Montreal.

**Horseshoes**—Mills report that large sales are being made and their output is being well taken care of. Our prices are as follows: P.B. new pattern, base price, \$3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15. Light steel shoes, No. 2 and larger, \$4; No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10¢. per 100 pounds. More than three sizes, 25¢. per 100 lbs. extra.

**Sporting Goods**—Inquiries for ammunition are becoming more frequent and other lines of sporting goods, including fishing tackle, are looking up. It is expected that the trade will be on in full swing inside of a couple of weeks.

**Building Paper**—Although business is picking up, it has not yet become very brisk. Prices remain steady, the change which we noted in Slaters' felt being well maintained.

**Cement and Firebrick**—As the season advances inquiries for cement are increasing and the prospects are most fav-

orable for a banner season. Many new buildings in Montreal and vicinity will be constructed of concrete this Spring and dealers will find a big demand for this line. Firebrick is very active and the demand comes fully up to the supply at the present time. Our quotations are as follows: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2 to \$2.10 ex-cars; Canadian Portland, \$2 to \$2.05. Firebrick, English and Scotch, \$17 to \$21; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—Although scarce, this line has not undergone any price changes. Sales are only fairly good. We still quote: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Freezers**—Orders are more numerous than last week and trade in this line is becoming very brisk as time goes on. Our prices still remain as follows: American Twin, 2 qt. \$2.30, 3 qt. \$2.65, 4 qt. \$3.25, 6 qt. \$4.15, 8 qt. \$5.10, 10 qt. \$6.40, 12 qt. \$7.75, 15 qt. \$9.95, and 20 qt. \$13; Gem, 1 pt. \$1.35, 1 qt. \$1.60, 2 qt. \$1.75, 3 qt. \$2.15, 4 qt. \$2.60, 6 qt. \$3.25, 8 qt. \$4.20, 10 qt. \$5.45, 12 qt. \$6.50, 14 qt. \$7.25; Blizzard, 1 qt. \$1.25, 2 qt. \$1.70, 3 qt. \$1.95, 4 qt. \$2.35, 6 qt. \$2.95, 8 qt. \$3.70, 10 qt. \$4.80, 12 qt. \$5.75, 14 qt. \$6.75.

**Green Wire Cloth**—The wholesale houses are still sending out very large quantities of wire cloth at \$1.45 per hundred square feet.

**Binder Twine**—Although lists have not yet been issued, it is expected that manufacturers will declare prices very soon.

**Raw Furs**—We quote as follows:

	No. 1	No. 2	No. 3	No. 4
Bear.....	Black \$12 00	\$8 00	\$4 00	\$1 00
".....	Yearlings 7 00	5 00	2 00	0 30
Fisher.....	7 00	6 00	5 00	.....
Fox.....	Red 3 00	2 25	1 00	0 20
".....	Cross 5 00	4 00	2 00	0 50
Lynx.....	7 00	5 00	4 00	.....
Marten.....	Dark 10 00	5 00	2 00	0 50
".....	Pale 6 00	3 00	1 25	0 50
Mink.....	Dark 6 00	4 00	1 50	0 50
".....	Pale 3 25	2 50	1 50	.....
Muskrat.....	Spring 0 25	0 18	0 15	0 03
Raccoon.....	1 50	1 00	0 50	0 20
Skunk.....	1 75	1 50	0 75	0 45
Weasel.....	White, 35 to 50c. for prime skins.			
Wolf.....	Timber 3 00			
".....	Prairie 1 25 to 1 50	0 75	0 35	.....
Wolverine.....	5 00 to 6 00			

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
 10 Front Street East.

Toronto, March 16, 1906.

The continued open weather has created a strong demand for shipments of all kinds of fence wire, which was originally booked for April delivery, as the farmers find this a good time to get their fences in shape for the Summer.







Londonderry.....	20.50	delivers.....	treas.
Carron No. 1.....	24.00	"	"
" (special).....	23.00	"	"
" No. 3 (soft).....	22.75	"	"
Summerlee No. 1.....	25.00	"	"
Clarence No. 1.....	20.00	"	"
" No. 3.....	19.50	"	"

**Boiler Tubes**—Our prices are: British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

**Tool Steel**—We quote: Colonial Black Diamond, Se. to 9c.; Sanderson's Se. to 45c. according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

**Merchant Steel**—There has been no change in the condition of this market. Everything remains as firm as before and we still quote as follows: Sleigh shoe, \$2.17 1-2; tire, \$2.27 1-2; spring, \$2.75; toeclank, \$2.82 1-2; machinery iron finish, \$2.27 1-2; ruled machinery steel, \$2.75; mild, \$2.17 1-2 and upwards; square harrow teeth, \$2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

**Cold Rolled Shafting**—We quote, 3-16 inch to 1-4 inch, \$6.80; 5-16 inch to 11-32 inch, \$5.78; 3-8 inch to 17-32 inch, \$4.76; 9-16 inch to 47-64 inch, \$4.08; 3 1-8 inch to 3 7-16 inch, \$3.60; 3-4 inch to 1 7-16 inch, \$3.75; 1 1-2 inch to 3 inch, \$3.50; 3 1-2 inch to 3 15-16 inch, \$3.75; 4 inch to 4 7-16 inch, \$4.08; 4 1-2 inch to 4 11-16 inch, \$4.42.

**Galvanized Iron**—Trade is fairly brisk and the expectation is that higher prices will soon be in force, as many lines have already advanced on import orders. We quote as follows: Queen's Head 28 gauge, \$4.25; 26 gauge, \$4; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals' "Best Best," 28 gauge, \$4.10; "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots, 25c. extra.

**Black Sheets**—Our prices remain as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—There is practically no antimony in Montreal and deliveries are so difficult to obtain that prices are practically nominal. In view of advances which have occurred almost daily to importers we now quote from 18 1-2c. to 19c. for Cookson's.

**Tin Plates**—Prices are somewhat firmer owing to the advance in ingot tin. We quote: Cokes, base size, i.e. 14 x 20, \$4; charcoal, base size, i.e. 14 x 20, \$4.25.

**Terne Plates**—The demand continues good and prices remain at \$6.85.

**Ingot Zinc**—American zinc is a little firmer this week, but the foreign article is about the same as at our last report. We quote: 6 3-4c. to 7c.

**Sheet Zinc**—Prices are a little lower than last week and we now quote: \$7.50 in casks; \$7.75 in less than casks.

**Sheet Lead**—We still quote: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—Conditions remain unchanged. The market is very firm and we quote: \$2.05, f.o.b., Montreal.

**Old Material**—Copper is stronger again, although no definite increase in prices has been adopted. Red brass is in good demand and is quoted slightly higher than last week. Machinery scrap is also being called for satisfactorily, and if anything prices are a little stronger. Wrought scrap continues the same as our last report. Scrap zinc is hardly as strong this week, but we make no change in quotations. Mixed rags are still very scarce and rather better prices are being paid by dealers. Old rubbers, too, are somewhat higher. We quote as follows: Copper wire, 14 1-2c.; light copper, 13 3-4c.; heavy red brass, 13; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 90c. to \$1 per 100 lbs.; old rubbers, 6 7-8c. to 7 1-8c.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,

Toronto, March 16, 1906.

Antimony has been advanced one cent, there being none procurable on the local market. This scarcity is a periodical event, and while it lasts there is certain to be high quotations demanded of buyers. As a result of the advance in antimony babbitt metals are being quoted half a cent higher by some dealers.

Both tin plates and ingots are active, and prices are firmer than a week ago, and lead is also stronger. Copper also shows added strength, and a strong demand for zinc spelter has made it a trifle firmer. Galvanized sheets and brass, however, are quiet and unchanged.

Pig iron is comparatively quiet, as this is an off season. The mills are all running at full blast, however, on booked orders, and orders for delivery of bar iron are not being accepted for a less time than six weeks.

**Pig Iron**—The market is quiet just now, but as soon as the Spring demand commences large business is looked for.

Middlesboro, f.o.b., Toronto.....	\$21 50	\$22 50
Hamilton, No. 1, at furnace.....	20 30	20 30
" No. 2, ".....	20 00	20 00
Midland, No. 1, ".....	20 50	20 50
" No. 2, ".....	20 00	20 00
Radnor, at furnace.....	30 00	30 00
Londonderry, f.o.b. Toronto, No. 1.....	22 00	22 00
" No. 2.....	21 50	21 50

**Bar Iron**—Stocks are light, and owing to the strong demand orders for delivery are being dated six weeks ahead. Our quotations are as follows: \$2.10 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—A good business is being done in ingots, and while prices are unchanged conditions are firmer. We still quote: 40c. per pound.

**Tin Plates**—The market is steadier,

and indications point to much stronger conditions.

**Galvanized Sheets**—Demand is keen and goods are moving actively.

**Brass**—The position remains about the same, although the stronger condition of copper has a tendency to strengthen brass.

**Boiler Plates and Tubes**—The demand is reported steady, and we quote: Plates per 100 lbs., \$2.20; heads, per 100 lbs., \$2.45; tubes, per 100 feet, 1 1-2 inch, \$8.50; 2, \$8.70; 2 1-2, \$10.50; 3, \$11.80; 3 1-2, \$15.80; 4, \$20.00. Terms, 2 per cent off.

**Lead**—A stronger market is evident this week, but prices are unchanged and we still quote Canadian pig lead at \$4.40 and English pig at \$4.65 per 100 lbs., with bar lead at \$5 per 100 lbs.

**Zinc Spelter**—The market is active and much firmer. We quote: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—Indications point to higher prices as the market is very strong and active. We quote: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—The market is quiet with the stocks completely exhausted. Prices have advanced another cent and we quote a nominal price of 18 1-2c.

**Old Material**—Copper and brass are in better demand and slight advances have been made on some lines. Scrap iron is in good demand, and good business is looked for during the Spring. Dealers' buying prices are as follows: Heavy copper and wire, 14 1-2c. per lb.; light copper, 13c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 7 3-4c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10 to \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$15; stove plate, \$10; malleable and steel, \$5; old rubbers, 6 3-4c. per lb.; country mixed rags, \$1 to \$1.25 per 100 lbs., according to quality.

**Coal**—Although there is much talk of a coal strike market conditions continue as before. Anthracite in cars at bridges, grate, \$5.25 per gross ton; pea, \$3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.50; 3-4 inch, \$1.40, run of mine, \$1.30, nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.60; 3-4 inch, \$2.50; mine run, \$2.40; slack, \$2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## UNITED STATES METAL MARKETS.

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, March 16, 1906.

Statistically, the pig iron industry remains in very good shape, with production slightly curtailed and stocks apparently still declining. The returns from the coke blast furnaces to The Iron Age



show that the capacity of the furnaces in blast on March 1 was 479,737 gross tons per week, as compared with 482,156 tons per week on February 1. During February the furnaces of the steel companies did not produce as heavily as expected, making only 1,216,760 tons, while the merchant furnaces produced 677,272 tons. The production in February, a short month, was 1,894,032 tons, as compared with 2,068,893 tons in January, the record month.

Partial reports indicate that stocks are still falling off slightly in the northern districts. Full returns from the merchant furnaces of Alabama, Virginia, Tennessee and Georgia show that stocks on hand, which amounted to 144,852 tons on January 1, 1906, fell to 110,066 tons on February 1 and to 102,351 tons on March 1. The southern companies have been making every effort to ship iron prior to March 1, when the advance in freights went into effect.

The uncertainties as to fuel supply are having a considerable effect upon the pig iron markets. A strike in the anthracite regions does not usually seriously curtail the output of pig iron. The quantity of anthracite used is not in itself very large, and there is always the alternative of smelting with coke instead. Our records show that during the five months' anthracite coal strike of 1902 the production of pig iron in the Schuylkill, Lehigh, Lebanon and Susquehanna valleys and in New Jersey averaged 135,475 tons per month. During the three months preceding the strike and the two months following it the average monthly product was 157,311 tons, thus indicating a monthly curtailment of roughly 20,000 tons, which would not very seriously disturb the industry.

Current business in pig iron is limited to early requirements. There is considerable inquiry of this character and there is a steady flow of moderate sized orders which are encouraged by the talk of possible strikes among the coal miners. But the really interesting phase of the market is that which deals with the third quarter or the second half, and it is for such deliveries that makers show some anxiety, while melters appear indifferent. Thus far few of the furnaces have shown any disposition to force matters, and, in the few instances in which this has been done, values have suffered.

The rail trade continues the banner branch of the industry, and some very good inquiries have again appeared. These include 30,000 tons from one transcontinental line, 15,000 from another road and 30,000 tons from the Guayaquil & Quito road. Among the orders placed during the last few days are 10,000 tons for the Pere Marquette and 9,000 tons for the Missouri, Kansas & Texas, carrying the orders for that line to about 32,000 tons. The requirements for trolley lines continue exceedingly heavy. During the past week one venture of this character has bought 6,000 tons.

Requirements for structural material are still very heavy and promise to come

out in further quantities. During the first half of the month the leading interest booked 18,000 tons and other mills are taking large quantities. The contract for 7,000 tons for the Astor Apartment House in this city has been placed with J. B. & J. M. Cornell. St. Louis reports that there is under negotiation the material for three large office buildings which will call for 12,000 tons.

It is impossible yet to answer the all absorbing question whether the activity in the orders and shipments in the lighter lines during the past winter has been in anticipation of the ordinary Spring demand. This applies particularly to wire products, sheets and tin plate.

Bars have weakened further east and west, and there are reports that 1.50c. Pittsburg, has been done for good iron bars. In merchant steel the mills are finding their order books running low and some uneasiness prevails.

The merchant pipe trade is not in a satisfactory condition, prices being low. Some of the eastern mills are reported to be carrying a considerable stock of finished pipe.

The Spring is opening auspiciously in the cast iron pipe industry. Some pretty good contracts are being placed, and some large ones are in sight.

## LONDON METAL MARKETS.

From Metal Market Report, March 14, 1906

**Pig Iron**—Cleveland warrants are quoted at 48s. 9d and Glasgow standard warrants at 48s. 9d, making prices as compared with last week 1s. 1 1-2d higher for Cleveland warrants and 1s. 2d higher for standard warrants.

**Tin**—Spot tin opened firm at £166 12s. 6d, futures at £165 7s. 6d, and after sales of 280 tons of spot and 500 tons of futures closed firm at £166 15s. for spot, £165 7s. 6d for futures, making price as compared with last week £3 12s. 6d higher on spot and £2 10s. higher on futures.

**Copper**—Spot copper opened firm at £80, futures £78 5s., and after sales of 250 tons of spot and 200 tons of futures closed firm at £80 for spot and £78 5s. for futures making price as compared with last week 5s. higher on spot and the same on futures.

**Spelter**—The market closed at £24 17s. 6d, making price as compared with last week 10s. higher.

**Lead**—The market closed at £16 2s. 6d making price as compared with last week 12s. 6d higher.

## Nova Scotia Trade News.

Halifax, N.S., March 14.

The hardware travelers now on the road are sending in light orders for Spring goods. Business is not quite as good as might be expected for this season of the year, though collections are very satisfactory and jobbers appear to be satisfied with the outlook.

\* \* \*

This is the season of the year when large quantities of lobster supplies are

sold throughout this province, principally rope for the traps, but the jobbers' trade in this line has been very seriously interfered with. The jobbers thought it somewhat strange that some of the old customers were not coming to hand as usual with orders, and on inquiry it has been found that representatives of Scotch and British manufacturers have been through the parts of the province and captured a large share of the trade.

The rope sold is principally six and nine thread, and the amount of it that is used annually is very large. The lobster men have placed their orders long ago. They say that they can purchase this Scotch and British rope at a much lower price than the manilla can be had, the latter being quoted at 15c. base, while the first mentioned brands have been sold for 12½ cents. Shipments have been made direct to the lobster men. One of the latter who was in the city a few days ago told a jobber with whom he had been dealing for years that he had just received two tons of the imported rope, and that it was far cheaper than the manilla. The loss of this trade is a serious matter to the jobbers here, and they can see no means by which they can recapture the business, as the prices are so wide apart.

\* \* \*

Metals show no change. Builders' hardware has advanced ten per cent. since last report. This is the second advance of ten per cent. since the first of the year, making a total of 20 per cent. The advances are said to be due to the high price of copper. Oils are about the same. Some small orders are coming in for mining supplies. In several districts the gold mining outlook is most promising.

\* \* \*

The Halifax City Council has decided to make further improvements in the equipment of the fire department. In addition to the new \$7,000 steam fire engine now building the council proposes to expend \$22,000 more for the following purposes: 1,000 feet of 3-inch hose, \$1,500; 2,000 feet of 2½-inch hose, \$2,200; two new hose wagons, \$400; twenty tappers, \$500; one 650-gallon fire engine and one combination chemical engine and ladder truck, \$10,000; new fire station, \$8,000.

\* \* \*

The working people of Louisburg, C.B., and especially those employed on the Dominion Coal Co.'s piers, view with alarm the fact that in October, 1907, the contract with the Everett Coke & Gas Co. will expire, and unless this is renewed no more shipments of washed slack coal will be made from here to Boston. During the Summer months for a number of years past the company have been shipping large quantities of slack coal from Louisburg and this has given employment to a large number of men. Should the contract not be renewed it will go very hard with Louisburg.

Don't advertise snow shovels and neglect to use them on your own sidewalk. Be consistent.

Garden seeds will soon be in demand. Don't let the mail order houses get all the trade in this line. A window display of a small garden would be both effective and inexpensive.



## Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, March 16, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building,  
Winnipeg, Man.

Spring trade is very active and the traveling staffs of the local wholesale houses are kept very busy covering their territory. Prices are steady in all lines this week.

**Screen Wire Cloth**—Selling at the same price as last season viz. \$1.55 per 100 square feet.

**Game Traps**—Quoted as follows:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66½ p.c.
Newhouse, ".....	35 p.c.
Bear.....	\$7 each

**Lanterns**—Prices are quoted about as follows in an "open" market:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

**Bluestone**—Selling well at \$6.25 to \$6.50 per cwt.

**Wire**—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8... \$3 39 9... \$2 50	2 90
" " 10..... 3 50 12..	3 10
" " 13..... 3 20 14..	3 90
" " 15..... 4 45 16..	4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10... \$2 96 11..	\$3 02
" " 12... 3 10 13..	3 20
" " 14... 3 30 15..	3 45

Annealed wires (unoiied) roc. less.

**Horseshoes**—Quotations are as follows:

Horseshoes, iron, No. 0 to No 1.....	\$4 65
No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
No. 2 and larger.....	4 75

**Horsenails**—Revised list and discounts are now as follows:

	per lb.		per lb.
No. 10.....	\$0 20	No. 6.....	\$0 28
" 9.....	0 22	" 5.....	0 32
" 8.....	0 24	" 4.....	0 40
" 7.....	0 26		

Discounts are quoted as follows:  
"C" brand, 40, 10 and 7 1-2 per cent.,  
"M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

**Wire Nails**—Steady at \$2.60 per keg.

**Cut Nails**—Price, \$3.00 per keg, base price. None selling because of the low price of wire nails.

**Pressed Spikes**—Sales are said to be increasing. Prices are as follows:

Pressed spikes, ¼ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " ¾ x 6, 7 and 8.....	4 10
" " 7-16 x 7 and 9.....	4 00
" " ¾ x 8, 9, 10 and 12.....	3 90
" " ¾ x 10 and 12.....	3 75

**Screws**—No change in price. Demand continues brisk at following unchanged discounts:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach.....	70 p.c.

**Nuts and Bolts**—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½c.
Hex " case lots.....	3c. "
" " smaller lots.....	2½c. "

**Rivets**—Quoted now as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	34½
No. 12.....	40

**Coil Chain**—Unchanged in price. We quote:

Coil chain—			
3-16 inch....	\$3 25	¼ inch....	\$7 20
5-16 inch....	5 20	¾ inch....	4 60
7-16 inch....	4 45	¾ inch....	4 30
¾ inch....	4 10	¾ inch....	4 00

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discounts are now 60 and 5 per cent.

**Axe Handles**—Quoted as follows:

Axe handles, turned, s.g. hickory, doz.....	\$3 15
No. 1.....	1 90
No. 2.....	1 60
Octagon extra. 2 30	No. 1..... 1 60

**Axes**—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad " ".....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model ".....	8.50
Black Prince ".....	7.25
Black Diamond ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King, per doz.....	11.00

**Butts**—The discount on wrought iron butts is 70 per cent.

**Churns**—The discounts. from list prices are 45 and 5 per cent.

**Chisels**—Quoted at 70 per cent. off list prices.

**Auger Bits**—Discount on common auger bits is 65 per cent.

**Blocks**—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

**Fittings**—Discounts continue as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T's and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	55 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.

**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T" and strap hinges is 65 per cent. off list prices.

**Hooks**—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " per doz.....	1 70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

**Wringers**—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

**Files**—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

**Building Paper**—Prices are as follows:

Joliette, plain.....	40c.
" tarred.....	65c.
Cyclone, plain.....	55c.
" tarred.....	80c.
Anchor, plain.....	55c.
" tarred.....	65c.
Pure fibre, plain.....	60c.
" tarred.....	80c.

**Tinware, Etc.**—Quoted as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2½ p.c.
" " pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, Famous.....	50 p.c.
" Imperial.....	50 and 10 p.c.
" (one coat).....	60 p.c.
" Premier.....	50 p.c.
" Colonial.....	50 and 10 p.c.
" Royal.....	60 p.c.
" Victoria.....	45 p.c.
" White.....	45 p.c.
" Diamond.....	50 p.c.
" Granite.....	60 p.c.

**Cordage**—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lath yarn.....	11 25
Cotton rope, per lb.....	00 21

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

**Vises**—Prices are quoted as follows:

" Peter Wright," 30 to 34.....	14½c. per lb.
" " 35 to 39.....	14c.
" " 40 and larger.....	13½c. "

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$6. The "1904" sheep shearing machines are sold at \$13.60.

**Ammunition, Etc.**—We quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol.....	30 p.c.
" " military.....	20 p.c.
Ammunition, cartridges, American R.F.	33½ p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

**Loaded shells:**

Dominion Eley's and Kynoch's soft,	
12 gauge.	
black.....	16 50
chilled, 12 gauge.....	17 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	20 50
Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F., keg, Hamilton.....	4 75
F.F.G., Dupont's.....	5 00

**Iron and Steel**—We quote:

Bar iron (basis).....	2 70
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100lb.....	9 50
Tesson.....	12 00

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots,



WRITE TO THE LARGEST FACTORY AND THE ONLY FACTORY  
MANUFACTURING

# Woven Wire Fencing

FOR THE TRADE

**MUNRO WIRE WORKS, Limited**  
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

## PAINT SPECIALTIES

Are money makers and should not be overlooked when stocking up. We carry a large assortment in neat and attractive tins.

SAMPLES AND PRICES ON APPLICATION

**THE WINNIPEG PAINT AND GLASS CO., LIMITED**  
Warehouses—CALGARY, EDMONTON **WINNIPEG**

## WINNIPEG CEILING and ROOFING CO.

Manufacturers of

**Corrugated Roofing and Siding, Metal  
Ceilings, Cornices, Etc.**  
**WINNIPEG, - MAN.**

## PILKINGTON BROS., Limited

(WORKS—ST. HELENS, ENGLAND)

MANUFACTURERS OF

**BRITISH PLATE AND SHEET WINDOW GLASS**

ALSO

Wired Rolled	Wired Polished Plate	Prismatic Glass
Figured, Rolled and Cathedral	Rolled Glass	
Muffled, Obscured and Enamelled Glass	Plain and Bevelled Mirrors, etc.	

Prices on application.

FULL STOCK IN OUR WINNIPEG WAREHOUSE.

OFFICE AND WAREHOUSE: 157 MARKET ST.,

**WINNIPEG, MAN.**

P. O. Box 164.

Telephone 3271

**Pig Lead**—As noted last week, pig lead is now quoted at \$4.85.

**Iron Pipe**—Quoted as follows:

Black iron pipe, ½ inch.....	2 15
Black iron pipe, ¾ inch.....	2 85
Black iron pipe, 1 inch.....	3 15
Black iron pipe, 1 ¼ inch.....	4 00
Black iron pipe, 1 ½ inch.....	5 75
Black iron pipe, 2 inch.....	7 85
Black iron pipe, 2 ½ inch.....	9 40
Black iron pipe, 3 inch.....	12 90

**Galvanized Iron**—Gauge 24 Queen's head is now quoted at \$4.65, the same price as gauge 26. Prices are:

Apollo, 16 gauge.....	3 90
18 and 20 gauge.....	4 10
22 and 24 gauge.....	4 45
26 gauge.....	4 40

28 gauge.....	4 65
30 gauge or 10 ½ oz.....	4 95
Queen's Head, 24 gauge.....	4 65
26 gauge.....	4 65
28 ".....	4 90

**Tin Plates**—We now quote as follows:

Tinplate, 1C charcoal, 20 x 28, box....	9 50
" IX ".....	11 50
" XXI ".....	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—We quote:

Canada plate, 18 x 21, 18 x 24.....	3 50
Canada plate, 20 x 28.....	3 75
Canada plate, full polished.....	4 25

**Black Sheets**—No change in price. We quote as before:

# SERVICE

The prompt service of G. F. Stephens & Co., Limited, has been an important factor in the rapid increase of their business.

Nine out of ten orders are shipped the same day as received. The tenth is held for some sundry article which even the manufacturer does not carry in stock.

With Branch Warehouse in Calgary our service is better than ever. We know that when you order paint it is needed. Hence, our system, which assures accuracy and prompt shipment.

## G. F. STEPHENS & CO.

LIMITED

Manufacturers and Jobbers of Paints,  
Oils, Glass and Painters' Supplies

**WINNIPEG AND CALGARY**



Black Sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge .....	3 75
24 gauge .....	3 90
26 gauge .....	4 00
28 gauge .....	4 10

**Petroleum and Gasoline—Prices** are steady. We quote:

Silver Star, per gal.....	21½c.
Sunlight .....	22½c.
Eocene .....	24½c.
Pennoline .....	25½c.
Crystal Spray .....	24½c.
Silver Light.....	22½c.
Gasoline, 70-72 (Engine).....	25½c.

(In barrels f.o.b. Winnipeg.)

**Paints, Oils and Turpentine—** Spring business in paints and general painters' supplies is now very active. There is a good supply of turpentine on hand now which is a welcome change after the scarcity of a fortnight ago. We quote:

White lead (pure).....	\$6 50
Bladder putty, in bbls.....	0 02½
in kegs.....	0 02½
Turpentine, pure, in barrels.....	1 04
Less than barrel lots.....	1 09
Linseed oil, raw.....	0 66
Boiled .....	0 69

**Window Glass—We quote:**

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2.25
26 to 40 .....	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches .....	4.00
26 to 40 .....	4.52
41 to 50 .....	4.75
51 to 60 .....	5.25
61 to 70 .....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches .....	7.35
41 to 50 .....	8.40
51 to 60 .....	9.45
61 to 70 .....	10.50
71 to 80 .....	11.55
81 to 85 .....	12.60
86 to 90 .....	14.75
16 to 95 .....	17.30
6 to 100 .....	

## PRESENTED WITH GOLD WATCH.

C. H. Fox, who recently severed his connection with the J. O. Cadham Hardware Co. of Portage la Prairie, to establish a manufacturer's agency in Vancouver, was presented on the eve of his departure with a gold watch by the citizens of his town. The presentation was made by Sheriff McLean, who spoke of the many commendable qualities of Mr. Fox both in a business way and as a good citizen. After Mr. Fox thanked them for the presentation and the good wishes tendered him, Mayor Brown followed with a few remarks in which the guest was spoken of in the highest terms. Brief speeches were also delivered by Senator Watson and many others.

According to Mr. Fox every member of the staff of the Cadham Hardware Co. are constant readers of Hardware and Metal, from which they receive many an inspiration, as well as an intimate knowledge of what was going on in the hardware world. Hardware and Metal joins in wishing Mr. Fox a long and prosperous career in his new sphere of activity.

It doesn't pay to tell customers trade is dull. Tell them it might be worse. If the customer gets the idea you aren't doing any business he may lose confidence in you.

## CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

### Machine Knives.

A neat booklet, 6 x 3½ inches, and containing 26 pages of information on machine knives, is one of the catalogues issued by H. Walters & Sons, Hull, Quebec. The introduction contains a copy of the warranty given by this firm, and a message to the trade draws attention to the fact that H. Walters & Sons have been thirty years in the business. The booklet contains many good illustrations, and concise tables give prices on all grades and sizes. This catalogue will be sent to anyone in the trade who mentions Hardware and Metal in writing.

### Petroleum Lubricating Oils

A. W. Harris Oil Company Providence, R.I., are sending to the trade a catalogue which is bound to attract attention, not only from the excellent matter which it contains but also because of the fine typographical work it displays. The booklet is a somewhat unusual size, 4 x 8 inches, and has thirty-two pages of illustrated descriptions of the various oils adapted to the many special conditions and requirements of the trade. The cover, printed in three colors on a dark grey stock, shows an oil well spouting a tremendous column. The catalogue may be obtained for the asking. Kindly mention Hardware and Metal when requesting it.

### Tents and Awnings

Hardwaremen who are contemplating the purchase of a new awning will find much to interest them in the catalogue of the Tobin Tent & Awning Co., Ottawa. Half-tone engravings are copiously used to show samples of the company's products, while reading matter of an interesting and convincing nature is not wanting. Special attention is called to the roller awnings, which have become so popular. Please mention Hardware and Metal in writing for this catalogue.

### Metal Cornices and Ceilings.

A new portfolio has been made up by the Metal Shingle & Siding Company, of Preston, illustrating in half-tone the products of their factory. The different architectural orders have been separately classified and put under their respective heads, and shows the harmony of arrangement to be followed in the selection of sheet metal work to conform to any particular order. Miscellaneous designs are also shown, and some effective combinations are found in walls, ceilings and floors. This catalogue, No. 10, will be sent to dealers who mention Hardware and Metal.

### Pipe and Fitters' Tools

Catalogue "B" of pipe and steam-fitters' tools, issued by the Canadian Fairbanks Company, has come to hand. It is one of the most complete lists of

these tools that has been issued. This improvements that have been made are comprised in this booklet, as well as a full line of the tools that have regularly been used. The newest pipe cutters, wrenches, stock and pipe dies, fire-pots, etc., are shown, as well as an extensive line of small accessories and repairs. A discount sheet accompanies the catalogue, both of which will be sent to readers of Hardware and Metal upon application to the Montreal office of the company.

### Firearms Catalogue.

The Marlin Firearms Co. New Haven, Connecticut, have their 1906 catalogue out, which has been revised and changed to take in the latest improvements in arms and ammunition. Some of the newer additions are the solid frame shotgun, model 18; the new baby featherweight 22 calibre repeating rifle, and a new take-down shotgun. The cover shows a typical hunter of the western foothills about to bring down his game, and the inside of the book is interestingly arranged. Readers of this paper will be supplied with a copy on request.

### Sporting Goods Catalogue.

Miller-Morse Hardware Co., Limited, of Winnipeg, are sending out an attractive Spring and Summer sporting goods catalogue illustrating the many lines carried in stock in their new sporting goods department. Any reader of Hardware and Metal who has not received a copy may have one from Miller-Morse Hardware Co. by mentioning this paper.

### WESTERNERS OPPOSED TO DUTY.

If there is any doubt as to whether the proposed duty on tin plate and sheet steel is unpopular in the west, where such a quantity of goods manufactured from these articles is consumed, it should be put at rest by the following letter, recently received by a well-known manufacturing firm:

Regina, Sask., Mar. 5, 1906.

Gentlemen,—Referring to the matter of the attempt now being made in certain quarters to induce the Government to impose a 33 1-3 per cent. duty on sheet steel and tin plate, after going very carefully into the arguments pro and con, we feel bound to state our position, as very large consumers of these articles both in their manufactured and unmanufactured state, as being very strongly opposed to any such imposition.

We know further, from our dealings with a large number of farmers, that any such protective tax upon these materials would arouse a very strong opposition and feeling of hostility toward the department and toward the Government.

In fact, we know that the entire west is solid against any such increase in the tariff. We trust that an organized effort will be made, and at once, to show the Government that the contemplated change is not at all in the interests of the country at large.

Yours truly,

THE SMITH & FERGUSON CO.,

Limited.

Per W. O. Lott, Sec'y and Treas.



## TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

304. A London metal firm desires to be placed in touch with Canadian producers and shippers of antimony.

305. A London firm desires the names of Canadian manufacturers of pick, shovel and hammer handles who can supply goods suitable for the South African market.

## SHEEP SHEARING MACHINES.

The Stewart Sheep Shearing Machine, made by the Chicago Flexible Shaft Company, gets enough extra wool from sheep over hand shears to pay for itself in a very short while, and this extra wool comes from near the hide where the best wool on the sheep is to be found. The machine does not cut or hack sheep like hand shears. These qualities recommend this inexpensive machine to sheep men everywhere, and dealers who live in sheep sections find it a profitable addition to their stock in the Spring months. Mention this paper when sending for additional information.

## BRANCH WAREHOUSES.

The Burrow, Stewart & Milne Co., Limited, of Hamilton, have opened a branch warehouse at 182 Adelaide street west, under the management of Wm. Batty, and purpose carrying a full stock of all their manufactured goods in Toronto—scales, curry combs and hardware specialties. This will enable them to make prompt delivery of orders, the move being made for the exclusive benefit of their wholesale customers, the intention being to confine the sales to the jobbing houses as heretofore.

## FABIEN'S REFRIGERATORS.

The extensive business of C. P. Fabien, manufacturer of refrigerators, Montreal, dates back to 1884, when he established a stand at Notre Dame street, near Napoleon. Since then, however, the demand for his goods has grown to such proportions that he now has three factories, one at Notre Dame street, one at Fabien ave., and another on William street. He employs forty hands, who are engaged solely in the manufacture of grocers', butchers', hotel and family refrigerators. That these goods are of a high grade is shown by the fact that they have won medals and diplomas at the Provincial Exhibition, Quebec, and at Montreal, Toronto and Ottawa exhibitions.

Mr. Fabien's business extends over the whole of Canada. He has resident agents in Ottawa, Winnipeg and Windsor.

## SCISSORS AND POCKET CUTLERY

HERBERT J. RODGERS

of Saracen House, Snow Hill, London, E.C., Eng., visits Canada in March, representing Solingen makers of scissors, razors and pocket cutlery, etc. Newest lines, competitive prices. Appointments from jobbers will be valued.

# wired glass windows

Progressive dealers should impress upon their trade the advantage of using "Impervia" Wired Glass Windows with fusible links, in hollow metal sash and frames, which are proof against any fire and obviate the necessity of fireproof shutters, otherwise demanded by the insurance companies.

"Impervia" Wired Glass Windows equipped with our patented, automatic closing and locking device are held open by a chain, in which is a soft, fusible link that melts at a very low degree of heat, releasing the sash, which instantly closes and locks itself.

## OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

## THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

Toronto and Winnipeg

## We also manufacture:

"Eastlake" Metallic Shingles  
"Metallic" Ceilings and Wall Plates  
"Metallic" Cornices, Skylights and Ventilators  
"Metallic" Sheet Metal Fronts  
"Metallic" Siding (Stone, Brick, etc.)  
"Empire" Metallic Shingles  
"Metallic" Crestings and Finials  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eavetrough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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## BRANTFORD ROOFING.

A branch industry of the McHenry-Millhouse Mfg. Co., of South Bend, Indiana, is being equipped at Brantford under the name of the Brantford Roofing Co. Their large buildings located alongside the main line of the Grand Trunk Railway on Sydenham street, indicate that their facilities to turn out roofing materials will be equal to supply a very large demand. Their two grades of roofing will be known as follows: Brantford "Asphalt" and "Rubber," one, two and three ply. Every roll will bear their trade mark, the roof of a building with a big "B." Hardware merchants throughout Canada will do well to get their samples and prices for the Spring trade. These will be sent on request to any reader who mentions seeing the offer in this paper.

## MONTREAL HARDWARE HOCKEY CHAMPIONSHIP.

The Frothingham & Workman boys met and defeated Caverhill & Learmont Co.'s hockey team in their annual game for the hardware championship of Montreal Saturday, March 10.

The game was rather one-sided during the first half, the F. & W. boys scoring 3 to C. & L. Co.'s 0, but during the second half things were pretty evenly balanced, the C. & L. people changed their mode of attack, playing a strong combination game combined with their superior weight, managed to score 2 to F. & W.'s 1.

It would be almost an injustice to the F. & W. boys to give any one particular credit for the victory. The forwards and defence worked like a clock; any time the goals were in danger the forwards were right there to help out the defence and very often the defence were seen down at the enemy's goal after a clean run down the ice.

Mr. Hough, of Montreal Rolling Mills

Company handled the whistle and gave entire satisfaction to both teams.

The following was the line-up:

Dadson	goal	Hodgson
Carmichael	point	Hingston
O'Brien	cover-point	Davidson
Asselin	forward	MacDonald
Fairfield	forward	Brophy
McGowan	forward	Reed
Warren	forward	Massey

Referee, Hough. Umpires, Gingras and Bolan. Timekeepers, Cummings and Currie.

## CALGARY'S RAPID GROWTH.

C. F. Comer, of Calgary, was in Winnipeg last week attending the I.O.O.F. meeting and incidentally renewing acquaintance with the Winnipeg hardware trade. When seen by Hardware and Metal he was the centre of a jolly group of hardware men in the rotunda of the Queens.

"How is Calgary?" asked Hardware and Metal after greetings had been exchanged.

"The only town between Winnipeg and the coast," was Mr. Comer's reply.

"Ever heard of Edmonton?" queried one of the group.

"Edmonton? Yes, I think I have heard the name somewhere," was the reply.

Mr. Comer says the business outlook in Calgary was never brighter. There are now 3,000 residences and this means a population of at least 15,000. Building operations this Summer promise to be larger than ever, and the hardware trade expect an exceptionally active season.

"I want to congratulate you on the kind of paper you are getting out," were Mr. Comer's parting words. "Hardware and Metal is improving with ever yissue and I wouldn't be without it for several times its subscription price."



## FOUNDRY AND METAL INDUSTRIES

Upon the completion of their smelters at Port Arthur, MacKenzie & Mann will probably erect rolling mills there, similar in size to those at the Soo.

The total output of British steel ingots for 1905 was 3,879,000 tons, an increase over the previous year of 634,000 tons. The principal finished product of this industry is for shipbuilding.

The smelter of the Granby Copper Co. is making a record run, treating about 2,800 tons of ore daily. The management is enlarging the furnaces and expects to increase the smelter capacity to 3,000 tons per day.

Contracts are about to be let by the Lake Superior Corporation for the construction of a new open hearth blast furnace, to cost \$250,000. It will have a capacity of 200 tons a day, and will be in operation within six months.

The Canada Foundry Company is arranging for large extensions to its Peterboro plant. The new allotment of 11,000 shares of stock has been all subscribed for. In all there are nearly 1,000 shareholders in this company.

Fred. Hobart, of New York, in the course of a speech at the Mining Institute banquet, in Quebec, stated that it would not be long before the United States would have to look to Canada for their iron, as the American ore was becoming rapidly exhausted.

The Terminal City Ironworks is the name of a new firm which has opened up for business in Vancouver. They make a specialty of handling engine and machine repairs. The new firm is composed of H. J. Littler, T. W. Littler and J. Mason, all practical men.

The output of copper by the Granby Mining Company now averages 2,000,000 pounds per month. The furnaces are being enlarged, which will increase the smelter capacity to 3,000 tons a day. The net earnings of this company are at present equal to 15 per cent of the common stock.

The Tarbrock Iron Mines in Annapolis county, Nova Scotia, are about to pass into the hands of a syndicate of Montreal and Toronto men for a consideration of \$250,000. It is expected that when the new corporation gets full control the capacity of the mine will reach 1,000 tons of ore per day.

J. A. Kilpatrick, manager of the Canadian Iron & Foundry Co., St. Thomas, has returned from New York, where he has been arranging to tender for the casting for the iron work of the M.C.R. tunnel under the Detroit River. If the company receives the contract it will mean a tonnage of 30,000, and will require 15,000 cars to take the castings to Detroit and 2,000 cars to bring the raw material here to make the castings. It will mean an expenditure of \$110,000 for the castings.

### COULDN'T WIN SCOT'S FAVOR.

Henry Carnegie Phipps, of steel fame, if Pittsburg report speaks truly, is discouraged by his experiences in Scotland. The attempt to get a footing

there and to pose as a laird has not been the success it once promised to be. At the outset all looked fair in prospect. Very rich and very liberal, he might reasonably have expected that the inhabitants of the region about Beaufort Castle not only would be overjoyed at his coming on financial grounds but also would take him to their hearts as a generous and helpful neighbor.

Almost from the outset things have gone the other way, and the arrest of his two sons for peppering several poaching gillies with birdshot, a fate they may have deserved, capped the climax. Mr. Phipps has paid in one form or another, or incurred obligations to pay, not less than \$35,000 as a result of the episode.

Obviously the name of Carnegie is not enough to reconcile the canny Scot to such a situation as Mr. Phipps sought to create by immense disbursements in wages, tips and purchases; not to say donations of nearly \$100,000 for public purposes in the district. The tenantry call him a Yankee; they will not have it that he is one of their stock.

Andrew Carnegie is idolized by all Scots; but this other Carnegie is not an immigrant. The former is a Scot returned from foreign shores—one of the natives; and this makes all the difference in the world. He has often said that he did not believe he had been victimized to the extent of a shilling in Scotland. Mr. Phipps is notoriously robbed by everybody. He went too late in life to be assimilated, too late to assimilate.

### STEEL KING INDISPOSED.

It is doubtful if the illness or indisposition of any man in the United States could have a similar effect in the financial, industrial and mining world as that of Charles M. Schwab, president of the Bethlehem Steel Corporation, and interested in the Tonopah and Goldfield mining districts of Nevada to the extent of \$5,000,000 or more. The capital stock and bonded indebtedness of the Bethlehem Steel Corporation is \$53,851,000. Therefore, upon his good health and activity rests a good deal, as he has a large following in steel, iron and gold.

When the United States Steel Corporation was formed, Charles M. Schwab became one of the wealthiest men in the country, for he was paid \$32,000,000 for his holdings in the properties that were gathered into the huge steel combination. Then he went into the shipbuilding scheme and succeeded in getting about all there was in sight. Many of the properties afterward were liquidated, and from this and other things there grew the Bethlehem Steel Corporation, upon which some \$12,000,000 now is being spent in improvements of all sorts.

Charles M. Schwab is one of the busiest men in the United States, and the fact that he has so much to attend to is responsible for the present condition of his health. Since his return from Europe some months ago, he has allowed his business to drive him. He has paid several visits to the works of the Bethlehem company, and apart from that he has become so intensely interested in his gold mining properties that their direction took a great deal of the time that he should have devoted to rest. That he now is paying the penalty of burning the candle at both ends might be expected.

It is conceded that Mr. Schwab is without equal as a steel expert, not only in this country, but in the world. In this way he is a genius, as often has been acknowledged by Andrew Carnegie and other good judges. When he became interested in the Nevada gold camps, through the purchase of the Montgomery-Shoshone and other properties in that state, it became one of his ambitions to be known as a gold mining expert as well. There is a big difference between gold mining and the steel and iron industry, as Mr. Schwab has found out. But he labored away, while being in close touch with his steel and iron interests all the time, and the consequence is that he is suffering from overwork.

Mr. Schwab, like many other men, has his superstitions, and one of these was in connection with his new \$3,500,000 house on Riverside Drive, one of the most beautiful houses in the world. He was under the impression that if he moved into it after it was complete that something might happen, but as he made it his home before it was entirely done, it is understood that he does not now feel at all alarmed about it. For that matter, it is not yet finished, so those who are in the habit of seeing things cannot say that his present state of health is due to the fact that he violated any of the rules of the cult.

Before leaving on the last trip to Nevada, from which he returned on Saturday night last, Mr. Schwab was warned that if he continued to over-exert himself, the effects would be anything but pleasant, but he would not heed these admonitions. He said he never felt better, and was capable of doing more than ever. He gave himself no rest, although his business associates begged him to be more sparing of himself.

It is not believed that his present indisposition will have any serious results, but his physicians say he must alter his method of living and take better care of himself. If he persists in neglecting this advice, they have told him they would not be responsible for what might happen.—N. Y. Commercial.

### AMERICANS BUY BIG INTEREST.

The New York Commercial says: "A syndicate composed of New York, Buffalo and Cleveland capitalists has secured a substantial interest in the Northern Iron & Steel Co., a Canadian corporation which has a rolling mill and steel plant at Collingwood, on Georgian Bay. The members of the syndicate are said to be closely allied with the large steel interests in the United States. Former Comptroller Gavin of Buffalo is the American representative on the board of directors. This company has a new plant, consisting of open hearth furnaces and rolling mills, with a daily capacity of 200 tons of finished material, and it is expected that a blast furnace of 250 tons daily capacity will be added."

The Quebec Government will be asked to join the Ontario and Manitoba Governments in a petition to the Dominion Government in favor of public ownership of long distance telephones. Parliament will also be asked to refuse the Bell Company an increase in capital, except subject to municipal and provincial control.



## PIG IRON

### "CARRON"

Best Scotch Brand

### "AYRESOME"

Best English Brand

### "CLARENCE"

Good Standard English Iron

FROM STOCK AND FOR IMPORT

**A. C. LESLIE & CO.**  
MONTREAL.

## B. K. MORTON & CO.'S

### B. C. BRAND DRILL STEEL

Stands the most severe test. Isn't that sufficient proof of its quality?  
Why don't you sell this steel?

Write at once to

BAINES & PECKOVER, Agents, Toronto, Can.,  
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OR

D. W. CLARK, Canadian Representative,  
P.O. Box 521, Toronto, Can.

## NICKEL

The Canadian Copper Co.

## NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR  
PARTICULARS AND PRICES

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## Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

## CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

## "MIDLAND"

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## Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.**  
MONTREAL, QUE

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**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

### ASK YOUR CUSTOMERS

if they don't need new pumps. If they do, sell them our

Standard  
Anti-Freezing Pumps

They'll appreciate getting a pump that doesn't have to be thawed out every zero morning

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—Made in Canada.

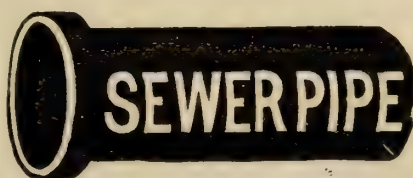


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THE R. McDUGALL CO., LIMITED  
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... FULL STOCK ...

## Salt Glazed Vitrified



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**  
HAMILTON, ONT. TORONTO, ONT.  
ST. JOHNS, QUE.

## NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

## Ferrona Pig Iron

And SIEMENS-MARTIN

## OPEN HEARTH STEEL

## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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## CANADA SMELTING CO.

Limited

STANDARD Babbitt Metal, Phosphor Tin  
Needle Metal, Type Metal, Etc

Cor. Brennan and Ann Sts., MONTREAL

## OAKEY'S

The original and only Genuine  
Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

## 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

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LEEDS FIRE CLAY CO., Ltd.

Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.

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Agent for

Norway Iron, Steel, Galvanized Iron, Chains,  
Sheet Iron, Hoop Iron, Machinery  
Steel, PEN-DAR Metal Lockers.



## OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

### Canadian Pottery Manufacturers.

Editor Hardware and Metal: Would you kindly give us the names of pottery firms making closet bowls in Canada, and oblige.

Yours truly,

THE SMITH & FERGUSON CO.

Per W. O. Lott, Sec.-Treas.  
Regina, Sask., Feb. 26.

Note.—The Canadian Trenton Potteries Co., St. Johns, Que., and the Toronto Pottery Co., Toronto, both manufacture these goods.—Editor.

### Trade Association Necessary.

Editor Hardware and Metal: A retail hardware association would be beneficial to the trade, providing some measure could be adopted to avoid the slashing of prices on stable lines such as building hardware, binder twine, cement, etc. This involves a number of difficult questions to be dealt with before any benefit can be derived from any such organization.

We all know there are far too many in the business to begin with. One of the villages not far distant has 5 hardware stores at present, and only room for one, and perhaps if the five stores were put together they would not make a complete line.

This results in slashing prices and while this lasts it is an excellent spot for the drummer who goes 10 miles to see a thresher or sawmillman to sell him a half barrel of machine oil or five gallons of cylinder oil and then comes back to town and loads up the hardware merchants. In less than six months the goods will be offered to the consumer at cost and in many cases below cost.

Some strong measure should be adopted to do away with those useless torments scouring through the country like wolves seeking for prey. Let the trade recognize only legitimate wholesale houses who will stand by the retail trade.

Yours truly,

J. W.

Waterloo County, March 5, 1906.

### Odd Side Lines.

Editor Hardware and Metal: Not long ago there appeared in your columns a letter from a hardware merchant asking for names of manufacturers of picture moldings. A question was also asked regarding other merchants who did picture framing as a side line. It might not be a bad idea to find how many hardwaremen are engaged in the side line mentioned on the letterhead of a country merchant, a letter from whom is on my desk. He is, among other things, "shipper of fatted poultry, issuer of marriage licenses, general merchant and undertaker."

INQUIRER.

Ottawa, March 6, 1906.

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence or attack can be had than the Iver Johnson

Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

## IVER JOHNSON REVOLVERS



need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.50

Write for our bright little booklet, "Shots" and complete catalogue, free.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.



## ARCHITECTURAL VARNISHES

Brantine Oil Finish

Ironite Floor Finish

TWO GREAT SELLERS.

## BRANT-LAC

A VARNISH WOOD STAIN

ENDORSED WHEREVER USED.

ORDER TO-DAY.

## SCARFE & CO.

Manufacturers of Fine Varnishes, etc.

BRANTFORD, CANADA

Thomas Block,

76-82 Lombard St., Winnipeg, Man.

### CEMENT BLOCK MACHINE.

The James Stewart Mfg. Company, Woodstock, Ont., offer to send a catalogue describing the Dunn Hollow Concrete Block Machine to any reader who mentions this paper. Hardware merchants who handle cement will find these machines a very good side line, either to sell or rent to customers. Send for a catalogue.

The new plant of the Singer Sewing Machine Company at St. Johns, Que., has been formally opened, and the work of removing the various departments from Montreal is gradually progressing. This factory consists of a block of twenty buildings, and the process turns out the finished sewing machines from the raw pig iron and logs. When in complete operation it will give employment to almost two thousand men.



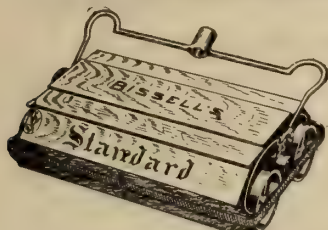
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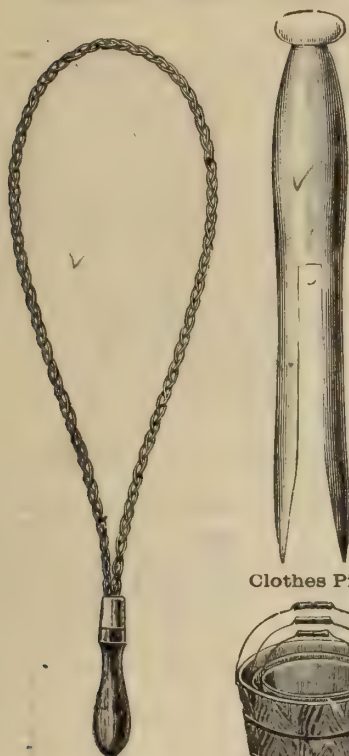
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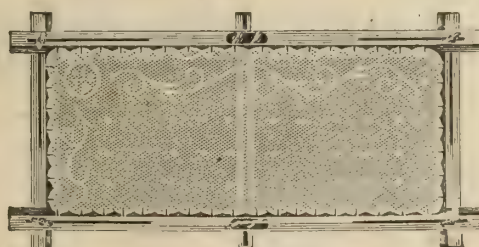
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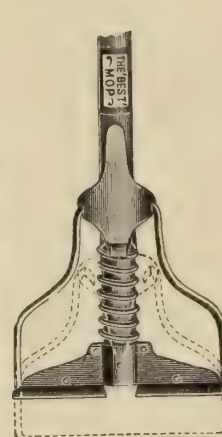
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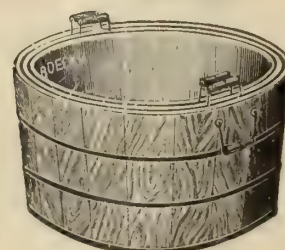
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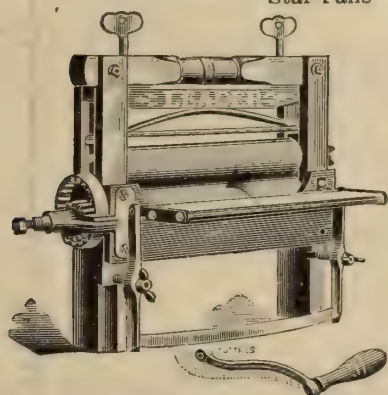
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Star Tubs



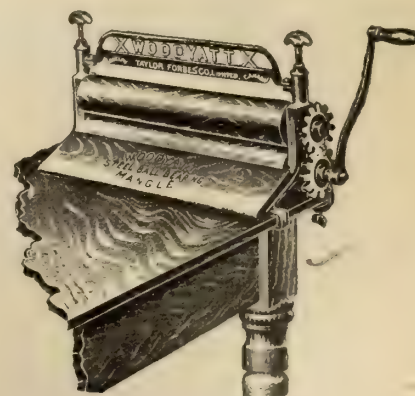
Carpet Whip  
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For a Fuller Line of the above see our Catalogue

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GRAHAM NAILS ARE THE BEST.

We Ship Promptly.

Factory: Dufferin Street, Toronto.

Our Prices Are Right



# PAINT, OIL AND BRUSH TRADES

## TESTS FOR WHITE LEAD.

By R. W. E.

Ground heavy spar, sulphate of barium, commonly called barytes, is the only adulterant used in ground white lead in Canada, and the following test detects barytes if present, roughly gives the proportion and requires only ten minutes, no apparatus but a bottle, a teaspoon and some blotting paper:

In a bottle put a tablespoonful of ground lead as it comes from the keg. Add about four times its bulk of benzine or ether and shake thoroughly for about a minute. Pour out upon white blotting paper or chemists' filter paper and allow it to drain. When the benzine or ether has evaporated, put the lead back in the bottle, and about four times its bulk of strong vinegar, and shake as before. If the powder disappears entirely, the lead is pure. If it does not all dissolve, allow the sediment to fall, pour off the liquid, add more vinegar, and shake again. If still there be a residue the lead has been adulterated. Carbonate of lead is readily soluble in acetic acid, which is the principal acid of vinegar. Sulphate of barium and sulphate of lead, the two substances most largely and frequently used as adulterants, are insoluble in acetic acid.

Most of the 20,000,000 lbs. of ground white lead sold in Canada annually is sold as pure or genuine, but a great part, though so labelled, is more or less adulterated. The Government causes samples taken from different parts of the country to be analysed, and some brands are invariably found to be pure when so labelled; others represented as pure as found to contain 3 per cent. to 70 per cent. of barytes.

Here is a density test: White lead is usually ground, 8 lbs. linseed oil to 92 lbs. white lead, making 100 lbs. of white lead paint. This does not differ materially from the English rule of 1 gallon, say 9 lbs., oil to 112 lbs. dry lead. The great bulk of white lead is sold in iron cylindrical cans, 6 in. diameter by 6 in. deep, which hold 25 lbs. net weight of pure lead comfortably, while if any considerable percentage of barytes is used, a larger can must be provided. These cans are provided with a bail for convenience in carrying, and makes them useful for paint pots. They now cost 6c. to 7c., while in the beginning we paid 20c. each.

To give the desired ripeness to white

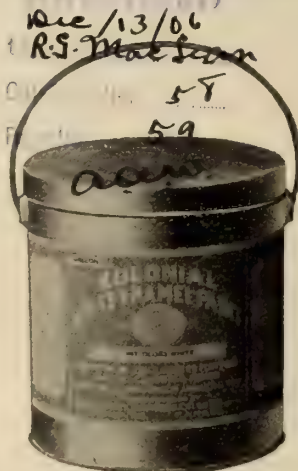
lead we used to store it after grinding, but now find that storing and settling the oil gives as good results at less cost. We have abandoned the sulphuric acid treatment for linseed oil, as natural well-settled oil makes a paint that works better. Opacity is, of course, tested with a given quantity spread on a given area of glass, and whiteness and tone are judged at the same time. Mention has been made of dampness in lead before grinding, but this is a fatal defect, causing the lead to settle in a hard intractable mass at the bottom of the package with a thick useless skin of oil at the top. It is a very different proposition from vatting white lead and pouring water on it, which makes the mass mellow and homogeneous. After all, the supreme test is in actual work: that lead is best which will cover the greatest surface with least labor. This last consideration never has adequate weight, for in all cases the labor costs more than the paint.

## A NEW MINERAL PAINT.

A California man named Botts is said to have discovered a mineral paint which is a preventive against barnacles on the bottoms of ships. For hundreds of years men have sought a remedy for this, but have not succeeded and the only thing to be done was to dry dock the ships and scrape them, which meant a great expense. In the paint is a poison which has been found to be repulsive to the barnacles. Planks and pieces of steel painted on one side and left natural on the other have been subjected to long tests, with the results that invariably the unpainted sides were covered with the barnacles, while the other side would be quite free. Mr. Botts has organized a company known as the American Mineral Paint Co., who have built a factory and are now turning out the paint at Oroville Cal.

## Kolonial Enamel Paint

FOR INTERIORS



Manufactured only by

## The Imperial Varnish & Color Company

**TORONTO, Ontario, Canada**

Winnipeg—c/o Mason & Hickey, 108 Princess St.  
Vancouver—c/o Durand Merchandise Company.

Meets the demand for fine, durable, artistic inside enamel finishing in the highest class of architectural work. The Whites are of the very whitest, while the Colors are clear, bright and artistic. All are exceedingly durable.

SEND FOR COLOR CARD

Limited



For re-finishing Locomotives, Locomotive Tenders, Smoke Stacks, Hand Rails, etc.,  
there is no better enamel than

## **Locomotive Black Enamel**

There are many orders awaiting the Hardwareman who has the wisdom to keep "quality" goods—LOCOMOTIVE BLACK ENAMEL, exactly.

### **LOCOMOTIVE RUSSIAN JACKET ENAMEL**

is used for the same purposes as LOCOMOTIVE BLACK ENAMEL, but is a little more expensive.

*Hadn't you better secure particulars?*

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

## **IT IS OFTEN EASY TO PERSUADE**

your customer that the  
best is the cheapest.

## **JAMIESON'S Floor Enamel**

while more expensive than  
ordinary floor paint, is so  
much better for the floor  
that it should not be diffi-  
cult to induce your cus-  
tomer to try it.

**It Dries Hard  
Is Never Sticky  
Gives a Varnish Gloss  
Stands Repeated Washing  
and Wears Like Iron**

You can make more profit  
on **Floor Enamel** than  
you can on Floor Paint.

Write for show cards and  
prices to

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LIMITED

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## **McCaskill, Dougall & Co.**

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

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## **Sharratt & Newth's Glaziers' Diamonds**

are unequalled for cutting and wearing qualities.

To be obtained from the  
principal Hardware  
Dealers and Glass  
Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

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Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION"  
BRAND**

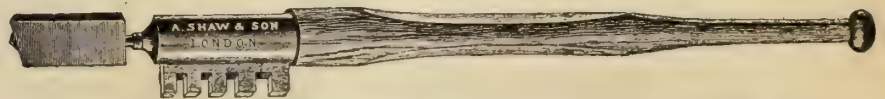
OILS GUARANTEED GENUINE.

Canadian Agents—  
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Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
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## **GLAZIERS' DIAMONDS**



Ahead of all others in quality and workmanship. If sparks of fine quality, set  
by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

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**A. RUDD & CO., St. Helens, Lancashire, England**

Manufacturers of highest grade



**GLAZIERS' DIAMONDS**

10 years as cutter, and 16 years as chooser and setter for St. Helens Works, is the experience of our head  
setter. Ask your wholesaler for our make.

Canadian Agent, **J. G. GIBSON, P.O.B. 478, MONTREAL**



# Brandram's B. B. Genuine White Lead



has long been known  
as the best white lead  
the world produces. It  
is unequalled for

## WHITENESS, FINENESS AND BODY

and will cover more  
surface than any other  
white lead made. It  
is the only white lead  
used in

## "ANCHOR" or "ENGLISH" LIQUID PAINTS

making them the lead-  
ers on the market.

Manufactured by  
**HENDERSON & POTTS, Limited**  
HALIFAX and ST. JOHN  
**HENDERSON & POTTS CO.,**  
LIMITED  
MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 16, 1906.

Reports received here that foreign dry white lead is somewhat easier, have not comforted the grinders in Montreal. The difficulty in securing supplies of this material is still acute and there is absolutely no chance of lower prices being declared here until after the Spring trade at any rate.

Prices on Paris green have been withdrawn altogether from the market and until the essential chemicals get on a more satisfactory basis the manufacturers and jobbers here will decline to quote.

Both linseed oil and turpentine have experienced no change during the week, but remain steady at the same prices as last week.

**Linseed Oil**—We quote. Raw, 1 to 4, barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c. f.o.b., Montreal, net 30 days.

**Turpentine**—Prices remain in steady as follows: Single barrel, 98c. per gallon; two barrels or over, 97c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

**Ground White Lead**—We give prices as follows: Best brand Government standards, \$6.00 to \$6.25; No. 1, \$5.65 to \$5.90; No. 2, \$5.30 to \$5.65; No. 3, \$5.05 to \$5.30, all f.o.b. Montreal.

**Dry White Zinc**—Our prices remain as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc** (ground in oil)—We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We quote as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—We still quote: Genuine red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Prices range from \$1.20 to \$1.40 per gallon.

**Castor Oil**—We are still quoting as

follows: Firsts in cases 8 1-2c., in barrels 8c., seconds, in cases 8c., in barrels, 7 1-2c.

**Refined Petroleum**—Our prices are as follows: American water white, 17c.; Canadian prime white, 15 1-2c.; astral, 20c., ex warehouse.

**Paris Green**—All prices have been withdrawn for the present, on account of the prohibitive price of chemicals contained in this article.

**Window Glass**—No new features have cropped up during the week. We still quote as follows:

quote as follows: First break, 50 feet, \$2.10; second break, \$2.20; first break, 100 feet, \$4.00; second break, \$4.20; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5.00; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8.00, and seventh do., \$9.00. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00; and twelfth do., \$28.50.

### ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto March 16, 1906.

White lead holds firm at present quotations and the general trend of opinion would indicate that when the painting season really opens up and the present supplies are drawn up, there will be a still tighter condition of the market, with perhaps a further advance in price.

Turpentine is very firm and at present no indications of any decline are apparent. The stock is lower in the south than it has been at any time in the past five years, and with the exception of a temporary spell when it reached \$1.15, the price is higher. The supply as well as being limited, is practically all under trust control.

Linseed oil becomes firmer as the season advances, and an advance of 1c. has been made during the week. Prices have really been lower than conditions warranted, and a further small advance is not improbable.

Paris green is still in an unsettled condition. The demand is not heavy as yet, but as there is little arsenic in sight the indications are that high prices will obtain for some time to come.

The present cold snap has given a lit-



RETURNED

APR 27 1906

To Anne  
 Cut Book 49  
 page 34  
 N.S.



Canadian Distributing Agents  
 for Grippin's Crack Filler and  
 "Muresco" Wall Finish.

## THE FINANCIAL END



of your enterprise will show a marked improvement if you  
 associate your business with

## "ARK BRAND" PAINT

The knowledge that you are giving the public the best  
 there is in the paint line, brings you self-respect and a pride  
 in business.

No paint can be considered good—the kind to be un-  
 reservedly proud of—if it does not include the standard of  
 quality and satisfaction.

Sell Canada's best—"Ark Brand."

*Send for copy of Catalogue  
 Just Issued*

**MURESCO**—Do you stock it? It is absolutely the  
 finest wall finish in the world. Cheaper than wall paper,  
 more artistic, fire-proof and sanitary.

**THE FRANCIS-FROST CO. LIMITED**  
**TORONTO, ONT.**

## Let's Get Together

Mr. Dealer, we have a paint proposition that should appeal to you. Here  
 is an opportunity for you to handle an article that people will insist on  
 having, because it's the satisfactory kind.

It gives you the chance to build up future trade; to insure future sales  
 as well as present profits.

It puts you in a class by yourself and away ahead of your competitors.  
 An Exclusive Agency for

### **The Martin-Senour 100% Pure Paint**

will enable you to supply your customers with a grade of goods which will  
 establish your reputation and make your store "the place" to buy paint.  
 Pure White Lead, Zinc and Linseed Oil—that's all—but it is what makes  
 The Martin-Senour Paint—and it is 100% pure. These are a few reasons  
 why you should sit down and write for further particulars—it's your move,  
 Mr. Dealer, and we are ready. What do you say?

## **THE MARTIN-SENOUR CO., LIMITED**

**142-144 INSPECTOR STREET, MONTREAL**

**2514-2522 Quarry Street, Chicago, U.S.A.**

The Winnipeg Paint and Glass Co., Limited, Winnipeg.

The Maritime Paint and Varnish Co., Halifax, N.S.



## VERONICA GREEN

SURPASSING ALL OTHERS.  
READY FOR SHIPMENT ON  
THE SEVENTEENTH OF MARCH  
VERONICA GREEN  
WILL  
CARRY THE GREEN  
TRADE OF CANADA.

VERONICA GREEN  
VERONICA GREEN  
VERONICA GREEN  
LABEL IS REGISTERED  
LABEL IS REGISTERED  
LABEL IS REGISTERED  
AT OTTAWA  
AT OTTAWA  
AT OTTAWA.

VERONICA GREEN  
WILL BE READY  
FOR DISTRIBUTION  
AND SHIPMENT UPON

SAINT PATRICK'S DAY  
SAINT PATRICK'S DAY  
SAINT PATRICK'S DAY.

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FOR DISTRIBUTION  
AND SHIPMENT UPON

SAINT PATRICK'S DAY  
SAINT PATRICK'S DAY  
SAINT PATRICK'S DAY.

COMMENCE THE SPRING  
WITH

VERONICA GREEN  
VERONICA GREEN  
VERONICA GREEN.

## VERONICA GREEN

tle setback to mixed paints, but the general trade outlook is good.

**White Lead**—Ex Toronto, pure white, \$6.30; No. 1, \$5.92 1-2c.; No. 2, \$5.55; No. 3, \$5.30; No. 4, \$5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, \$5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.60; No. 1, in casks of 500 lbs., \$5.50, ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

**Single Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

**Paris Green**—Prices have been withdrawn owing to recent advances.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 56c.; 5 to 9 barrels, 55s.; boiled, 1 to 4 barrels, 59c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, \$1.00 to \$1.02 f.o.b. point of shipment, net 30 days. For less quantities than barrels, \$1.10 per gallon will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

### FRANCIS-FROST'S NEW LINE.

Trip-L-Body White, manufactured by the Francis-Frost Co., is a paint which the makers claim to be superior to white lead paint. It is said to be more permanent than lead, unchangeable in color, and not affected in any way by gases or atmospheric conditions. On account of the present high price of white lead, Trip-L-Body, if it makes good the claim of the manufacturers, will without doubt be in great demand during the coming season.

### FIRE AT OIL PLANT.

The fire which destroyed to the extent of \$100,000, property of the Imperial Oil Co. at Sarnia, on Monday last, would seem to emphasize the desirability of going on with the work of constructing the system of water works which they have been working on for some time. They are at present putting in a water-works plant at Sarnia which will have as great a capacity as the plant operated by the town. The building is being erected at the water's edge for safety, so that in case of fire the pumps will not be jeopardized, but may still continue to work.

### SHIPPING GOODS TO MEXICO.

H. M. Consul sends the following recommendations: "All prepared colors containing varnish or other resinous substances which impart lustre are rated as colored varnishes and not as prepared colors. The customs classification of varnishes includes all solutions of asphalt or turpentine, paints for carriages or furniture, and preparations containing alcohol or oil for cleaning furniture. Varnishes containing metallic substances for gilding pay higher rate of duty. State whether wall paper is plain, combined with or containing cloth or silk, and whether or not gilt, silvered, or velveted; also when wall paper has raised or relief work. State whether window glass is plain, plate, or bevelled, engraved or decorated, and whether with or without metal mountings.

### PRICES OF TURPENTINE.

The average price of turpentine for the years 1905-06 is higher than it has been at any time during the last ten years. The lowest price reached at Savannah, during that period was in July and August 1897, when it was down to 22 cents, and the highest price reached during June, 1905, when it went up to 79 cents. The season of '96-'97 was the lowest during these ten years, but since the year 1897 the price has steadily gone up until the present time.

### PARIS GREEN PRICES.

While prices of Paris Green were withdrawn last week, quotations were given on Berger's English green in our Montreal market reports. The Sherwin-Williams Co., who handle this line, state that they cannot fill orders on the prices we quoted and ask that this be made known to our readers. All prices are now withdrawn and quotations must be obtained direct from the manufacturers or jobbers.

It is not wisdom to take a large assortment of every new thing that comes along but by the judicious purchase of novelties and the advertising of them the dealer not only gets more trade but establishes for himself the reputation of keeping right up with the procession. Inventions are thick in hardware lines and there are merit in many of the new things.



# GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

## SPRING LINES.

### Originality.

Originality is a commendable quality in advertising when kept well in hand. It serves as the stepping stone to impressing the reader, and when supported with timely argument usually constitutes successful publicity.

### Stewart's Advertising.

The advertising of J. C. Stewart, Windsor, Ont., is original; he believes in the strength of comparison and opens up with one. He brings out the conclusion in quick order and clinches the case by putting emphasis on a virtue to be found in his stoves.

## Stove's Talk

Considerably when they consume more coal than you can afford to buy. The "Economy," the "World's Best," do not do this. They are noted for their fuel-saving qualities. We handle them in all sizes.

**J. C. STEWART,**  
87 Sandwich St. W.

### "Stove" Headings.

There are many suggestive headings in stove advertising that might be taken advantage of. "Stove Sincerity," "Strong, Safe Stoves," "Sterling Stove," "Prices Within Your Range," "A Square Oven—a Square Deal," "There is no Irony About —," "Stove's Success," etc.

### Spring Displays.

Hardwaremen are now displaying, or preparing to display, both in the window and in the store, paints, varnishes, brushes, hose, screens, lawn movers, etc. Some merchants make their windows very attractive by utilizing the large

display advertisements that manufacturers supply.

### Spring Advertising.

The above wares should be advertised in the newspapers from now on, and then a folder might be got out, giving full list with prices. Forty-five lines single column is a space that suits the average hardwareman who advertises regularly. There are any number of appropriate headings—"About Paints," "More Mowers," "Brisk Brush Business," "Spring Needs," "Look for My Wares," etc.

### THE CHILDREN.

Good advertising does not consist altogether of newspaper display, billboards nor circulars.

The word of mouth publicity—the talk about his store and his goods in the homes, is undoubtedly worth more to the retailer than any other form of advertising.

And who are more likely to discuss and determine the place to shop at than the children? The woman of the house may be a confirmed bargain hunter and the man have his favorite dealer. Yet both will unconsciously yield to the will and pleading of the children.

All advertising experts are agreed that children do exert this magnetic force and do actually influence trade. It is not worth while then to bring in the children? The big department stores have already recognized the truth of this argument and use extraordinary efforts to attract children.

The children's play gardens are now a distinct part of the advertising campaigns. Last season a New York department store maintained on the roof of the building a miniature Coney Island in full swing. Just to please the children a genuine Italian hand organ and grinder were provided, as well as a menagerie with monkeys, pigeons, rabbits, peafowls, dogs, fish, alligators, turtles, etc.

A live donkey was used to give the little ones a ride around a track, while others made use of numerous easy going swings. The plants and grass were so well arranged as to completely transform a bleak roof into an inviting Summer garden. The settees, rustic cottages and Japanese lanterns added to the beauty of the place.

For the Summer of 1906 the great New York department stores are planning to entertain the children on a more elaborate scale than ever. Not only will the roof gardens be maintained and im-

proved, but expensive programs of amusement are to be provided. One store is to have a regular vaudeville bill presented twice daily, another is to have a noted magician perform, while musical recitals of a high grade are to be given in even the minor places.

No kindly spirit of philanthropy actuates these remarkable efforts to amuse the children. The managers are not expending such large sums of money to provide kindergartens for little ones. They recognize the fact that children exert a subtle advertising influence which yields them thousands of dollars in return.

Why, then, should not the dealer in smaller towns profit by this knowledge. Since children are really so important a factor in the success of the store, a



Hector A. Bernier.

Advertising Manager for L. J. A. Surveyer, Montreal who has won several ad. writing competitions. (See article on page 23.)

Good many ways and means will suggest themselves to bring them in.

Puzzles, contests, gifts and prizes for good work in school, are sure to be appreciated, but best of all a certain day can be set aside as Children's Day. Some form of musical entertainment must be provided, the store tastefully decorated and unusual inducements in children's goods must be offered. If some young musician of local fame can be secured, so much the better.

The whole scheme, if properly carried out, can be made to create a great deal of enthusiasm, which will mean increased business for the dealer and will serve to show him that it pays to bring in the children.—Joseph Abel Morris.



**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

**Consolidated  
Plate  
Glass  
Company  
of Canada  
Limited**

**WINDOW**

**GLASS**

**PLATE**

**GLASS**

**TORONTO  
MONTREAL  
OTTAWA  
LONDON  
WINNIPEG**

The Dominion Coal Company's output for the month of February was 225,716 tons, with shipments of 168,630 tons.

The Smith's Falls Foundry and Malleable Company has changed its name to the Rideau Malleable & Foundry Company.

The town of Smith's Falls will give a loan of \$150,000 to the Frost & Wood Company to help rebuild their burned shops.

The Imperial Oil Company will shortly commence the erection of a candle factory in Sarnia. It will be three storeys high, of brick.

The Peterboro Sandstone Brick Company will commence work on their new plant and expect to be turning out brick by May 1.

The Codville Company, wholesale grocers, of Winnipeg, will erect a warehouse on Victoria street, Winnipeg, at a cost of \$100,000.

S. R. Rudd, of Arnprior, has been awarded the contract for the erection of a shirt factory to be operated by a Montreal company.

The Edmonton council reported in favor of giving the C.P.R. \$25,000 on condition that the shops for the northern extension be located in that place.

The Indestructible Fire Brick Company, who have been busy installing their plant at Mimico, expect to employ ninety men when in full operation.

Amherst, N.S., will expend \$80,000 on local improvements, including extension of waterworks and sewage systems, and additions to the Winter Fair buildings.

A very rich peat bed has been discovered near Schomberg, Ont., on the line of the Trent Valley Canal extension, and a company will be formed there to work it.

The Great Northern Railway is said to be surveying for a line to run northwest from Burnha, Montana, to Medicine Hat Alta., and from thence to Edmonton.

A charter is being sought for the East Toronto and Danforth Electric Railway Company, which purposes building a line from East Toronto to St. Lawrence Market.

Hamilton citizens are discussing an electric railway from Hamilton to Guelph Junction for the purpose of a more direct lake connection with Goderich and Owen Sound.

The contract for grading the Midland Railway of the Great Northern system from Portage Le Prairie to the international boundary has been let to the Guthrie Company of St. Paul.

Thirty members of the Canadian Manufacturers' Association have already applied for space at the New Zealand International Exhibition which will open at Christchurch in November next.

Greenshields & Greenshields, of Montreal, have made an offer on behalf of unknown clients to lease the New Brunswick Coal & Railway line and rolling

stock for 999 years at an annual rental of \$21,000.

A large brick yard is to be established at Melfort, Sask., by a Toronto company with which E. Hawke is connected. It is also announced that the Standard Oil Company will build a warehouse there.

The Government of Nova Scotia will assist in the building of a railway from Halifax to Guysboro by giving a loan. Sir Montague Allan, of the Allan Steamship Line, is at the head of the syndicate who will build the road.

The new taxes to be imposed by the Quebec Legislature will include all kinds of corporations, in varying amounts according to their capital stock. A tax of five dollars will also be levied on automobiles and a like amount on licensed chauffeurs.

The Dominion Public Works Department will call for new tenders about April 1 for the proposed dam and locks at St. Andrew's Rapids, Man. Owing to the high water of 1904 the original plans have had to be altered to meet such exigencies.

The miners of Galt coal in Southern Alberta have asked for a minimum wage of \$3 per day of eight hours, recognition of the union and the right to employ check weighers. The managers will confer with the men, but are averse to making the concessions.

The Quebec Southern Railway will be extended from St. Francois to Chaudiere Junction, and it is expected that the road will be in operation as far as Becancour by the month of September. From there to Chaudiere will require several more months to construct.

H. W. Petrie, who has been in the machinery business in Toronto for thirty-five years, has opened up a branch in Montreal. They will carry all kinds of engines, boilers and machinery in the Montreal branch, which will be in charge of A. W. Royan, late of John Bertram & Sons.

About 2,000 miles of railway will be tracked or graded in Canada during 1906. The Grand Trunk Pacific contracts call for the construction of 1,000 miles, the Canadian Pacific Railway Company's contracts call for between 400 and 500 miles, and the Canadian Northern Company's for a similar mileage.

The parliamentary committee of the Canadian Manufacturers' Association will interview the Ontario Government with a view to amend the Assessment Act, by which they claim land tax is made excessive. The wage earners will also, through their organizations, protest against the income tax.

The annual report of the Crown Timber Office for Winnipeg district during the fiscal year of 1904-5 shows large increases in the sales of Canadian manufactured lumber, and a corresponding decrease in the amount imported, the sawn lumber from the United States falling to one-half the former importation.



## Companies Incorporated.

The Canadian Northwest Coal Company has been incorporated under Dominion charter with a capital stock of \$1,000,000 for the purpose of mining and dealing in coal. The provisional directors are Hon. Robert Watson, C. W. N. Kennedy, F. C. N. Kennedy, David Philip and E. B. Nixon, with head office at Winnipeg.

The Montreal & Great Lakes Transportation Company has been organized, with a capital of one hundred thousand dollars. The company will operate a fast and modern fleet of steamers between Montreal and Fort William, Ont., and their business, for the present, will be confined to freight.

The Barnes Hardware Company has been incorporated under Ontario charter with a share capital of \$40,000, for the purpose of taking over and carrying on the hardware business of Joseph W. Barnes, of Port Arthur. The provisional directors are Joseph W. Barnes, F. J. Lampshire, S. H. Brennagh and Carl Beck.

Winn & Holland have been incorporated under Dominion charter with a capital stock of \$100,000 to manufacture and deal in iron, steel, machinery and tools. The provisional directors are P. H. Holland, Estelle L. Allien, wife of P. H. Holland; W. J. Michaud, R. A. Holland and G. A. Holland, with chief place of business at Montreal.

The Canada Smelting & Refining Company has been incorporated under Dominion charter with a capital stock of \$15,000 for the purpose of manufacturing and smelting all kinds of metals. The provisional directors are G. P. McClure, M. J. O'Brien, T. J. Gates, W. Chagnon and F. H. Wilkinson, with chief place of business at Montreal.

The Dominion Foundry Supply Company has been incorporated under Dominion charter with a capital stock of \$50,000 for the purpose of manufacturing and dealing in foundry and machine shop equipments. The provisional directors are D. S. Donald, J. F. Gaffney, G. H. Weaver, E. W. Gilman and E. H. Bennett, with chief place of business at Montreal.

The James Bay Mining Company has been incorporated under Dominion charter with a capital stock of \$20,000 for the purpose of carrying on a general mining business. The provisional directors are Adam Burwash, Duncan Lunam, Patrick Gibbons, R. S. Smith, Norman McCuaig and M. J. Malone, with chief place of business at North Temiscamingue, Que.

The Phoenix Sundry Company has been incorporated under Dominion charter with a capital stock of \$45,000 for the purpose of trading in wholesale druggists' sundries, glassware, hardware, etc. The provisional directors are S. W. McGarity, W. A. Cunningham, J. E. Perrault, Jacques Brosseau and J. H. Archambault, with chief place of business in Montreal.

The Canada Radiator Company has been incorporated under Dominion charter with a capital stock of \$1,000,000 for the purpose of carrying on the business of manufacturers, founders and machinists, and to take over the business of the company of the same name incorporated under Ontario charter. The provisional directors are Senator Robert Mackay, R. G. Reid, John Beattie, F. J. Travers and A. R. Mackay. The chief place of business will be at Lachine.

## BEST ELBOWS

— FOR —

## CONDUCTOR PURPOSES

BEAR

TRADE MARK

*F. Dieckmann*

CANNOT BURST

— from —

ICE PRESSURE

Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE  
in Canada. Write for  
catalogue and  
samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U. S. A.

## Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

## Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

**Better Write To-day.**

==

**Pease Foundry Co., Limited**  
**TORONTO**

**Pease-Waldon Co., Limited**  
**WINNIPEG**



## INCREASE YOUR SALES OF CEMENT

BY HAVING A

# Dunn Hollow Concrete Block Machine

TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

**The James Stewart M'f'g Co., Limited**  
WOODSTOCK, ONT.

## WE ARE PREPARED

to give estimates on all kinds of **LIGHT AND HEAVY GREY IRON CASTINGS**. If your foundryman has not been giving you what you want, you had better communicate with us.

In the Plating line we can attend to your needs in **BRASS, COPPER, OXIDIZED COPPER and NICKEL PLATING**.

LET US HEAR FROM YOU,

**WHITTAKER STOVE WORKS, - - Windsor, Ont.**

# JAMES HUTTON & Co.

## REPRESENTING

JOSEPH RODGERS & SONS LTD., Cutlery to His Majesty  
STEEL, PEECH & TOZER Ltd., Steel Axles, Tyres, Spring  
Steel, &c., &c.

W. & S. BUTCHER, Razors, Files, &c.

THOS. GOLDSWORTHY & SONS, Emery, Emery Cloth, &c.

BURROUGHS & WATTS, LTD., Billiard Tables, &c.

**Manufacturers'  
Agents**

**MONTREAL**

# The Ever Ready Dry Battery

FOR AUTOMOBILE and

GASOLINE ENGINE USE

Write for Prices

**JOHN FORMAN**

248 and 250 Craig St. W., MONTREAL, - Que.



## CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (at \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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### YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
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### FOR SALE.

## \$2,000 Tin, Stove and Furnace Business for Sale

in the best market town in Ontario; very enterprising; turnover \$18,000; the leading tin business in the town; a good money maker; store, with house attached, for sale or rent; ill health the cause for selling; can be bought right by a quick buyer. C. J. Werner, Dunnville, Ont.

**HARDWARE**, stoves \$5,000; manufacturing town of 4,000; one opposition. Box 510 **HARDWARE AND METAL**, Toronto.

**FOR SALE**—Complete set of tinsmithing and pipe-fitting machines and stoves; includes 8 ft. cornice brake and pipe machines. W. R. Keys, Lindsay.

### SITUATIONS VACANT.

**WANTED**—Stove and Furnace representative for province of Ontario; must be first-class man with good connection; will pay highest salary to right man. Apply Box No. 509.

**A** N experienced hardware clerk wanted, who has also a knowledge of stoves. App'y. stating experience and salary expected, to Howie & Feeley, Brantford. (1f)

**WANTED** experienced glass man to take charge of Consolidated Plate Glass Company's business at Montreal, services required either May 1st or 15th. Apply only by mail to the head office, Toronto, giving references, etc. Only experienced glass men need apply. [11]

**WANTED** first class hardware man to travel in Ontario; must be thoroughly posted and able to get business; also one for Northwest Territories. Apply by mail, H. S. Howland, Sons & Co., Limited, Toronto, Ontario, Canada. [11]

### SITUATION WANTED.

**POSITION** as salesman wanted by hardwareman; four years' experience; strictly temperate; A1 reference. Box 26, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (9)

**WANTED** a position of trust by a young active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co. [10]

### BUSINESS CHANCES.

**HARDWARE** and Tinware business for sale in one of the leading towns of Manitoba, population about 1,500; one opposition; two railroads. Box 508, **HARDWARE AND METAL**, Toronto. [11]

**GOOD** hardware, stove and tinware business in a live town on the main line of C.P.R. between Peterboro and Perth; stock clean and up-to-date; only one opposition in town; present owner going into the manufacturing business; a golden opportunity for someone; best of references given. Box 507, **HARDWARE AND METAL**, Toronto.



## BUILDING NOTES.

J. B. Badour, of Stratford, will build a \$3,000 brick store.

W. E. Thompson, of Vancouver, will erect a \$6,700 dwelling.

The C. P. R. pier at Quebec will be extended another 358 feet.

Davisville School Board are asking for tenders for an addition.

Moose Jaw School Board are asking for tenders for a new school.

H. V. Hatfield, of St. John, N.B., is preparing to build a residence.

A new fire hall will be built at Peterborough, to cost about \$10,000.

H. W. Laird, of Regina, will build a wholesale warehouse 54x125 feet.

A. R. McFarlane will build a residence in Hamilton to cost \$3,000.

Dunn Bros. have let contract for a builder's supply house in Winnipeg.

The Methodists of Innisfail, Alta., are asking for tenders for a new church.

H. K. Wampole & Co. will erect a box factory this year at Perth, Ont.

The Imperial Bank will erect a new building at Winnipeg to cost \$100,000.

R. J. Demers is forming a company to build a \$50,000 theatre in Montreal.

James Wilson has taken out a permit for a hotel to cost \$12,000 in Stratford.

Wm. Ducklow will erect a two-storey block at Rosthern, Alta., costing \$3,000.

The Presbyterians at Caron, Sask., will build a cement block church 32x50 feet.

New Toronto will build a school to be ready for pupils by the end of the year.

Snyder Bros., of Winnipeg, have the contract for a new high school at Killarney.

Wm. Hargraves, of Kamloops, is preparing to erect an implement warehouse.

Work has commenced on rebuilding the C. P. R. burned freight sheds at Winnipeg.

Smith & Sherbourne have started building the Carter-Cotton building at Vancouver.

J. Graest, of Vancouver, will erect a three-storey business block at Fairview, B.C.

Plans are ready for the erection of a business block for Rogers & Stewart, Perth, Ont.

A new St. John's College will be erected in Winnipeg by the Synod of Rupert's Land.

Faguy, Lepinay & Frere will rebuild their store in Quebec, which was destroyed by fire.

Colonel L. E. Dudley, U. S. consul at Vancouver, has taken out a permit for a \$4,500 house.

The Whitewood Implement Company are building an implement warehouse at Whitewood, Sask.

Premier Gouin has announced that a large new jail for the district of Montreal will be built.

The Merchants' Bank of Canada are calling for tenders for the erection of a branch at Ingersoll.

Work has been commenced on a \$60,000 hotel in Vancouver, of which Mr. Blackmore is architect.

THIS IS THE  
SHEET METAL  
AGE

## GALT ART METAL CO.

### OUR LINE

**Galt "Sure-Grip" Shingles**  
Quick sellers, quick layers, best roof made.

**Galt "Art" Sidings**  
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

**Galt Classik Ceilings**  
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

**Cornices and Skylights**  
Any design or style; work from architects' details our specialty.

**Corrugated Sheets**  
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

**We want representatives in every place**  
Dealers should have our catalogues.

**THE GALT ART METAL CO., Limited, Galt, Ont.**

## The Conclusion of the Whole Matter

"Hardware and Metal" since the beginning of November has been talking to the dealers through the agency of our money about **CHURCH'S ALABASTINE** setting forth the reasons why **ALABASTINE IS THE WALL-COATING TO INVEST IN**. Recapitulating, some of the reasons advanced are:—

- 1.—**ALABASTINE** is **PERMANENT** and **SANITARY**. **HARDENS WITH AGE**.
- 2.—Can be relied upon for **PROFIT TO DEALER**, and **SATISFIES HIS CUSTOMERS**.
- 3.—**MADE IN CANADA**, a fact dealers may well be proud of, because nothing equal to Alabastine for whitening, tinting or decorating walls is produced anywhere else in the world.
- 4.—**NO RISK IN STOCKING**. Because **ALABASTINE** is in demand, and does not infringe on anyone's patent rights. Cold Water Process of making is Patented in Canada and other countries.
- 5.—**PERSISTENTLY and EXTENSIVELY ADVERTISED**. Sells on its own merit—with the result, minimum amount of work to sell, and maximum amount of profit.
- 6.—**ONLY THE BEST GOODS** the **TRUE BASIS** of a permanent business. **ALABASTINE** is known and recognized as the **STANDARD IN QUALITY** for wall coverings **THE WORLD OVER**.
- 7.—Preference for **CANADIAN MADE GOODS** **BUILDS UP HOME INDUSTRIES**. **ALABASTINE** is made in Canada, by Canadian Labor, and from rock taken out of Canadian mines.
- 8.—**KEEPING UP STOCK** is important. Out of any shade may mean no sale, with consequent loss of profit and possible loss of customer.
- 9.—The season for using **ALABASTINE** is at hand. Are you ready for it? Order direct or from jobber.

**The Alabastine Co., Limited, - Paris, Ont.**

ESTABLISHED 1795

**JOHN SHAW & SONS, WOLVERHAMPTON, Limited**

Branches at—LONDON, CALCUTTA, MELBOURNE, VALPARAISO, HAVANA, TRANSVAAL COLONY, ETC., BRITISH COLUMBIA.

**GENERAL HARDWARE AND METAL MERCHANTS**

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

**J. H. ROPER, Representative**

**82 St. Francois Xavier St., Montreal**





**MORE SALES FOR YOU**  
Handle  
**MODEL NO. 23**  
**The Hamilton Rifle**

and you will do a bigger rifle business with sportsmen.  
Handle **Model No. 15 and 19** and you will get the boys' trade.  
**Hamilton Rifles** have a reputation for giving satisfaction. They are **guaranteed** to do that.

**Model No. 15** retails at **\$2.00**;  
**No. 19** at **\$2.50** and **No. 23** at **\$3.50**.  
**Jobbers will take your orders.**

**THE HAMILTON RIFLE CO.**  
Dept. 71. **PLYMOUTH, Mich.**

C. H. HENRELS PHILA.

# IRONSIDE FOR IRON

OUR SPECIALTIES ARE IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.

Sole Licensees for **PAGE'S PATENT WIRE STRETCHER**, and we are willing to sell the right of manufacture in Canada on a Royalty basis.

**IRONSIDE'S PATENT WIRE CUTTERS**, guaranteed to cut any wire

We publish a "Canadian Metal Price List" monthly. Quotations in Dollars and Cents. (C.I.F.) We will send this, and our "Weekly Market Report" on receipt of address.

**IRONSIDE SON & DYCKERHOFF** 16 Water Lane Gt. Tower St., E C **LONDON, ENG.**

Sole Agent for Canada: **MR. SYDNEY T. HACKETT**, 233 St. James St. Montreal.

# "BRANTFORD ROOFING CO., LIMITED"

**BRANTFORD, CANADA**

MAKERS

BRANTFORD **"ASPHALT"** and **"RUBBER"** ROOFING

**DURABLE — CHEAP — EASY TO LAY**

**FIRE UNDERWRITERS RECOMMEND THEM, WATER-PROOF**

SAMPLES AND PRICES ON APPLICATION

## Contractors' Supplies

**PORTLAND CEMENT**

**LAFARGE (non-staining) CEMENT**

Drain Pipes, Culvert Pipes,  
Sewer Bricks, Invert Blocks,  
Building Bricks, Mortar Colors,  
Fire Bricks for all purposes,  
Metropolitan Paving Bricks.  
Send for Catalogue

**F. HYDE & CO.**

KING, QUEEN and WELLINGTON STS  
**MONTREAL**

The Hanover Portland Cement Co., Limited

**HANOVER, ONTARIO**

—Manufacturers of the celebrated—

**"Saugeen Brand"**

OF PORTLAND CEMENT

Prices on application.

Prompt shipments

The Imperial Cement Co., Limited

Makers of the Celebrated Brand

**"IMPERIAL" PORTLAND CEMENT**

OWEN SOUND, ONT.

USE

**"HERCULES" BRAND  
PORTLAND CEMENT**

Manufactured by

**THE GREY & BRUCE PORTLAND CEMENT CO.**

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J. McLAUCHLAN, President.

STREET PAVING and SIDEWALKS a SPECIALTY

**SILICA BARYTIC STONE CO.**

OF ONTARIO Limited

Head Office:

**Ingersoll, Ontario.**

Walter Mills, General Manager

Ask for quotations for  
Septic Tanks.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement, made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.



# We Know our Business

Which is to make the best on the market in

**TARRED FELT, ROOFING PITCH, COAL TAR**

# If you Know your Business

You'll try our "DOMINION BRAND"

**LOCKERBY & McCOMB, 65 Shannon St., Montreal**

**WALKER'S QUICK AND EASY ICE PICKS**



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.  
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

**ERIE SPECIALTY COMPANY, ERIE, PA.**

## It's as Much a Matter of Care as of Knowing How

All cylinderlocks might be said to start of together, but the different courses taken account for different results at the finish.

There is only one correct course and

## GURNEY CYLINDER LOCKS

take it. That course is this: Top notch material is selected, skilled men are apportioned the work of **making**, and men with still greater skill are apportioned the work of examining. No flaws ever escape the examiner's eye so **Gurney Cylinder Locks** go out on the market as near perfection as it is possible to get cylinder locks.

A hardware man buys the locks, his customers buy from him and the course ends in satisfaction.

Instead of eating up your profits before the locks reach you we tell you how the profit is made on our goods and what is more allow you to make it.

Should you be built on the "get-full value-for-your-money" principle you will find lots in our literature of more than passing interest.

**THE GURNEY, TILDEN CO., LIMITED**

**BRANCHES:**

WINNIPEG—Tilden, Gurney & Co., Limited  
VANCOUVER—The Gurney, Tilden Co., Limited

**HAMILTON**

**AGENCY:**

Montreal, P. Q.,—Charles Nicoll,  
85 St. Peter St.

CUT OUT AND MAIL TO-DAY.

GURNEY TILDEN CO., Limited,  
Hamilton, Canada.

Please send me copies of CATALOGUE NO. 7 and SUPPLEMENTS.

Name \_\_\_\_\_

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*The Standard Ideal Sanitary Co., Limited*

MANUFACTURERS OF

*Porcelain Enamel Bath Tubs, Lavatories, Sinks, Hops, Hoppers*

"MADE IN CANADA."

Write us at once if you want to secure \_\_\_\_\_

# A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs,  
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**Now ready** for distribution and will be mailed on application.

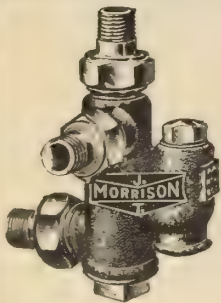
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*Head Office and Factory:*

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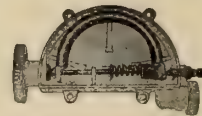
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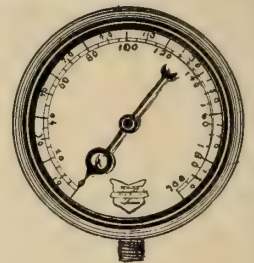
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We carry BRASS AND COPPER TUBES, PIPE AND FITTINGS

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HIGH GRADE SPECIALTIES IN BRASS, IRON OR PHOSPHOR BRONZE.

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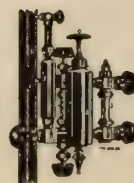
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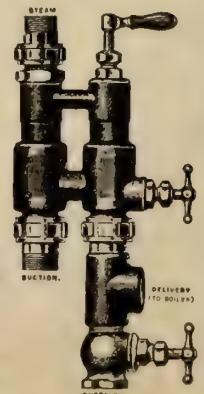
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Heads





# PLUMBING AND STEAMFITTING

## WARMING FARM HOMES BY WATER

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### ARTICLE III.

#### Apparatus Very Simple.

The necessary apparatus is very simple and easily managed. As the temperature of the water which circulates through the heater and the radiator is about the same, proper attention to the dampers of the heater will maintain a degree of warmth just sufficient for the weather prevailing—a low fire for mild weather graded up to a full fire in extreme weather. In this respect the water method is superior to all other methods.

There are several very ingeniously constructed self-regulating appliances on the market which automatically regulate the heater. In their action they are influenced by either the temperature of the air in a room in which the degree of warmth is made the standard for adjustment. These regulators can be set and maintained at a stated temperature and subject to changes without going into the cellar.

Not by any means least among the point of value to be considered is the fact that the water warming method is the acme of safety—its normal condition is one of great assurance in this respect. The fire in the heater being surrounded by water, there is not even a remote possibility of damage from this source, while the connecting pipes or mains are heated to a point many hundred degrees less than the degree of temperature at which wood or other materials would fuse or ignite. With ordinary care explosions cannot occur, for in the most approved methods there is no confinement of the water or pressure excepting the mere hydrostatic pressure (the weight of the water standing in the pipes). The same can be said of modern steam methods, for the compounded reserve strength of the metal used and the provisions for self-acting relief at a very low pressure cut out all insecurity or hazard.

#### City Connections Not Necessary.

Many people seem to think that the house must be connected with city or town water pipes running through the street in order to have a water heating outfit. This is not so. The outfit can be filled with water by a hand forcing pump (costing a few dollars) connected to the supply pipes in cellar, if the house has a water storage tank in the attic or cellar cistern. If not supplied, the outfit can be filled by the pailful through a funnel on the expansion tank, and when so filled it is not necessary to refill for several years. In case the house is vacated in the winter the water can all be drawn off and this will prevent freezing up.

The last ten years of the century just terminated witnessed a very noteworthy evolution in the design and construction of the radiators utilized for the distribution of warmth. Old-fashioned radiators (a few of which are still in use and creating very poor ideals of the true aspect of modern productions) were none too welcome to women of particular taste. Many of such were made almost solely with a view to the radiation of heat. Ornamentation if at all regarded was crude and inelegant. They were often made of wrought iron pipes combined with cast iron heads, tops and bases—or of very poorly molded cast iron throughout. They were very inartistic in design and very difficult to keep in tidy appearance. Often these radiators were capped with tops or surrounded by iron or brass screens which mitigated the unpleasant visual effects at an expense of their efficiency, by retarding a free circulation of air around and through them and making them difficult to clean.

#### Modern Radiators Artistic.

There are highly finished patterns of radiators in the market to-day which please the most particular—free from dust lodging surfaces and in form so graceful in outline and so artistic in design that they harmonize with and decorate any apartment in which they may be placed. Some of the best of these modern productions are finished as smooth as bronze and are highly perfected works in iron. Radiators five times as handsome as those made fifteen years ago can be purchased to-day at two-thirds of the price.

A consideration of the various features of this important topic would be incomplete unless we briefly touch upon some influencing features which are very consequential, but unfortunately are too often entirely disregarded. I refer to the character of the construction of buildings—old buildings especially. Warming a building is a matter of making, distributing and preventing the waste of heat. Hence those features of a building which are conducive to a loss of heat are of vital importance in the consideration of the topic. For instance: The outer walls if they are poorly or cheaply constructed “waste the heat,”—conduct it outside, or in common parlance they “cool the air” inside. Both terms mean the same—the effect is a continuous loss of the heat generated. So it stands to reason that the outer walls of the building must be well constructed, with air spaces (if brick or stone), or thoroughly sheathed or protected by non-conducting materials and air spaces, if wood. If these features are neglected a home can only be warmed by an undue consumption of fuel.

#### Poor Construction of Buildings.

Again, many buildings are poorly constructed in detail. This condition is often noticeable in old buildings in which the outer walls may be otherwise very warmly built. Doors and window joints warp or shrink, making large inlets for the entrance of cold air which is especially detrimental during windy conditions of weather. Cellar doors, windows and ceilings are also prolific sources of chilling effects to the floors and rooms above. Entrance doors without vestibules or lacking in proper fitting and joining often admit much cold air and counteract the good effects of well-planned heating apparatus.

It is well to bear in mind that many old buildings (and many that are new) require the services of carpenter and mason jointly with those of the dealer or fitter who may furnish the warming outfit and who always desires that the conditions shall be fairly favorable to the successful realization of the owner's expectations. The modern dealer or fitter can warm the inside of any building with an unsurpassed degree of skill and thoroughness, but his faithful efforts in this direction are seriously handicapped when the difficulties of his problem are increased by the inletting of much outside air. And the cost of the excess of coal which the owner burns in one or two seasons would often more than pay for making all repairs necessary to the insurance of increased comfort and decreased fuel bills for years to come.

One of the craftiest little foxes which gnaws at the vine of domestic economy is an eighth to a quarter inch slot where two windows join—or where they do not join. When twenty windows and doors average up this measurement of air inletting, the house owner has a degree of fresh air ventilation away in excess of any actual need and he pays out much money for a wasteful, needless counteractive to comfort and economy. Imperfect construction annually costs the house owners of our country millions of money in excessive fuel bills, which could be much lessened if ordinary care is exercised to make and keep our dwellings fairly weather-tight.

(To be continued.)

#### SUPPLY MEN ON TRIAL.

Argument in the case of the Crown against A. McMichael, P. M. McMichael and H. P. Bush, for conspiracy in connection with the Plumbers' Supply Association, was resumed before Chief Justice Mulock on Tuesday. G. H. Watson, K.C., for the defendants, spoke for about three hours Tuesday afternoon and concluded his argument on Wednesday. Referring to the meaning of the statute, Mr. Watson contended that even few of the Members of Parliament knew what the Act meant when it was made law. Extracts from Hansard reports supplied by Lawyer Black-



stone were read, one quotation being made from a speech by Judge Mulock, when discussing the bill before Parliament. At that time Mr. Mulock said: "The bill will only stand as a warning. I am not aware what the law is, and I doubt if many people are."

Continuing, Mr. Watson said: "The onus is on the Crown to show that they committed an illegal act; that they did so knowingly; that they have acted with guilty minds in this matter. The agreement was signed by men in good circumstances and perfectly respectable. There can be nothing illegal in these men agreeing not to sell to the public. This is only a common rule with wholesalers. I object and condemn actions of the plumbers in their own association. We disown them positively. They are none of ours. It is asked why we did business with them. It is not our place to make inquiries to find out their private doings, whether they said their prayers or not, or to go inside their doors. In fact," added Mr. Watson, "the manufacturers declined to be taken inside the plumbers' doors."

Mr. Watson contended that there was not a single sentence suggesting evasion of the law, and he felt no embarrassment in expressing such views of the document, though the name of his own firm appeared on it. The supply men had not done anything with evil intent, and there was no evidence of either moral or legal wrong, much less a transgression of criminal law.

#### The Crown's Argument.

"I am not here to press this case," said Crown Prosecutor DuVernet, "but to give you such assistance as I can in connection with the facts and the law. I agree with my learned friend that there are many associations or organizations. No one disputes that many are beneficial, that many good ones exist, but just as there are good individuals and bad individuals, so there are good associations and bad associations."

"Of the latter, and my learned friend will not disagree, one was the Master Plumbers' Association. Yet this very association began most innocently, its object at first being to deal with labor difficulties and such matters of mutual interest to the members. As time went on, and my learned friend states this emphatically, I submit that it became an association of illegal and wicked acts, which have been interfered with by the courts."

"The simple case is: Have the defendants violated the law? I am not denying that they are honorable men. Honorable men, my Lord, caused the death of Caesar, but their daggers were just as sharp as if they had been dishonorable men. My Lord, this is not a question of wicked acts or fraud, but has the law been broken?"

"We find on our statute book law after law that something shall not be done, and he who ignores becomes a breaker of the law. It is illegal not to shovel the snow from the sidewalk, and where the punishment may be imprisonment, the violation of the law becomes a crime."

Mr. DuVernet maintained the protection of the Crown had been invited by individuals on the street against what he characterized as "an assault." Why should not the Crown protect the pub-

lic as a whole against those who were "organized to rob?"

#### Judgment Reserved.

Chief Justice Mulock reserved judgment in the case and it was arranged that the remaining cases against other supply men would be left over for trial until May 14, when new evidence may be presented.

It is not generally known that through an oversight the representatives of the Ontario Lead & Wire Company were left off the indictment and are consequently free from prosecution on these charges unless the Crown goes to the heavy expense of empanelling a new grand jury and starting an entirely new case.

#### NATURAL GAS DEVELOPMENT.

Although only about one-fifth of the city of Hamilton was supplied with natural gas pipes last fall, a very large business in supplying lighting, heating and cooking apparatus, and a tremendous trade is expected next summer and fall after the work of extending the mains has been proceeded with as soon as weather permits.

According to H. W. Dutton, of the Gas Supply Company, Hamilton, natural gas has proved itself a success for both lighting and cooking. For heating purposes it has also won great favor, particularly for stoves and heaters, but some trouble has been experienced by those who have tried to make old coal furnaces do for gas by inserting a coil. The draft is too strong and carries a large amount of gas up the chimneys unless a specially constructed gas furnace is used. For lighting also heavier mantles are required because of the tremendous heat contained in the natural gas.

A great quantity of American lighting and heating supplies are being imported in spite of the duty, the Reincke, Wilsson Company, Pittsburg, having established a Canadian agency at Hamilton. The Economic Stove Company, Erie, Pa., and the Pittsburg Stove and Range Company, are also represented in Canada, and their sales of stoves and furnaces have been large. American brass lighting fixtures are also meeting with a large sale, they being said to be lighter and cheaper than the Canadian.

The Burrow, Stewart & Milne Company, Hamilton, intend to market a full line of stoves, cookers and heaters for natural gas this summer, and the Gurney Foundry Company, Toronto, are also going after the trade with special stoves for natural gas.

The Gas Supply Company, which is composed of Ald. Hugh Wallace and Adam Clark, master plumbers, Hamilton, are doing a jobbing business in natural gas goods as well as carrying on a retail store in Hamilton, their representatives calling upon the trade in the natural gas belt between Detroit and Buffalo.

It is estimated that there is sufficient gas available to last about twenty years, and as the repairs for the gas apparatus in an ordinary house averages about \$5

or \$6 yearly, it will be seen that a large trade can be expected in addition to the regular growth because of the extension of the services. For manufacturing power the gas is especially valuable, and the sales of gas engines to farmers and manufacturers using power have already been very large.

#### HAMILTON PLUMBERS GUILTY.

The trial of the fourteen Hamilton master plumbers referred to in our last issue was continued until Tuesday of this week, the case of W. J. Walsh being used as a test and all the evidence being heard against him solely. Evidence was given by Alonzo Harris, secretary of the journeymen's union; Geo. Stevenson, John Ellicott, G. W. Guest and J. C. Park, former members of the Master Plumbers' Association; T. H. Davies, formerly secretary of the association in Hamilton; W. H. Meredith, secretary of the Provincial Association; A. D. McArthur, Toronto, and others who had given evidence in previous trials, and practically told the same stories over again.

J. H. Tilden, of the Gurney-Tilden Co., said his company was not a member of the Central Supply Association, though it dealt in steam fitters' supplies. He never refused to sell to any recognized plumber, whose credit was satisfactory. His firm was on the Supply Association's list. Mr. Tilden said he tried to live up to the rules not to sell to any plumber not in the official directory, and admitted requesting R. Bigley, of Toronto, to get his goods from some other firm.

M. J. Quinn, provincial mechanical superintendent, said he had been called to Hamilton to examine some plumbing done by a non-member of the association and found the job unsanitary, although previous work done by the same master plumber was satisfactory.

On Monday the evidence was concluded and George S. Lynch-Staunton, K.C., delivered a two-hour address in defense of the master plumbers, Judge Magee then charging the jury, advising them to bring in a verdict of guilty. The jury went out on Tuesday morning and after having reported a disagreement twice during the six hours it was out finally brought in a verdict of guilty. Judge Magee would not accept a disagreement. Mr. Staunton immediately asked for a reserve case with the intention of making an appeal, and the other thirteen cases stand pending a decision and the infliction of a penalty in Mr. Walsh's test case.

#### BERLIN SOIL PIPE.

The Forwell Foundry Company, of Berlin, are now in a position to supply the plumbing trade with a high-class line of soil pipe, fittings and cast iron sinks. Their line is known among the jobbers as the "F.F.Co." brand, and the success salesmen are having with it speaks well for the quality of their output.

The Lakefield Cement Company have secured the cement contract for the city of Hamilton at \$1.77 per barrel. Last year's contract price was about \$1.54 secured by an American company.



# PLUMBING MARKETS

## MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 16, 1906.

"Nothing new" is the report in brief this week. The supply houses are being kept very busy with orders, and the demand seems to be pretty well divided among the various plumbing lines. Finishing goods, of course, are hardly so active as the supplies for roughing-in, but on the whole plumbers feel confident that the most prosperous season in the history of the trade is before them.

The feeling is very strong on iron pipe. It is almost sure that prices would have gone higher before this if it had not been for the senseless cutting on the part of western supply men. The effect of this is felt to some degree by the Montreal jobbers.

**Range Boilers**—Trade is good. The strength in the copper market has made prices on that class of boilers very firm. We quote as follows: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.50; 35 gallon, \$27; 40 gallon, \$30.75 net.

**Lead Pipe**—The primary markets are still fluctuating, but as no permanent falling off has occurred, the price of pipe is unchanged. We quote: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Goods are going out very satisfactorily. Prevailing prices are as follows: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—Price cutting in the West has slightly affected the jobbers here, and has at anyrate resulted in a continuance of the old price, when, under ordinary circumstances an advance would almost certainly have taken place before this. Our quotations are as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inches, \$30.00; 1 1-2 inches, \$36.00; 2 inches, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—Conditions are

unchanged. We still give discounts as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list: medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—Prices remain steady, in spite of weakness in lead. Our prices are as follows: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder) 18c.

**Enamelware**—Business is still going ahead rapidly. We quote: Canadian bath tubs, plate E 1, 5 feet, 1st quality, \$20.65, special \$18.65; plate E11 and E21, 5 feet, 1st quality, \$19.15, special, \$17.15; plate E35, 5 feet, 1st quality, \$24.65, special \$22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, \$22.25; 3 inch rim, \$29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, \$2.60, special \$2.45.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, March 16, 1906.

Iron pipe seems to be getting its bearings again; and the price cutting that has been going on for the past few weeks seems to be coming to an end. The market shows more steadiness on account of increasing demand and jobbers are consequently able to maintain prices a little better. As it was there was practically nothing in it, and some were even handling it at a loss. One instance is reported where a carload lot representing over \$900 was sold at a profit of only \$17 or less than two per cent., which is a very small margin to work on. An advance has been made this week, as predicted and the indications are that a further increase in prices will obtain shortly.

Business keeps steady in all lines, and a good year's plumbing trade is anticipated from the number of inquiries that are coming in. With the exception of iron pipe, prices remain the same.

**Lead Pipe**—There is no change in lead pipe prices, and conditions remain pretty much the same. We quote: Lead pipe, 8c.; discount, 20 per cent.

**Soil Pipe and Fittings**—Soil pipe is being more extensively used as the season opens up, with prices stationary. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—The market is much steadier and an advance has been made. The demand is increasing, and indications are that a still further advance may be looked for. We quote as follows:

Black, 1 inch pipe, \$4.20; galvanized, 1 inch pipe, \$5.78. See current market quotations for other sizes.

**Iron Pipe Fittings**—Demand continues good with no changes to record. Market firm. We quote the following prices: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—Business is quiet just now in this line, but not unusually so. Prices remain the same. We quote: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75, extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Radiators**—There is little doing just at present, but prices remain firm at the recent advance. Our quotations are as follows: Hot water, 47 1-2 per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

**Solder**—Prices are firm and demand is good. Weakness in lead has had no affect in prices, which remain the same. Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enamelware**—Baths and bowls are in good demand, although it is still a little early for any rush. Prices very firm. We quote as follows: Baths, rolled rim, 5 feet, 2 1-2 inch rim, first quality, \$18.65; special, \$16.65; 3 inch rim, first quality, \$19.15; special, \$18.15; 5 1-2 feet, 2 1-2 inch rim, first quality, \$20.15; special, \$18.15; 3 inch rim, first quality, \$21.65; special, \$19.65. Lavatories, discounts, first quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks 18 x 30 inch, flat rim, first quality, \$2.55; special, \$2.40.

## COMPETITION FOR PLUMBERS.

The Russill Hardware Company, Toronto, have installed a line of plumbing supplies, and will make this a feature of their business in future. While they will not do any installation work they will sell baths and other fixtures to builders, farmers or others who will look



after the work of installing the fixtures themselves.

This move is one result of the lack of organization resulting from the recent plumbers' trials, and while some of the fixtures may be properly installed by competent workmen, the tendency will be to lower the standard of work done and the competition will be felt by both city and out of town plumbers.

At present the supply houses appear to be selling to anyone as this move on the part of the Russell Company would indicate. A few months of this competition should satisfy the majority of Toronto plumbers that the association should be recognized on such a basis as would protect the small man from the large firms and from the sale of goods by departmental stores whose interest is more in selling the goods than in seeing that satisfactory work is done.

#### BUILDING NOTES.

The Montreal Light, Heat & Power Company will build a new office building to cost over \$100,000.

Storage buildings will be erected on Queen street west, Toronto, at numbers 1520-22-24 by R. L. Smith.

J. Robinson & Company, of Montreal, purpose building a three-storey building, costing \$26,000.

Neil F. Maenachtam, counties' clerk, Cobourg, is asking for tenders for a jail and a house of refuge.

Edmonton is to have a new Imperial Bank building. It will be three-storeys high and will cost \$60,000.

Herbert B. Pugh, architect, of Winnipeg, is asking tenders for the erection of a cement apartment house.

The Manitoba Iron Works, Winnipeg, invite tenders for erection of boiler house and structural iron shop.

The congregation of the Church of the Messiah, Unitarian, of Montreal, will build a church to cost \$50,000.

A. W. Austin will erect a new hotel and stores on the southwest corner of Queen and Bay streets, Toronto.

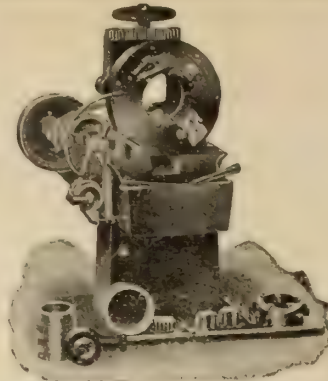
The estate of the late Senator Fulford has purchased a site for a mausoleum in Oakland Cemetery, Brockville. The building will cost \$25,000.

M. P. MacNeil & Co., of New Glasgow, N.S., have secured contracts for erecting buildings for the Acadian Coal Company to the value of \$50,000.

Plans are out for the Edmonton immigration building. The building will be 31 by 60 feet, frame, two and a half storeys high on concrete foundation. It will cost \$10,000.

Building permits for January and February in Winnipeg amounted to \$328,000. Some of the principal buildings to be put up this year are the new Grain Exchange, Bank of Hochelaga, city crematory addition, jail, besides several churches and business blocks.

The management of the Canadian Pacific Railway Company has just authorized the building of a thousand box cars of the ordinary thirty-ton type for use on the company's system. These cars, which are to be built at the Angus shops, Montreal, represent an expenditure of between eight and nine hundred thousand dollars.



Mr. Dealer, have you been thinking at all about combined hand and power machines? Do you appreciate the important part they play in machine shops, etc.

### Merrell Combined Hand and Power Machines

take the lead because they have all the essential qualities and a lot of "distinctive" qualities besides.

These machines are arranged so that either hand or power can be used at will, and they can readily be taken from their base and used as portable hand machines.

Four sizes—Nos. 5½, 6½, 9½ and 11½.

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Sole Agents for Canada

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## Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

GUARANTEED

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GUARANTEED



At the Same Price

Isn't it Best to use the Kind that are

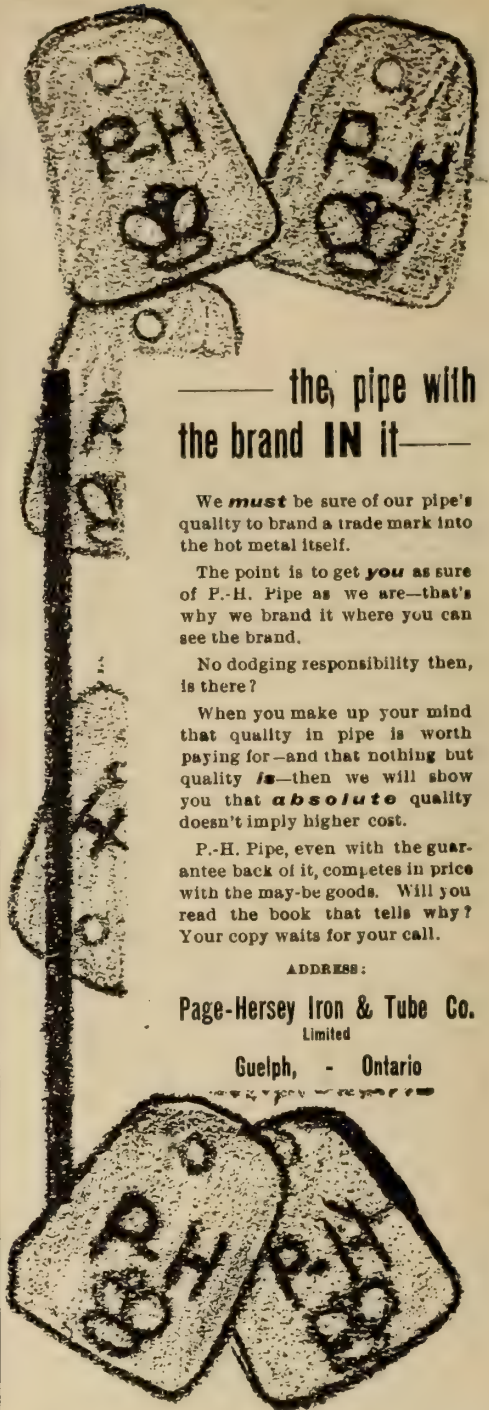
**GUARANTEED**

FOR

**5 YEARS 5 YEARS 5**

BY

**CLAUBER, CLEVELAND, OHIO, U.S.A.**



the pipe with  
the brand **IN** it—

We **must** be sure of our pipe's quality to brand a trade mark into the hot metal itself.

The point is to get **you** as sure of P-H. Pipe as we are—that's why we brand it where you can see the brand.

No dodging responsibility then, is there?

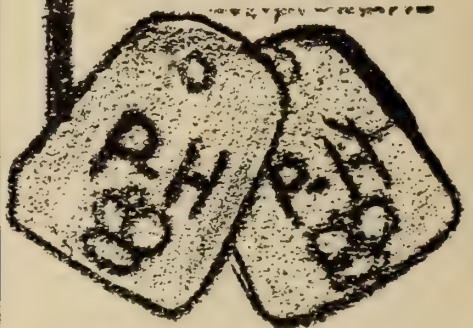
When you make up your mind that quality in pipe is worth paying for—and that nothing but quality **is**—then we will show you that **absolute** quality doesn't imply higher cost.

P-H. Pipe, even with the guarantee back of it, competes in price with the may-be goods. Will you read the book that tells why? Your copy waits for your call.

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### THE DOUBLE TAPER

is found on all GENUINE Armstrong dies. This is but one of the valuable details that make Armstrong pipe tools and machines the world's standard.

Complete catalogue on request.

**ARMSTRONG MAN'F'G. CO.**  
Bridgeport, Conn.





## Your Paint Profits

are in the tin you sell! Don't imagine they are in the money paid to you—that money may mean a loss.

Why?

Because if the paint is not what what you are making it out to be, the customer condemns your paint, and he condemns YOU, and your trade is condemned.

With

## RAMSAY'S PAINTS

for a leader you fear nothing. You talk high-grade paints—the highest—at the littlest money for the highest, with Ramsay's guarantee and experience behind it.

Be honest with yourself and your trade—get a paint that stands for purity and a square deal in every pot sold. It means your profits.

# A. RAMSAY & SON COMPANY

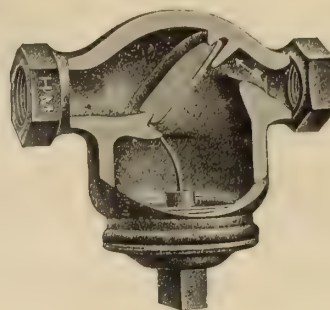
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Many good faucets that you put in service fail to give your patrons as long use as they should on account of the injury they sustain from fine sand and small bits of shells conveyed by the water.

The Mueller Water Strainer is an effective barrier to the passage of such matter, as it strains it from the water and disposes of it before it gets through the service pipe. It secures to your patron the long term of service from his faucets that you feel they should give him

The Mueller Water Strainer is made of cast iron, has a brass gauze screen and brass plug and is made for all sizes of pipe up to 3 inch.

Each strainer is carefully inspected and assembled, is given a 200-pound hydraulic pressure test as near like actual service use as possible, bears the Mueller trade mark and is *unconditionally guaranteed*.

## H. MUELLER MFG. CO.

Decatur, Ill., U.S.A.

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TRIED AND TESTED  
ALWAYS SATISFACTORY

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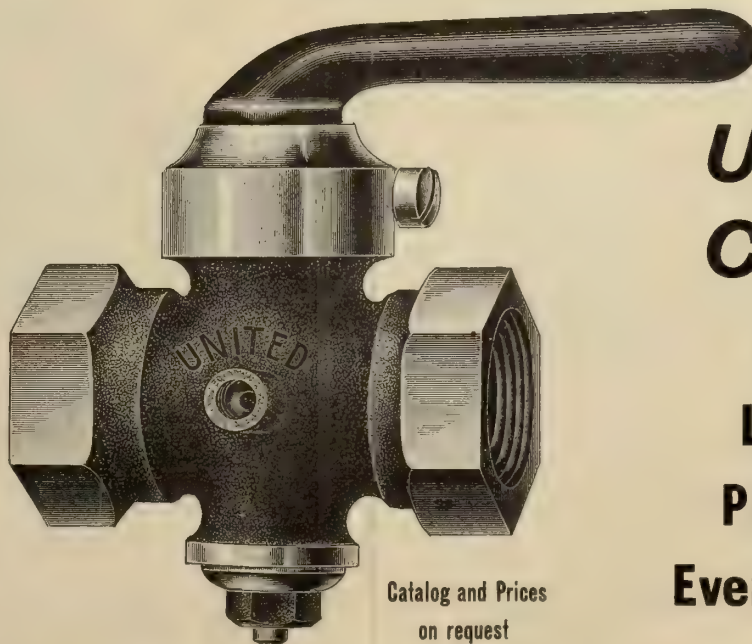
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Brass  
Goods**

for your

## Plumbing

None

## Better Made



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## Leading Plumbers

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# UNITED BRASS MFG. COMPANY, CLEVELAND, OHIO





## DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The **Oshawa Steam and Gas Fittings Co.**  
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Stocked by all Leading Wholesale Houses.

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Hot Air Furnaces. Sash Weights and Washers.

Fine Grey Iron Castings.



**OSHAWA, - CANADA**

### IMPROVED

## Daisy Hot Water Boilers



Simplest in  
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Economical,  
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Sales exceed  
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Every Boiler  
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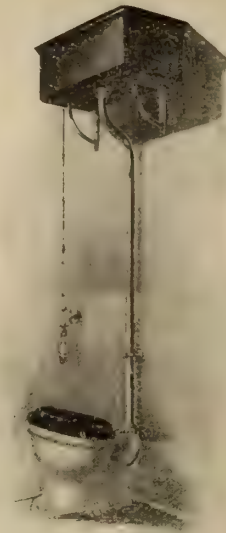
We also carry large stocks of  
Iron Pipe, Cast and Malleable  
Fittings, Brass Goods, etc.,  
insuring prompt shipments.

Send us your rush orders  
and note results.

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to the best advantage

A good investment is one that pays.

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The dealer handling the NATURO has  
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Right now is the best chance you'll have in six months to clinch some househeating jobs that pay and pay big.

People pass your place every day who have fussed all winter with leaky boilers—with boilers rated far too high—boilers that simply eat coal, and beg for more—boilers that never can make good.

If we were helping you talk to those people, you could sell most of them, NOW.

## The Oxford System of Hot Water Heating

The  
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THE GURNEY-MASSEY CO., Limited, Montreal, Que.  
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We can help you: and we can show you, so you can show them, why an Oxford Boiler can't leak (metal push joint nipples only), why it can't fall below its rating, why it gets double work out of fuel.

Right now you can do business with people whose boilers haven't made good—and never can make good.—

Right now you can get good profit with the boiler that will make good—

Why don't you write us a letter asking questions?

WE also manufacture Cast Iron Ranges, Steel Plate Ranges, Gas Stoves, Gas Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits and all kinds of Cooking and Heating Apparatus, Plumbers'.

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AUTOMATIC INJECTORS

STEAM WHISTLES  
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A good Engineer will always insist on **Penberthy Brasses**. Why? Because he recognizes a substantial article and wants the best. Mr. Dealer: Have you put in that order for **PENBERTHY** Brasses? If not, let us hear from you, we can save you money. Penberthy Brasses, like Penberthy Injectors, are made to give satisfaction. Please your customer by stocking the best.

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The only adjustable Hinge Hanger on the Market.

Lateral adjustment. Vertical adjustment. Swing out and stay-on features. No doors to bind on the building. No doors to drag at the bottom. Door may be placed close to opening so as to exclude cold. No special track required for **THE WIZARD**. No trouble to put in place. Stronger than any other flexible hanger. Easy to adjust and smooth running—has steel roller bearings.

Ask your jobber or write us.

MADE IN CANADA BY

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Mantels,  
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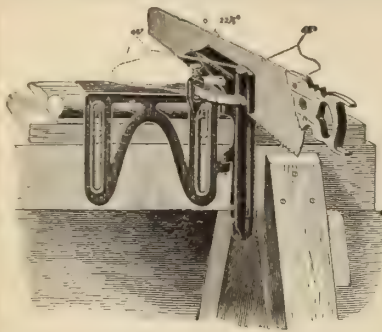
A Nice Mantel  
is a fine piece  
of Furniture.

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Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

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Any width or depth of moulding can be cut with our Mitre Boxes.

One of their special features is that carpenters can use them on top of ladders, scaffolds or in any place where a mitre box is required. Always sure of having the proper cut. No trimming with chisels or planes; no rubbing with sand paper in order to get a perfect joint.

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Kerr's "Copper-Alloy" Disc  
**GLOBE VALVES**

are superior to any other disc valves  
on the market for high steam.

This is a very superior valve, at a  
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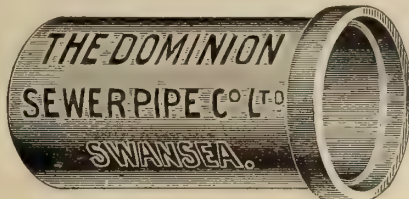
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We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



## VITRIFIED SALT GLAZED SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

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## NICKEL-PLATED BATH-ROOM FIXTURES

## SUITABLE NAME PLATES FOR PLUMBERS' USE

MANUFACTURED BY  
**THE CARRIAGE MOUNTINGS CO., LTD.**  
**TORONTO**  
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points with pride to

## Fairbanks Renewable Disc Valve

*"The valve with the Disc which cannot flake or break."*

The Hardware Dealer who sells Fairbanks Valves captures the Engineers' friendship and trade, which helps to build up a profitable valve business which brings along with it many kindred lines, such as Packings, Tools, Engineers' Supplies, Etc., Etc.



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## THE CANADIAN FAIRBANKS CO., LIMITED

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High blue-polished blades.

# CLAUSS SHEAR CO.

TORONTO. - ONTARIO

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# Paterson's Wire Edged Ready Roofing (RED STAR BRAND)

FIRST IN QUALITY

FIRST IN DURABILITY

FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing.  
Don't you want to know how you can easily secure their profitable orders?

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<b>CONDUCTOR PIPE.</b>		101 to 105.....	24 00	Spring, No. 20, per gro. pairs ....	10 80	<b>Padlocks.</b>	
Plain or Corrugated.		100 to 110.....	27 50	Spring, Woodyatt pattern, per gro., No. 5,		English and Am..... per doz.	0 50 6 00
2-inch.....	per 100 feet	For less than 100 feet of one size, pane		\$17.50 No. 10, \$18; No. 20, \$10.80; No.		Eagle, discount 20 to 25 per cent.	
3 ".....	" "	list less 33 1/3%. Terms 90 days net 2 1/2 30 days.		120, \$20; No. 51, \$10; No. 50, \$27.50.		<b>MACHINE SCREWS.</b>	
4 ".....	" "	<b>GAUGES.</b>				Iron and Brass.	
5 ".....	" "	Marking, Mortise, Etc.				Flat head, discount 25 per cent.	
5 ".....	" "	Stanley's discount 50 to 55 per cent.				Round head, discount 20 per cent.	
<b>COPPER AND NICKEL WARE</b>		<b>Wire Gauges.</b>				<b>MALETS.</b>	
Copper boilers, kettles, teapots, etc., 45 per		Winn's, Nos. 26 to 33.....each	1 65 2 40			Tinsmiths'.....per doz.	1 25 1 50
cent.		<b>GILLET'S POWDERED LYE.</b>				Carpenters', hickory, " "	1 25 3 75
Copper pitta, 35 per cent.		1-case, \$3.70; 3-case, \$3.60; 5-case and over,	\$3.50.			Lignum Vitae.....	3 85 5 00
<b>CROSSCUT SAW HANDLES.</b>		<b>HEAD HALTERS.</b>				Caulking, each.....	0 60 2 00
S. & D., No. 3.....	per pair	Jute Rope, 1-inch.....per gross	9 00			<b>MATTOCKS.</b>	
S. & D., " 5.....	"	" " " ".....	10 00			Canadian.....	5 50 6 00
S. & D., " 6.....	"	" " " ".....	12 00			<b>MEAT CUTTERS.</b>	
Boynton pattern.....	"	Leather, 1-inch.....per doz.	4 00			German, 15 per cent.	
		Leather, 1 1/2 ".....	5 20			American discount, 3 1/2 per cent.	
		Web.....	2 45			Gem.....each	1 15
<b>DOOR SPRINGS.</b>		<b>HAMMERS.</b>				<b>MILK CAN TRIMMINGS.</b>	
Forrey's Rod.....	per doz.	Nail.				Discount 25 per cent.	
Coil, 9 to 11 in.....	"	Maydole's, discount 5 to 10 per cent. Canadian				<b>NAILS.</b>	
English.....	"	discount 25 to 27 1/2 per cent.				2d.....	3 70 3 15
<b>DRAW KNIVES.</b>		<b>Tack.</b>				3d.....	2 85 2 80
Coach and Wagon, discount 70 per cent. new		Magnetic.....per doz.	1 10			4 and 5d.....	2 60 2 55
list.		<b>Sledge.</b>				6 and 7d.....	2 50 2 45
Carpenters' discount 70 per cent.		Canadian.....per lb.	0 07 0			8 and 9d.....	2 35 2 30
<b>DRILLS.</b>		<b>Ball Peen.</b>				10 and 12d.....	2 30 2 25
Hand and Breast.		English and Canadian, per lb.	0 22 0 25			16 and 20d.....	2 25 2 20
Millar's Falls, per doz., net list.		<b>HANDLES.</b>				30, 40, 50 and 60d (base).....	2 20 2 15
<b>DRILL BITS.</b>		Axe, 2nd growth, per doz. net	3 00 4 00			F.o.b. Montreal, Toronto 10c. higher.	
Morse, discount 37 1/2 to 40 per cent.		Store door.....per doz.	1 00 1 50			Steel cut nails 10c. extra.	
Standard, discount 50 and 5 to 55 per cent.		<b>Fork.</b>				Miscellaneous wire nails, discount 75 per cent.	
<b>FAUCETS.</b>		C. & B., discount 40 per cent., revised list.				Coopers' nails, discount 40 per cent.	
<b>EAVETROUGHS.</b>		Hoe.				<b>NAIL PULLERS.</b>	
10-inch.....per 100 ft.	3 00	C. & B., discount 40 per cent., revised list.				German and American.....	85 2 50
<b>ELBOWS (stovepipe.)</b>		<b>Saw.</b>				No. 1.....	85
5 and 6-inch, common.....per doz.	1 32	American.....per doz	1 00 1 25			No 1573.....	75
7-inch.....	1 48	<b>Plane.</b>				<b>NAIL SETS.</b>	
Polished, 15c. per dozen extra.		American.....per gross	3 15 3 75			Square, round and octagon,	
<b>ENAMELLED WARE.</b>		<b>Hammer and Hatchet.</b>				per gross.....	3 38
White, Princess, Turquoise, Onyx, Blue and		Canadian, discount 40 per cent.				Diamond.....	1 00
White, discount 50 per cent.....		<b>HANGERS.</b>				<b>OAKUM.</b>	
Diamond, Famous, Premier, discount 50 and		Steel barn door.....	8 00 10 00			U. S. Navy.....per 100 lb.	6 75
10 per cent.....		Stearns, 4-inch.....	4 50			Plumbers.....	3 00
Pearl, Imperial Crescent, discount 60 and 10		" 5-inch.....	6 00			<b>OILERS.</b>	
per cent.		Zenith.....	9 00			Kemp's Tornado and McClary's Model	
Premier steel ware, 40 per cent.		Acme, 4-inch.....	5 00			galvanized oil can, with pump, 5 gal-	
"Star" decorated steel and decorated white,		" 5-inch.....	6 50			lon, per dozen.....	10 00
25 per cent.		Atlas, No. 0.....	5 00			Davidson oilers, discount 40 per cent.	
<b>ESCUTCHEONS.</b>		" 1.....	5 50			Zinc and tin, discount 50 per cent.	
Discount 50 and 10 per cent., new list		" 2.....	0 00			Coppered oilers, 20 per cent. off.	
<b>ESCUTCHEON PINS.</b>		Perfect, No. 1.....	8 00			Brass oilers, 50 per cent. off.	
Iron, discount 40 per cent.		" 1 1/2.....	8 25			Malleable, discount 25 per cent.	
<b>FACTORY MILK CANS.</b>		" 2.....	11 00			<b>PAIS (GALVANIZED.)</b>	
Discount off revised list, 40 per cent.		New Milo.....	6 50			Dufferin pattern pails, discount 45 per cent	
<b>FILES AND RANPS.</b>		Steel, covered.....	4 00 11 00			Flaring pattern, discount 45 per cent.	
Great Western.....70 and 10	cent	" track, 1 x 3-16 in(100 ft)	3 75			Galvanized washtubs discount 45 per cent.	
Arcade.....70 " 10	"	" 1 1/2 x 3-16 in(100 ft)	4 75			<b>PIECED WARE.</b>	
Kearney & Foot.....70 " 10	"	Double strap hangers, doz. sets.....	6 40			Discount 40 per cent off list, June, 1899.	
Disston.....70 " 10	"	Standard jointed hangers, ".....	6 40			10-qt. flaring sap buckets, discount 40 per cent.	
American.....70 " 10	"	Steel King hangers.....	6 25			6, 10 and 14-qt. flaring pails dis. 40 per cent.	
J. Barton Smith.....70 " 10	"	<b>HARVEST TOOLS.</b>				Copper bottom tea kettles and boilers, 35	
McClellan.....70 " 10	"	Discount 60 per cent.				per cent.	
Eagle.....70 " 10	"	S. & D. lawn rakes, Dunn's, 40 off.				Creamer cans, discount 40 per cent.	
Nicholson.....80 " 10	"	" sidewalk and stable scrapers, 40 off.				<b>PICKS.</b>	
Royal.....80 " 10	"	" Maple Leaf and Premiums saw sets,				Per dozen.....	6 00 9 00
Globe.....70 to 75	"	" 40 off.				<b>PICTURE NAILS.</b>	
Black Diamond, 60 and 10 to 60, 10 and 5 per		" saw swages, 40 off.				Porcelain head.....per gross	1 35 1 50
cent.		<b>HATCHETS.</b>				Brass head.....	0 40 1 00
Jowitt's, English list, 27 1/2 to 30 per cent.		Canadian, discount 40 to 42 1/2 per cent.				<b>PICTURE WIRE.</b>	
<b>GLASS.</b>		Shingle, Red Ridge 1, per doz.....	4 40			Tin and gilt, discount 75 per cent.	
Window. Box Price.		" 2, ".....	4 85			<b>PINE TAR.</b>	
Size United	Star	Barrel, Underhill.....	5 00			1/2 pint in tins.....per gross	7 80
Inches.	Per	<b>HAT ENAMEL.</b>				" " " ".....	9 60
Under 26.....	\$4 25	Henderson & Potts' "Anchor Brand"				<b>PLANES.</b>	
26 to 40.....	4 65	Net prices.				Wood bench, Canadian discount 40 per cent.	
41 to 50.....	5 10	<b>HINGES.</b>				American discount 50 per cent.	
51 to 60.....	5 35	Blind, Parker's, discount 60 per cent.				Wood, fancy Canadian or American 37 1/2 to	
61 to 70.....	5 75	Heavy T and strap, 4-in., per lb.....	0 06 1/2			40 per cent	
71 to 80.....	6 25	" 5-in., ".....	0 06 1/2			<b>POULTRY NETTING.</b>	
81 to 85.....	7 00	" 6-in., ".....	0 06			2-in. Mesh, 19 w.g., dis. 60 per cent.	
86 to 90.....	7 50	" 8-in., ".....	0 05 1/2			2-in. Mesh 16 w.g. 60 per cent.	
91 to 95.....	17 50	" 10-in., ".....	0 05 1/2			Smaller than 2 in. dis. 55 per cent	
6 to 100.....	20 50	Light T and strap, discount 65 and 5 per cent					
		Screw hook and hinge.....					
		to 10 in.....per 100 lb.	4 50				
		12 in. up.....	25				



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Electrical Supplies of all kinds.

MONTREAL.

Hardware and Metal Condensed Ads. reach all the Hardware Men in Canada—We have dozens of testimonial letters from firms who have bought or sold to advantage through a small Ad. in Hardware and Metal which cost about sixty cents.

<b>PLANE IRONS.</b>		<b>SAP SPOUTS.</b>		<b>SQUARES.</b>		<b>TWINES.</b>	
English .....	per doz. 2 00 5 00	Bronzed iron with hooks ...	per 1,000 7 50	Iron, No. 492 .....	per doz. 1 90 2 25	Bag, Russian .....	per lb. 0 27
<b>PLIERS AND NIPPERS.</b>		"Eureka" tinned steel, hooks "	8 00	" No. 493 .....	2 40 2 55	Wrapping, cotton, 3-ply .....	0 25
Button's genuine, per doz. pairs, discount		<b>SAWS.</b>		" No. 494 .....	3 25 3 40	" 4-ply .....	0 29
37½ to 40 per cent.		Hand, Disston's, discount 12½ per cent		Steel, discount 60 and 5 to 65 per cent.		Mattress .....	per lb. 0 33 0 45
Button's imitation .....	per doz. 5 00 9 00	Crosscut, Disston's, ...per foot 0 35 0 55		Try and Bevel, discount 50 to 52½ per cent.		Staging .....	0 27 0 35
man .....	0 60 0 60	S. & D., discount 35 per cent. on Nos. 2 and 3.		<b>STAMPED WARE.</b>		<b>VISES.</b>	
<b>PRESSED SPIKES.</b>		Hack, complete, ...each 0 75 2 75		Plain, discount 75 and 12½ per cent. off re-		Wright's .....	0 13½
Discount 20 per cent.		" frame only, ...each 0 50 1 25		vised list.		Brook's .....	0 12½
<b>PULLEYS.</b>		S. & D. solid tooth circular shingle, concave		Retinned, discount 75 per cent. off revised list		Pipe Vise, Hinge, No. 1 .....	3 50
Hothouse .....	per doz. 0 55 1 00	and band, discount 50 per cent.		<b>STAPLES.</b>		No. 2 .....	5 50
Axle .....	0 22 0 33	" mill and ice, drag, discount 30 per cent		Galvanized .....	2 75	Saw Vise .....	4 50 9 00
Screw .....	0 22 1 00	cross-cut, discount 35 per cent.		Coopers, discount 45 per cent.	2 50	Blacksmiths' (discount) 60 per cent.	
Awning .....	0 35 2 50	hand saws, butcher, discount 40 per cent		Poultry netting staples, discount 40 per cent.		parallel (discount) 45 per cent.	
<b>PUMPS.</b>		compass, pruning and back, discount		<b>STOCKS AND DIES.</b>		<b>WIRE.</b>	
Canadian cistern ..	1 40 2 00 16	45 per cent.		American discount 25 per cent.		Smooth Steel Wire.	
Canadian pitcher spout ..	1 80 3	" buck, New Century .....	\$6 25	<b>STONE.</b>		No. 0-9 gauge .....	\$2 15
<b>PUNCHES.</b>		" No. 1 Maple Leaf .....	5 25	Washita .....	per lb. 0 28 9 60	10 " .....	12c. extra.
Saddlers .....	per doz. 1 00 1 85	" Happy Medium .....	4 25	Hindostan .....	0 06 0 07	11 " .....	12c. "
Conductor's .....	3 00 15 00	" Watch Spring .....	4 25	slip .....	0 09 0 09	12 " .....	20c. "
Finners, solid .....	0 72	common frame .....	4 60	Labrador .....	0 13	13 " .....	30c. "
" hollow .....	1 00	<b>SASH WEIGHTS.</b>		" Axle .....	0 15	14 " .....	40c. "
<b>RAKES.</b>		Sectional .....	per 100 lb. 2 00 2 25	Purkey .....	0 50	15 " .....	55c. "
Wood .....	per doz. net 1 20 up	Solid .....	1 50 1 75	Arkansas .....	1 50	16 " .....	70c. "
<b>RAZORS.</b>		Per lb. ....	SASH CORD. .... 0 31	Water-of-Ayr .....	0 10	Add 60c. for coppering and \$2 for tinning.	
Elliot's .....	per doz. 4 00 18 00	<b>SAW SETS.</b>		Scythe .....	per gross 3 50 5 00	Extra net per 100 lb. — Oiled wire 10c.	
Boker's .....	7 50 11 00	Lincoln and Whiting .....	4 75	Grind, 40 to 200 lb. per ton ..	25 00	spring wire \$1.25, special bay baling wire 30c.	
" King Cutter .....	13 50 18 50	Hand Sets, Perfect .....	4 00	" under 40 lb. ....	28 00	best steel wire 75c., bright, soft, drawn 15c.,	
Wade & Butcher's .....	3 60 10 00	X-Cut Sets, .....	7 50	" 200 lb. and over .....	31 00	charcoal (extra quality) \$1.25, packed in casks	
Wilkinson's .....	12 50	<b>SCALES.</b>		<b>STOVEPIPES.</b>		or cases 15c., bagging and papering 10c., 50	
Carbo Magnetic .....	15 00	Gurney Standard, 40 per cent.		5 and 6 inch, per 100 lengths ..	7 00	and 100-lb. bundles 10c., in 25-lb. bundles	
Griffon Barber's Favorite ..	10 7c	Gurney Champion, 50 per cent.		7 inch .....	7 50	15c., in 5 and 10-lb. bundles 25c., in 1-lb.	
Griffon No. 65 .....	13 00	Burrow, Stewart & Milne—		<b>TACKS, BRADS, ETC.</b>		hanks 50c., in ½-lb. hanks 75c., in ¼-lb.	
Griffon Safety Razors .....	13 50	Imperial Standard, discount 40 per cent.		Carpet tacks, blued .....	80 and 15	hanks \$1.	
Griffon Stropping Machines ..	13 50	Weight Beams, discount 50 per cent.		" tinned .....	80 and 20	Fine Steel Wire, discount 30 per cent.	
Lewis Bros. "Klean Kutter" ..	8 50 10 00	Champion Scales, discount 50 per cent.		" (in kegs) .....	40	List of extras: In 100-lb. lots: No. 17,	
Hindoo .....	10 50 14 00	Fairbanks standard, discount 35 per cent.		Cut tacks, blued, in dozens only	60	\$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—	
Orgsteem's Swedish .....	3 50 10 00	" Dominion, discount 55 per cent.		½ weights .....	60	No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No.	
Henckel's .....	7 50 20 00	" Richelieu, discount 55 per cent.		Swedes cut tacks, blued and tinned—	80 and 10	\$4, \$8—No. 25, \$9—No. 26, \$9.50—No. 27,	
Clauss, 50 and 10 per cent.		Warren new Standard, discount 40 per cent.		In bulk .....	80 and 10	\$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—	
Clauss Strops, 50 and 10 per cent.		" Champion, discount 50 per cent.		In dozens .....	75	No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34,	
<b>REGISTERS.</b>		Weight Beams, discount 35 per cent.		Swedes, upholsterers', bulk ..	85, 12½ and 12	\$17. Extras net—tinned wire, Nos. 17-25,	
Discount 40 per cent.		<b>SCREW DRIVERS.</b>		bulk .....	70	\$22—Nos. 26-31, \$4—Nos. 32-34, \$6. Coppered,	
<b>RIVETS AND BURNS.</b>		Sargent's .....	per doz. 0 65 1 00	Swedes, gim, blued, tinned and		75c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5	
<b>New List.</b>		<b>SCREEN DOORS.</b>		apanned .....	75 and 12½	and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.	
Iron Rivets, black and tinned, 60 and 10 and		Common doors, 2 or 3 panel, walnut		Zinc tacks .....	35	—in ½-lb. hanks, 35c.—in ¼-lb. hanks, 50c.—	
10 per cent.		stained, 4-in. style .....	per doz. 6 50	Leather carpet tacks .....	55	packed in casks or cases, 15c.—bagging or	
Iron Burrs, discount 60 and 10 and 10 p.c.		Common doors, 2 or 3 panel, yellow and		Copper tacks .....	50	papery, 10c.	
Copper Rivets, with usual proportion burrs, 3½		green stained, 4-in. style .....	per doz. 6 75	Copper nails .....	52½	Brass wire, discount 52½ per cent. off the list.	
per cent.		Common doors, 2 or 3 panel, in natural		Trunk nails, black .....	65 and 5	Copper wire, discount 52½ per cent. net cash	
Copper Burrs only, discount 30 per cent.		colors, oil finish .....	per doz. 8 75	Trunk nails, tinned .....	65 and 10	30 days, f.o.b. factory.	
Extras on Tinned or Coppered Rivets, ¼-lb.		3-in. style 20c. per dozen less.		Cloth nails, blued .....	65 and 5	Galvanized wire, per 100 lb.—Nos. 1 and 5,	
packages 1c. per lb.; ¼-lb. packages 2c. lb.		<b>SCREWS.</b>		Chair nails .....	35	\$3.60 to \$3.60—Nos. 6, 7, 8, \$3.00 to \$3.05	
<b>RIVET SETS.</b>		Wood, F. H., bright and steel, discount 87½		Patent brads .....	40	—No. 9, \$2.40—No. 10, \$3.10 to \$3.10	
Canadian, discount 3 to 37½ per cent.		per cent.		Fine finishing .....	40	—No. 11, \$3.15 to \$3.15—No. 12, \$2.55	
<b>ROPE, ETC.</b>		Wood, R. H., bright, dis. 82½ per cent.		Lining tacks, in papers .....	10	—No. 13, \$2.65—No. 14, \$3.65 to \$3.65—No.	
Sisal .....	0 10½	" F. H., brass, dis. 80 per cent.		" in bulk .....	15	15, \$4.20—No. 16, \$4.20 from stock. Base	
Pure Manila .....	0 15	" R. H., dis. 75 per cent.		" solid heads, in bulk	75	sizes, Nos. 6 to 9, \$2.17½ f.o.b. Cleveland.	
" British" Manila .....	0 11½	" F. H., bronze, dis. 75 per cent.		Saddle nails, in papers .....	10	In carlots 12½c. less.	
Cotton, 3-16 inch and larger .....	0 21 0 23	R. H., dis. 70 per cent.		" in bulk .....	15	Clothes Line Wire, 7 wire solid line, No.	
" 5-32 inch .....	0 25 0 27	Drive Screws, dis. 87½ per cent.		Double pointed tacks, papers	90 and 10	17, \$4.90; No. 18, \$3.00; No. 19, 2.70; 6	
" ¼ inch .....	0 25 0 28	Bench, wood .....	per doz. 3 25 4 00	Chair nails .....	65	wire solid line, No. 17, \$4.45; No. 18, \$2.80	
Ruta Deep Sea .....	0 09	iron .....	4 25 5 00	Clinch and duck rivets .....	45	No. 19, \$2.50. All prices per 1000 ft. measure	
Jute .....	0 10	Set, case hardened, dis. 60 per cent.		<b>TAPE LINES.</b>		F.o.b. Hamilton, Toronto, Montreal.	
Lath Yarn, single .....	0 10	Square Cap, dis. 50 and 5 per cent.		English, ass skin .....	2 75 5 00	<b>WIRE FENCING.</b>	
" double .....	0 10½	Hexagon Cap, dis. 45 per cent.		Chesterman's .....	0 90 2 85	Galvanized barb .....	1 60
Sisal bed cord, 48 feet .....	per doz. 0 60	<b>SCYTHES.</b>		" steel .....	0 80 8 00	Galvanized, plain twist .....	2 75
" 60 feet .....	0 75	Per doz. net .....	6 00 9 00	<b>TINNERS' SNIPS.</b>		Galvanized barb, f.o.b. Cleveland, \$2.42½ to	
" 72 feet .....	0 90	<b>SCYTHE SNATHS.</b>		Per doz. ....	3 00 15 00	small lots and \$2.30 for carlots.	
<b>RULES.</b>		Canadian, discount 40 per cent.		Clauss, discount 35 per cent.		<b>COILED SPRING WIRE.</b>	
Boxwood, discount 70 per cent.		<b>SHEARS.</b>		<b>THERMOMETERS.</b>		High Carbon, No. 9 .....	\$2 60
Ivory, discount 20 to 25 per cent.		Clauss, nickel, discount 80 per cent.		Tin case and dairy, 75 to 75 and 10 per cent.		No. 11 .....	3 25
<b>SAD IRONS.</b>		Clauss, Japan, discount 67½ per cent.		<b>TRAPS (steel.)</b>		No. 12 .....	2 85
Mrs. Potts, No. 55, polished .....	per set 0 75	Clauss, tailors, discount 40 per cent.		Game, Newhouse, discount 30 and 10 per cent.		<b>WIRE CLOTH.</b>	
" No. 50, nickel-plated, ..	0 80	Seymour's, discount 50 and 10 per cent.		Game, Hawley & Norton, 50, 10 & 5 per cent.		Painted Screen, per 100 sq. ft., net ..	1 50
Common, plain .....	4 50	<b>SHOVELS AND SPADES.</b>		Game, Victor, 70 per cent.		Terms, 2 per cent. off 30 days.	
" plated .....	5 50	Canadian, discount 45 per cent.		Game, Onside Jump (B. & L.) 40 & 2½ p. c.		<b>WASHING MACHINES.</b>	
<b>SAND AND EMERY PAPER.</b>		<b>SNAPS.</b>		Game, steel, 60 and 5 per cent.		Round, re-acting per doz. ....	56 00
B. & A. sand, discount, 40 and 5 per cent.		Harness, German, discount 25 per cent.		<b>TROWELS.</b>		Square .....	39 00
Emery, discount 40 per cent.		Lock, Andrews' .....	4 50 11 50	Liston's, discount 10 per cent.		Eclipse, per doz .....	48 00
Garnet (Burton's), 5 to 10 per cent. advance		<b>STAMPED WARE.</b>		German .....	per doz. 4 75 5 00	Dowsell .....	36 00
on list.		<b>STAMPED WARE.</b>		S. & D., discount 35 per cent.		New Century, per doz .....	72 00







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Hamilton Cotton Co., Hamilton.

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Safety Door Hanger Co., Hamilton, Ont.

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Canadian General Electric Co., Toronto.  
Forman, John, Montreal.  
Morrison James, Mfg. Co., Toronto.  
Munderloh & Co., Montreal.

**Emery Wheel Dresser Cutters.**  
Diamond Saw & Stamping Works, Buffalo

**Emery Wheel Dressers.**  
Diamond Saw & Stamping Works, Buffalo

**Files and Rasps.**  
Barnett Co., G. & H., Philadelphia, Pa.  
Nicholson File Co., Port Hope.

**Financial Institutions**  
Bradstreet Co.  
Holzman Bros., New York.

**Fire Brick, Furnace and Stove Cement, etc.**  
Sterne, G. F., & Son, Brantford.  
Winnipeg Paint & Glass Co., Winnipeg.

**Firearms and Ammunition.**  
Claybrough & Johnstone, Birmingham, Eng.  
Dominion Cartridge Co., Montreal.  
Hamilton Rifle Co., Plymouth, Mich.  
Harrington & Richardson Arms Co., Worcester, Mass.  
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.

**Food Choppers**  
Caverhill, Learmont & Co., Montreal.  
Enterprise Mfg. Co., Philadelphia, Pa.

**Galvanizing.**  
Montreal Rolling Mills Co., Montreal.  
Ontario Wind Engine and Pump Co., Toronto.

**Garden & Farm Implements.**  
Wilkinson Plough Co., Toronto Junction.  
Maple Leaf Harvest Tool Co., Tillsonburg.

**Gas and Acetylene Lamps, Mantles, etc.**  
Aner Light Co., Montreal.  
Continental Heat & Light Co., Montreal.

**Glaziers' Diamonds.**  
Sharratt & Newth, London, Eng.  
Shaw, A., & Son, London, Eng.  
Winnipeg Paint & Glass Co., Winnipeg.

**Glue.**  
Winnipeg Paint & Glass Co., Winnipeg.

**Hack Saws.**  
Diamond Saw & Stamping Works, Buffalo

**Hardware Specialties.**  
Erie Specialty Co., Erie, Pa.  
Gurney, Tilden Co., Hamilton, Ont.  
Smith & Hemenway Co., New York.

**Hollow Ware.**  
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

**Horseshoes and Nails.**  
Canada Horse Nail Co., Montreal.  
Montreal Rolling Mills, Montreal.

**Hot Water Boilers.**  
Cluff, R. J., & Co., Toronto.  
Gurney Foundry Co., Toronto.

**Ice Cream Freezers.**  
Dana Mfg. Co., Cincinnati, Ohio.  
North Bros. Mfg. Co., Philadelphia, Pa.

**Ice Cutting Tools.**  
Erie Specialty Co., Erie, Pa.  
North Bros. Mfg. Co., Philadelphia, Pa.

**Injectors—Automatic.**  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Penberthy Injector Co., Windsor, Ont.

**Iron Pipe.**  
Montreal Rolling Mills, Montreal.  
Page-Hersey Iron and Tube Co., Guelph.

**Iron Pumps.**  
McDougall, R., Co., Galt, Ont.

**Ladders—Extension.**  
Waggoner Ladder Co., London.  
Winnipeg Paint & Glass Co., Winnipeg.

**Lanterns.**  
Kemp Mfg. Co., Toronto.  
Ontario Lantern Co., Hamilton, Ont.  
Rochester Lamp Co., Toronto.  
Wright, E. T., & Co., Hamilton.

**Lawn Mowers.**  
Birkett, Thos., & Son Co., Ottawa.

**Ledgers—Loose Leaf.**  
Crain, Rolla L., Co., Ottawa.

**Locks, Knobs, Escutcheons, etc.**  
Gurney, Tilden Co., Hamilton.

**Lumbermen's Supplies.**  
Pink, Thos., & Co., Pembroke, Ont.

**Machinery Supplies.**  
Canada Foundry Co., Toronto.  
Canadian Fairbanks Co., Montreal and Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Jenkins Bros., New York.  
Kerr Engine Co., Walkerville, Ont.  
Luden Machine Co., Guelph.  
Morrow Machine Screw Co., Ingersoll, Ont.  
Penberthy Injector Co., Windsor.

**Machines—Power Hack Saw.**  
Diamond Saw & Stamping Works, Buffalo

**Mantles, Grates and Tiles.**  
Batty Stove and Hardware Co., Toronto.

**Manufacturers' Agents and Brokers.**  
Gibb, Alexander, Montreal.  
Jenkin, A. C., & Co., Montreal.  
Rogers, Herbert & Co., London, Eng.  
Thorne, R. E., Montreal and Toronto.

**Metal.**  
Canada Iron Furnace Co., Midland, Ont.  
Canada Metal Co., Toronto.  
David, R., Sullivan, Montreal.  
Deseronto Iron Co., Deseronto, Ont.  
Eadie, H. G., Montreal.  
Frothingham & Workman, Montreal.  
Gibb, Alexander, Montreal.  
Gilbertson, W., Pontardawe, Wales.  
Henderson, J. A., Montreal.  
Ironside, Son & Co., London, Eng.

**Kemp Mfg. Co., Toronto**  
Leslie, A. C., & Co., Montreal.  
Lewis, Samuel, & Co., Dudley, Eng.  
Lysaght, John, Bristol, Eng.  
Montreal Rolling Mills Co., Montreal.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New Glasgow, N.S.  
Samuel, Benjamin & Co., Toronto.  
Saunders, Franklin & Co., Montreal.  
Stairs, Son & Morrow, Halifax, N.S.  
Summers, John, & Son, Stalybridge, Eng.  
Thompson, B. & S. H. & Co., Montreal.

**Metal Lath.**  
Galt Art Metal Co., Galt.  
Metallic Roofing Co., Toronto.  
Metal Shingle & Siding Co., Preston, Ont.

**Metal Polish, Emery Cloth, etc.**  
Solarine Company, Chicago.  
Oakley, John, & Sons, London, Eng.

**Mop Wringers and Buckets.**  
Eagle Cooperage Works, Circleville, O.

**Nails and Spikes.**  
Montreal Rolling Mills, Montreal.

**Oil Tanks**  
Bower, S. F., & Co., Toronto.

**Paints, Oils, Varnishes and Glass.**  
Canada Paint Co., Montreal.  
Consolidated Plate Glass Co., Toronto.  
Fenner, Fred., & Co., London, Eng.  
Francis-Frost Co., Toronto.  
Henderson & Potts Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. C., & Co., Montreal.  
Lewis, Rice & Son, Toronto.  
Luxfer Prism Co., Toronto.  
McArthur, Corneille & Co., Montreal.  
McCaskey, Dougall & Co., Montreal.  
Montreal Rolling Mills, Montreal.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works Windsor, Ont.  
Martin-Senour Co., Chicago.  
Thorne, W. H., St. John, N.E.  
Winnipeg Paint and Glass Co., Winnipeg

**Perforated Sheet Metals.**  
Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**  
Border Co., Warren, Ohio.  
Canada Brass Rolling Mill, Toronto.  
Canadian Fairbanks Co., Montreal.  
Glauber Brass Co., Cleveland, Ohio.  
Gurney Foundry Co., Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Jenkins Bros., Boston, Mass.  
Lewis, Rice & Son, Toronto.  
Merrell Mfg. Co., Toledo, Ohio.  
Montreal Rolling Mills, Montreal.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Mueller, H., Mfg. Co., Decatur, Ill.  
Natura Co., Salem, N.J.  
Oshawa Steam & Gas Fitting Co., Oshawa.  
Page-Hersey Iron & Tube Co., Guelph.  
Stairs, Son & Morrow, Halifax, N.S.  
Standard Ideal Sanitary Co., Port Hope.  
Standard Sanitary Co., Pittsburg.  
United Brass Mfg. Co., Cleveland, Ohio.  
Utica Drop Forge & Tool Co., New York.

**Portland Cement.**  
Canadian Portland Cement Co., Toronto.  
Grey & Bruce Portland Cement Co., Owen Sound.  
Hanover Portland Cement Co., Hanover, Ont.  
Hyde, F., & Co., Montreal.  
Imperial Cement Co., Owen Sound.  
Thompson, B. & S. H. & Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.

**Poultry Netting.**  
Greening, B., Wire Co., Hamilton, Ont.

**Roofing Supplies.**  
Brantford Roofing Co., Brantford.  
Jenkin, A. C., & Co., Montreal.  
McArthur, Alex., & Co., Montreal.  
Metal Shingle & Siding Co., Preston, Ont.  
Metallic Roofing Co., Toronto.  
Paterson Mfg. Co., Toronto & Montreal.  
Taylor-Forbes Co., Guelph, Ont.  
Winnipeg Paint & Glass Co., Winnipeg

**Saddlery & Harness Furniture**  
Falkner, H. F., Toronto.

**Saws.**  
Atkins, E. C., & Co., Indianapolis, Ind.  
Lewis Bros., Montreal.  
Spear & Jackson, Sheffield, Eng.

**Saws—Hack.**  
Diamond Saw & Stamping Works, Buffalo

**Saws—Hack Frames.**  
Diamond Saw & Stamping Works, Buffalo

**Saws—Power Hack.**  
Diamond Saw & Stamping Works, Buffalo

**Saws—Kitchen.**  
Diamond Saw & Stamping Works, Buffalo

**Scales.**  
Canadian Fairbanks Co., Montreal.  
New Warren Scale Co., Montreal.

**Screws, Nuts, Bolts.**  
Canada Foundry Co., Toronto.  
Montreal Rolling Mills Co., Montreal.  
Morrow, John, Machine Screw Co., Ingersoll, Ont.

**Sewer Pipes.**  
Canadian Sewer Pipe Co., Hamilton  
Hyde, F., & Co., Montreal.

**Shelf Brackets.**  
Atlas Mfg. Co., New Haven, Conn.

**Silverware.**  
Round, John, & Son, Sheffield, Eng.

**Skates, etc.**  
Canada Cycle & Motor Co., Toronto.  
Fisher, A. D., Co., Toronto  
Starr Mfg. Co., Dartmouth

**Stable Fixtures.**  
Greening, B., Wire Co., Hamilton, Ont.  
Oneida Community Co., Niagara Falls

**Steel Rails.**  
Jackson, C. F., & Co., Vancouver, B.C.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

**Storage Warehouse.**  
Mackenzie Bros., Winnipeg.

**Stoves and Tinware, Radiators, Furnaces, etc.**  
Canadian Heating & Ventilating Co., Owen Sound.  
Canada Stove Works, Hamilton, Ont.  
Davidson, Thos., Mfg. Co., Montreal.  
Dieckmann, Ferdinand, Cincinnati.  
Gurney Foundry Co., Toronto.  
Hobbs Hardware Co., London, Ont.  
Harris, J. W., Co., Montreal.  
Joy Mfg. Co., Toronto.  
Kemp Mfg. Co., Toronto.  
McClary Mfg. Co., London.  
Metal Stamping Co., Jackson, Mich.  
Moffat Stove Co., Weston, Ont.  
Ottawa Furnace and Fdy. Co., Ottawa.  
Pease Foundry Co., Toronto.  
Perfection Safety Furnace Pipe Co., Toronto.

**Tacks.**  
Montreal Rolling Mills Co., Montreal.  
Ontario Tack Co., Hamilton.  
Peck Rolling Mills Co., Montreal.

**Typewriters and Supplies.**  
United Typewriter Co., Montreal.

**Wall Coating.**  
Alabastine Co., Paris, Ont.  
Winnipeg Paint & Glass Co., Winnipeg.

**Washing Machines, etc.**  
Dowdell Mfg. Co., Hamilton, Ont.  
Taylor-Forbes Co., Guelph, Ont.

**Wholesale Hardware.**  
Birkett, Thos., & Sons Co., Ottawa.  
Caverhill, Learmont & Co., Montreal.  
Frothingham & Workman, Montreal.  
Hobbs Hardware Co., London.  
Howland, H. S., Sons & Co., Toronto.  
Kennedy Hardware Co., Toronto.  
Lewis Bros. & Co., Montreal.  
Lewis, Rice, & Son, Toronto.  
Stairs, Son & Morrow, Halifax, N.S.

**Window and Sidewalk Prisms.**  
Hobbs Mfg. Co., London, Ont.  
Luxfer Prism Co., Toronto.

**Wire Springs.**  
Guelph Spring Axle Co., Guelph, Ont.  
Henderson, J. A., Montreal.  
Wallace-Barnes Co., Bristol, Conn.

**Wire, Wire Rope, Cow Ties, Fencing Tools, etc.**  
American Steel and Wire Co., New York, Montreal, Chicago.  
Banwell-Hoxie Wire Fence Co., Hamilton.

**Woodenware.**  
Taylor-Forbes Co., Guelph, Ont.  
United Factories, Toronto.  
Waggoner Ladder Co., London, Ont.

**Wrapping Papers.**  
Canada Paper Co., Toronto.  
McArthur, Alex., & Co., Montreal.



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### **AN OPPORTUNITY OFFERED ONCE A YEAR**

Somewhere -- just around the corner or half way across the continent—is a man who would buy your goods if he knew them better. His name is on our mailing list and he will receive a copy of the Annual Spring Number of **HARDWARE AND METAL**.

The outstanding feature of our 1906 Special is the class of reading matter we are publishing. **EXPERT WINDOW DRESSERS** will furnish new designs and explain them in detail. The prize article on **INTERIOR STORE ARRANGEMENT** will appear in this number. This article will be illustrated with drawings showing where each article in an ideal hardware store should be placed, and how the interior should be arranged in order to take advantage of every foot of space, and in order to show off the goods to the best advantage. **AN EFFICIENT ADVERTISEMENT WRITER** will deal with some of the problems which confront the retailers in their advertising. **EVERY HARDWARE MERCHANT IS A BUYER** and his success depends largely on his ability to buy well. An article will be written on this subject by a man who has for years been considered an expert buyer and an expert salesman. These are questions which are of vital interest to every merchant. His knowledge of these subjects mean success or failure.

Don't lose one opportunity of keeping your business before the trade. They cannot know you too well. Ask persistently and often for their trade and you will get it.

From Halifax to Vancouver not one hardware merchant, plumber, stove or tinware dealer but will receive a copy of this Special Number. Think for a minute what that means. Could you prepare such a list? We have representatives in every province and are constantly revising our lists.

### **SPECIAL OFFER THIS YEAR**

A Buyers' Guide will be issued after the publication of the Spring Number. All the lines manufactured by advertisers in our Special Number will be classified in it free of charge. A copy of this Buyers' Guide will be mailed to every man in the trade in Canada.

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<b>RATES:</b>	<b>Full page</b>	-	-	<b>\$35.00</b>
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IN OUR BUYERS' GUIDE. TO BE ISSUED IN APRIL.

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**If you have anything to sell to the trade do not let this opportunity pass.**



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Are there any defective chimneys  
in your locality?  
Then it is your chance to get business.

### —THE— ZEPHYR Ventilator

saves the expense of building a high  
chimney.

It is so constructed as to guarantee a  
perfect draft, and, therefore, easy com-  
bustion.

By using the ZEPHYR, it is possible  
to burn soft coal with the best results.

The smoke is easily drawn off, en-  
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**THE ZEPHYR IS STRONGLY PUT UP AND WILL  
RESIST ANY STORM**

This is what others think of it:

Messrs. T. LESSARD, Montreal.  
Montreal, May 25th, 1901.

Dear Sirs,  
Your Ventilators have given us entire satisfaction.  
Yours truly, THE CANADA PAINT CO., Ltd.

*We manufacture and guarantee:*

The Harris Filter.  
The Aeolian Ventilator.

The Zephyr Ventilator.  
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Successors to LESSARD & HARRIS  
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Hooks, Flies,  
Trolls, Spin-  
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Lines.

Everything  
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**The Enterprise Mfg. Co.**  
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**PRESSED,  
STAMPED, and  
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We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

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YOUR STOCK IS NOT COMPLETE WITHOUT THEM.**

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## BABBIT METAL

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**Highest Grade Anti-friction Metal**

bearings will run smooth, cool, and

**Stand Any Speed or Pressure**

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MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER



# HARDWARE & METAL

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Dealers! Have you placed your orders for garden barrows and lawn rollers? You should have them in stock now, as the spring weather is here and your customers will be putting their lawns or gardens in shape.

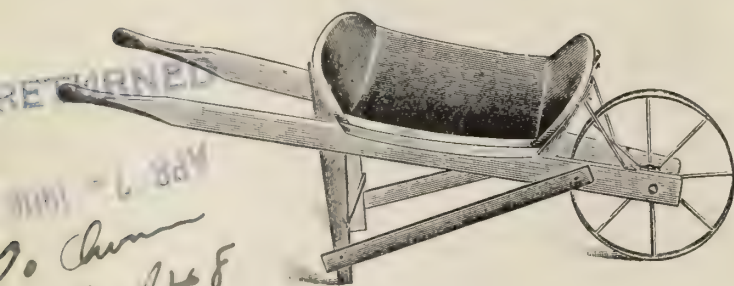
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Barrows, Rakes  
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# HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, MARCH 24, 1906

NO. 12.

BUTCHERS' **JOHN WILSONS** KNIVES  
CELEBRATED  
"PEPPERCORN AND DIAMOND"  
BRAND CUTLERY.  
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BUTCHERS'  STEELS

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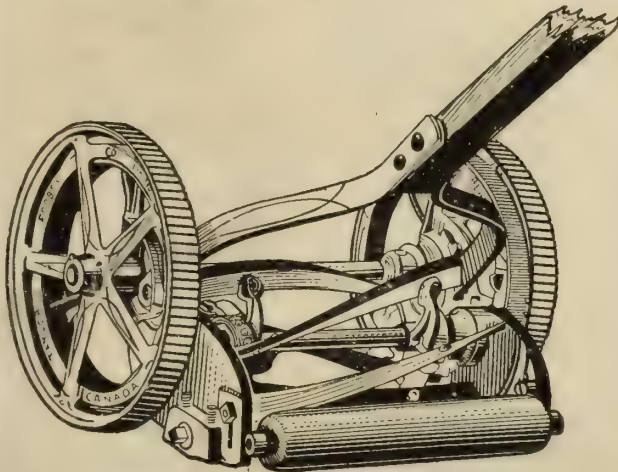
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Also, good merchant quality, open and close annealed.

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A. C. LESLIE & CO., MONTREAL  
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to buy Lawn Mowers to advantage. Of course, there is only one make of Lawn Mower that it is really an advantage to buy. That make is called "Taylor-Forbes."

Where is the dealer who hasn't heard of the unrivalled qualities of workmanship and durability characteristic of

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These are the Lawn Mowers **YOU** ought to sell.

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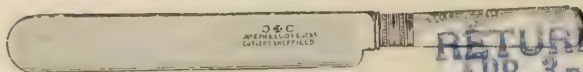
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Wholesale  
OnlyOnly  
Wholesale**RETURNED**

APR 3- 1906

No. 5 - Pearls, Pearl Handle Fruit Knives, Plated Blades, in Plush Lined Leatherette Cases

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APR 3- 1906

No. 04611 - Pearl Handle Table and Dessert Knives only, Plated Blades

**RETURNED**

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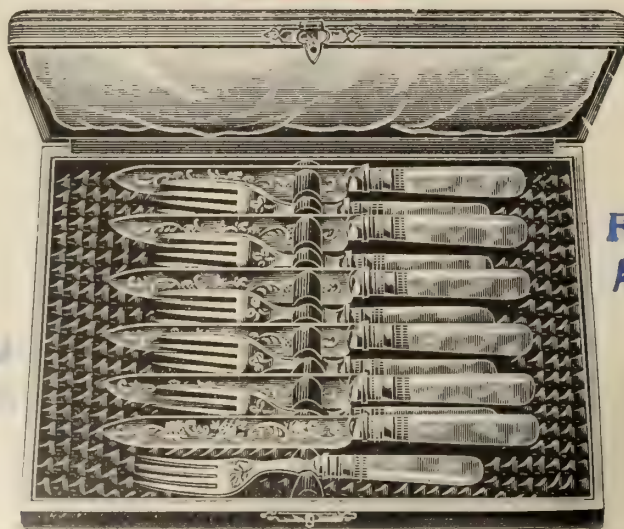
**RE**

APR 3- 1906

Pearl Handle Pickle Fork and  
Butter KnifeTable and Dessert Knives  
and Forks**RETURNED**  
APR 3- 1906*E. J. Turner**Book 48  
Page 48*

INCREASE

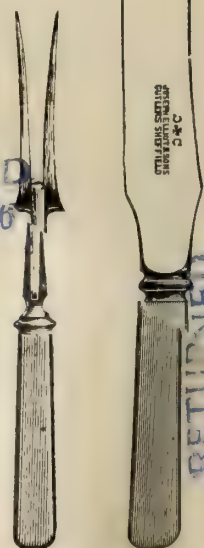
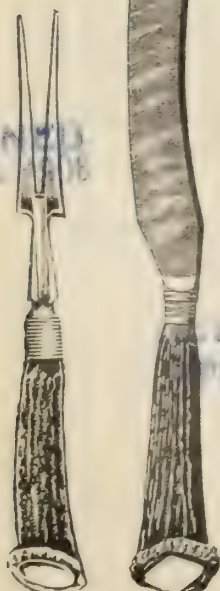
BUSINESS



Pearl Handle Dessert and Fruit Set, in Plush Lined Case



No. 5 - Pearl Handle Fish Carvers, Plated Blades

Celluloid and Ivory Handle  
Carvers

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APR 3- 1906**RETURNED**  
APR 3- 1906

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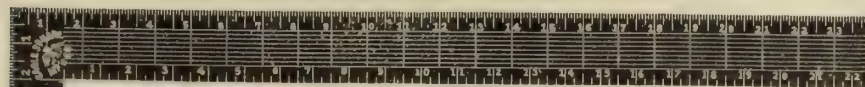
## MECHANICS' TOOLS



Plumbs and Levels



Boxwood Rules



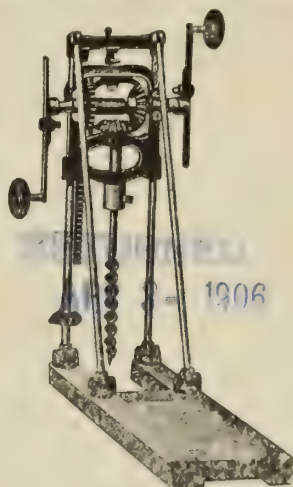
Iron and Steel Squares



Plumb Bobs



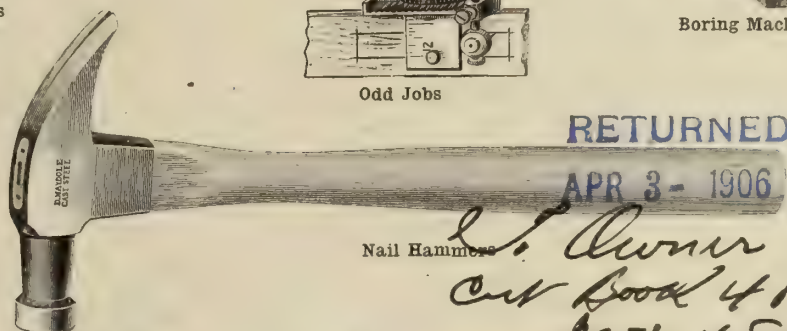
Odd Jobs



Boring Machines



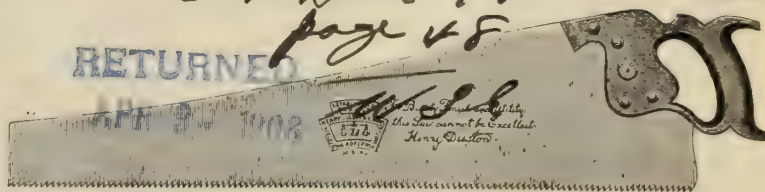
Chisels



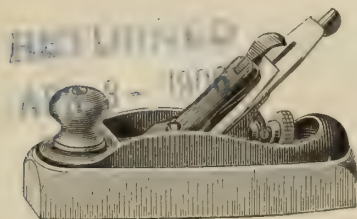
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Gentlemen's Panel Saws



Hand and Rip Saws



Wood Bottom Planes



Wood Planes



Iron Planes

For a fuller line of Mechanics' Tools see our Catalogue

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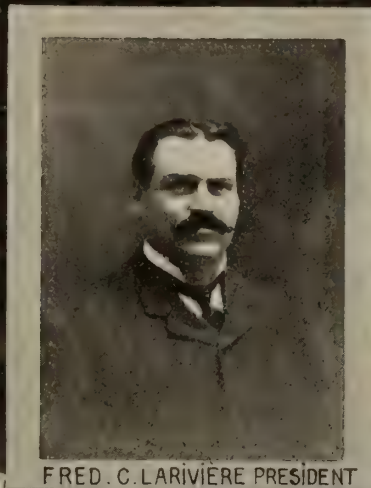
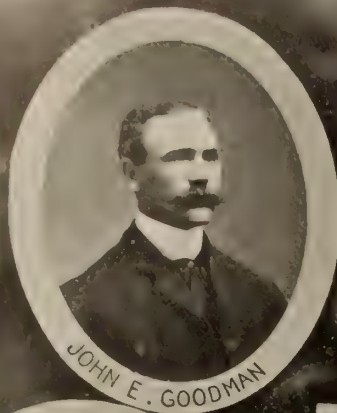
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BUREAUX ET MAGASINS MONTREAL 1905



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PHOTOGRAPHES 3<sup>e</sup> DENIS  
N° 360 - RDE  
MONTREAL

## HARDWARE AND METAL MERCHANTS!

Specialty of Builders and Contractors Supplies, fine assortment of complete fittings for Plumbing Supplies, Baths, and all accessories to modern building equipment, Cabinet Maker's supplies and General Hardware Novelties, etc. For variety, excellence of quality and right prices, we are prepared to serve you best.

We invite builders and contractors to inspect our handsome show rooms at

10 Craig Street West, and our main emporium at 593 St. Lawrence Main St., - MONTREAL

SEND FOR CATALOGUES.



Send  
Us  
Your  
Mail  
Orders

Goods and Prices  
**RIGHT**

Shipped  
Same  
Day  
As  
Received



We beg to advise our many customers that we are now occupying our new premises, **200 to 206 YORK STREET**, and with the many new and modern facilities for handling goods, combined with a larger and better assorted stock, are in a position to give every satisfaction in the filling and shipping of your orders, thereby sustaining our well-known reputation as careful and prompt shippers.

**D. H. HOWDEN & CO.**  
LONDON, ONTARIO





# ONTARIO SILVER CO., Ltd.

Niagara Falls, Canada

MANUFACTURERS OF

## Table Cutlery

INCLUDING

Celluloid Handle Knives  
Plated Solid Handle Knives  
Plated Hollow Handle Knives  
and Steel Knives of all kinds

## Nevada and Victoria

25% Nickel  
Spoons and Forks and  
Silver-plated Flatware  
of all grades

Sold only by all Leading Jobbers in Canada

WRITE FOR ILLUSTRATED CATALOGUE

LONG DISTANCE PHONE M. 5757

## Something About Tile and Mantels

Every live, up-to-date Hardware Merchant should be in communication with a first-class Tile and Mantel firm. No house is complete without a Mantel, and every good house should have a Tile Bath Room. Tile is being used extensively for public building floors, hotel floors, vestibule floors.

## BROOKS-SANFORD HARDWARE

111-113 BAY STREET

Limited

TORONTO, ONT.,

carry the most complete line of Mantels, Grates and English Tile in Canada. They are recognized leaders in the Tile business

They also carry a complete line of

**Builders' Hardware**

GET OUR PRICES ON

## REVOLVERS

Harrington & Richardson. Iver Johnson

Sizes 22—32—38 Calibre

**Hammerless**

Never out of style. Always up to date.  
The best is what you want.

**THOS. BIRKETT & SON CO.,**

LIMITED

OTTAWA, ONT.



**BEST QUALITY**

OF

**GALVANIZED IRON  
STEEL SHEETS  
WIRE NETTING**

**JOHN LYSAGHT, LIMITED**

Head Office, BRISTOL, ENGLAND



RETURNED  
APR 26 1906

*J. Leslie*  
*cut Book 49*  
*page 22*  
*W.S.*

**A. C. LESLIE & CO., Manager Canadian Branch**

## **OUR NEW DEPARTMENT**

Chemicals, Firebrick, Ganister, etc. (Continuing  
the business of Copland & Company)

## **OUR NEW SPECIALTY**

Tin, Copper, Lead, Zinc, and all other metals,  
in round lots from stock or import.

**Iron, Steel, Tin, and Canada Plates, Etc.**

---

**A. C. LESLIE & CO.,** 560 St. Paul St **Montreal**

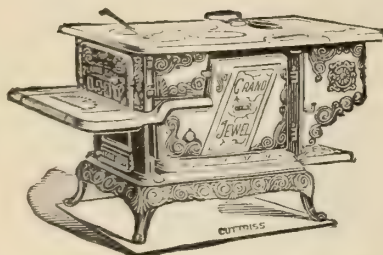


WE MANUFACTURE

Bathroom Fixtures      Carriage Plated Goods  
Sleigh Bells              Cutter Mountings

SEPARATE CATALOG FOR EACH.  
WRITE FOR THE ONE YOU WANT.

**THE CARRIAGE MOUNTINGS CO., LIMITED**  
**TORONTO**





The "Grand Jewel" is the  
best wood cook made.

Largest line Air-Tights,  
Hot Blast Heaters,

A profitable line to handle.  
Better write for agency.

**3 IN 1**

The largest line of Stoves and  
Furnaces in Western Canada

**JEWEL**    
**TREASURE**  
**MONARCH**

MOORE'S TREASURE STOVES.



The first Steel Ranges made in  
Canada--New up-to-date goods.

Coal and Wood Cooks,  
Ranges, Heaters, Base Burners.

Malleable Steel Ranges,  
unbreakable, fuel savers.

WRITE FOR CATALOGS AND PRICE LISTS

SOLD F.O.B. FACTORY or F.O.B. WINNIPEG

**MERRICK, ANDERSON & CO.**

**WINNIPEG, MAN.**

**Monarch**

The "Stay Satisfactory" Range.



**Monarch**

The "Stay Satisfactory" Range



# SAFE REVOLVERS



## Iver Johnson's Safety Hammer Revolvers

### NICKEL PLATED FRAME

*With or Without  
New Grip*

22	Calibre,	3	in.	Barrel.
32	"	3 1/4	"	"
38	"	3 1/4	"	"
38	"	4	"	"
38	"	6	"	"



### BLUED FINISH FRAME

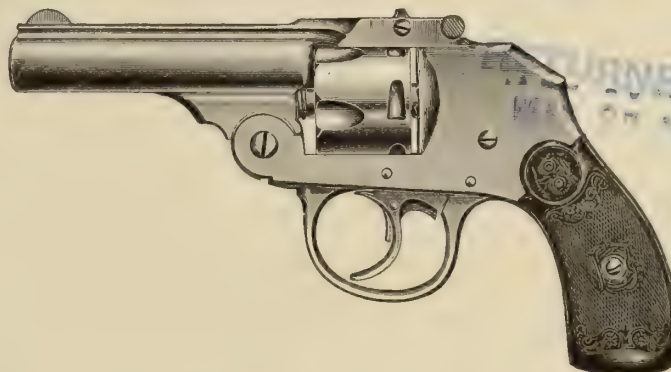
22	Calibre,	3	in.	Barrel.
32	"	3 1/4	"	"
38	"	3 1/4	"	"
38	"	4	"	"

## Iver Johnson's Safety Hammerless Revolvers

### NICKEL FRAME

*With or Without  
New Grip*

32	Calibre,	3	in.	Barrel.
38	"	3 1/4	"	"
38	"	4	"	"



### BLUED FINISH FRAME

32	Calibre,	3	in.	Barrel.
38	"	3 1/4	"	"
38	"	4	"	"

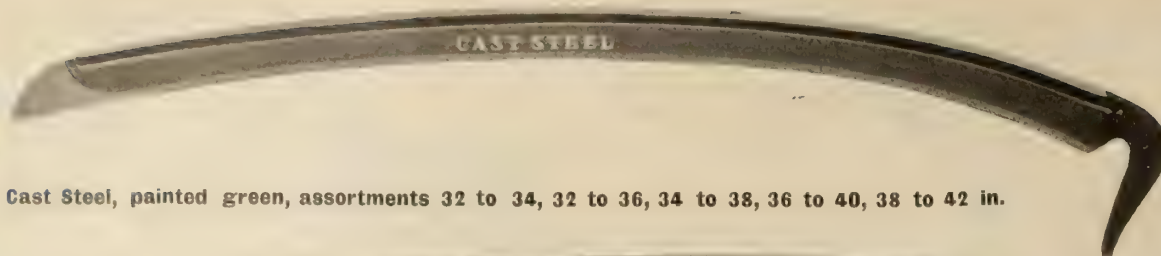
IVER JOHNSON REVOLVERS can be discharged by **Pulling Trigger Only**, no matter how the hammer is struck otherwise, the cartridge will not explode. This safety feature costs no more than revolvers without it. Why take chances on other makes.

ORDER THROUGH

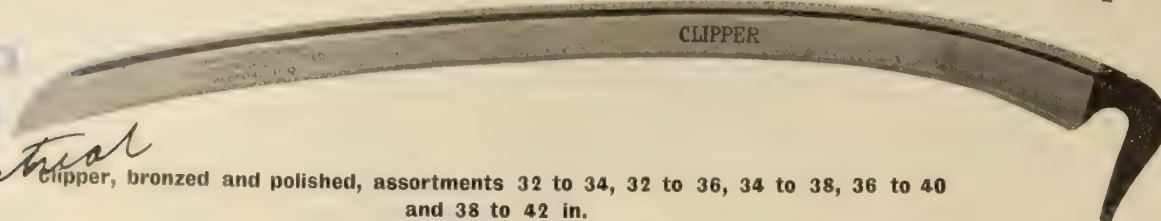
# CAVERHILL, LEARMONT & CO.

MONTREAL and WINNIPEG

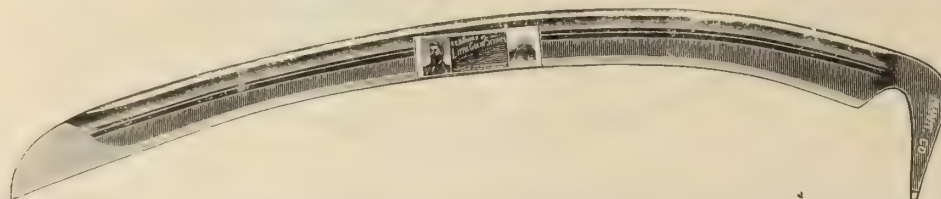




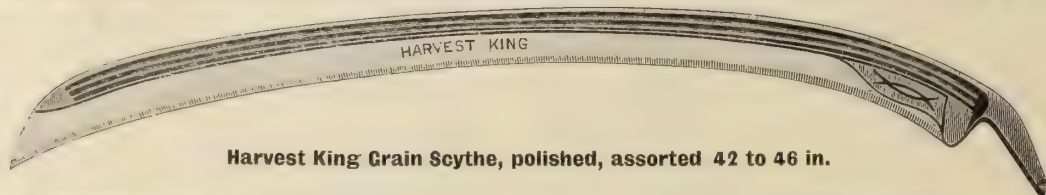
Cast Steel, painted green, assortments 32 to 34, 32 to 36, 34 to 38, 36 to 40, 38 to 42 in.



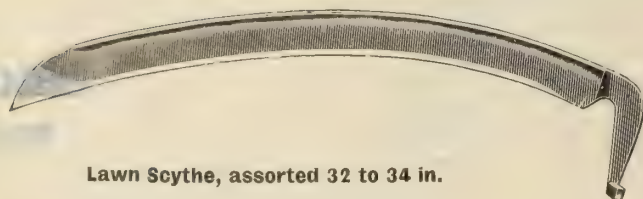
Clipper, bronzed and polished, assortments 32 to 34, 32 to 36, 34 to 38, 36 to 40 and 38 to 42 in.



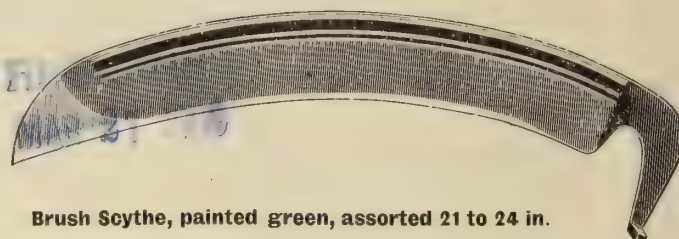
Little Giant, forge finish and polished, assortments 32 to 34, 32 to 36, 34 to 38, 36 to 40, 38 to 42 in.



Harvest King Grain Scythe, polished, assorted 42 to 46 in.



Lawn Scythe, assorted 32 to 34 in.



Brush Scythe, painted green, assorted 21 to 24 in.



Scythe Stones, Assortment A.

Here is **variety** enough in **Scythes** to suit the demand of almost any hardware store. Yet our stock includes two others we have not room to show.

Follow the plan of keeping variety in your lines. Buy small quantities, but buy often. Keep the variety that will suit all the demands of your locality.

**That policy will make you money.**

The **Scythe Stone** assortment is a **small investment** but a **large profit** maker.

Send your orders, large or small, by mail. Our traveller who calls on you gets the credit.

# FROTHINGHAM & WORKMAN

Wholesale Hardware Iron Merchants

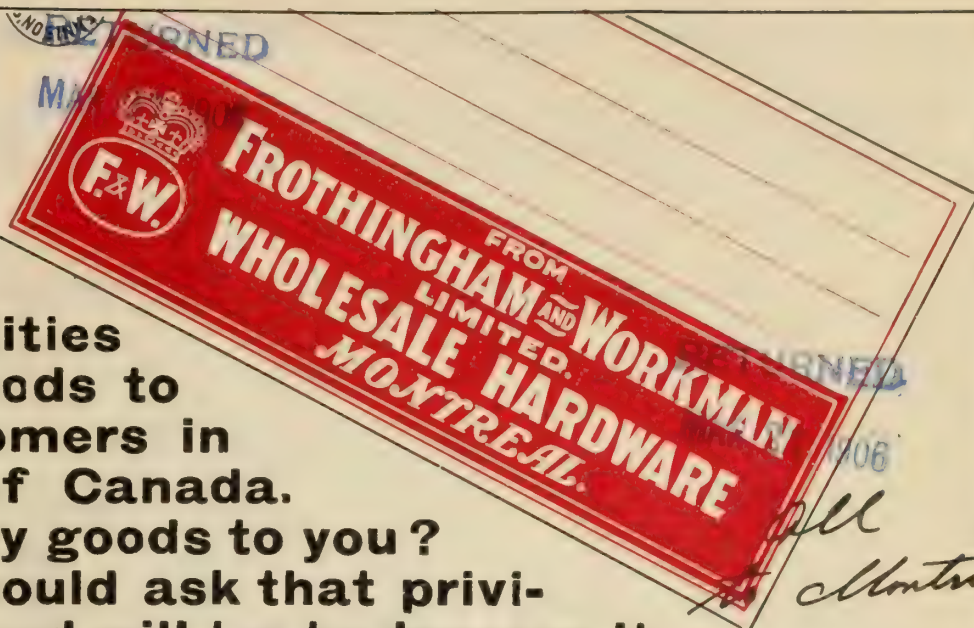
LIMITED

MONTREAL, CANADA

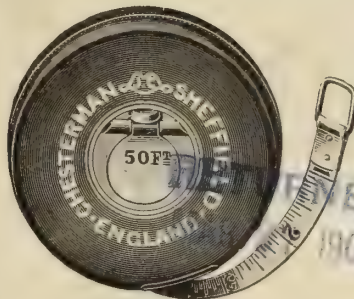


# This Tag

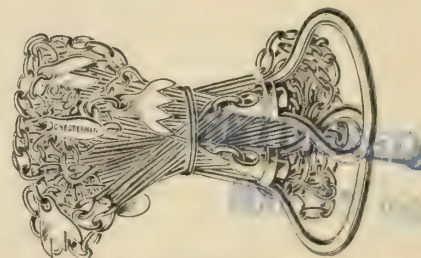
is carrying large quantities of these goods to many customers in all parts of Canada. Does it carry goods to you? If not, we would ask that privilege for it, and will try to deserve it.



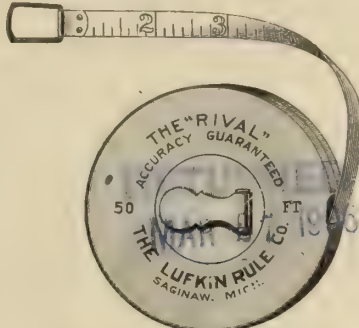
Chesterman's Steel Band Surveyors' Tapes, 3 styles,  $\frac{3}{8}$  and  $\frac{5}{8}$  in. wide, 100 feet long.



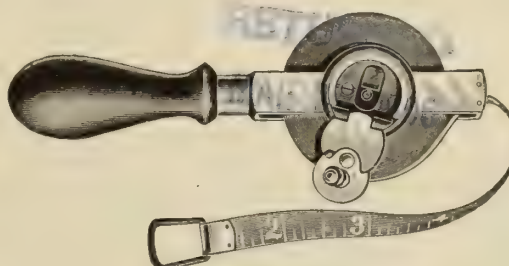
No. 1515. Chesterman's Steel Tape,  $\frac{1}{4}$  in. wide, 25, 50 and 66 feet long. Divided ft., inches and 16ths. Leather case.



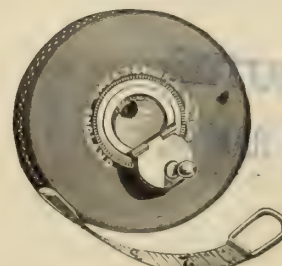
No. 61. Chesterman's Land Chains, 100 ft. long. Divided into feet and tallied every 10 feet.



Lufkin's "Rival" Steel Tape,  $\frac{3}{8}$  in. wide, 25, 50, 75 and 100 feet long. In nickel-plated steel case.



Lufkin's "Reliable" Frame Steel Tapes,  $\frac{1}{4}$  in. wide, 50, 75, 100, 150 and 200 feet long.



No. 1840. Chesterman's Steel Tapes, flush handles,  $\frac{3}{8}$  in. wide, 25, 33, 50, 60 and 100 feet. Divided feet and inches, or ft. and 10ths.

Among our customers are many who have traded with us continuously for more than a generation.

## FROTHINGHAM & WORKMAN

Wholesale Hardware and Iron Merchants

LIMITED

1809

MONTREAL, CANADA

1906



# THE HOBBS HARDWARE CO., Limited

## LONDON

### *The Universal Coffee Percolator*

RRRR

Made of  
Pure Aluminum

RRRR



RRRR

Genuine  
Ebony Handle

RRRR

#### *Colonial Pattern*

No. 64, size 4 cups ; No. 66, size 6 cups ; No. 69, size 9 cups. Operates successfully on any range, stove or gas range. If you want to know what perfect coffee is like use the "Universal."

## *Hand Power Horse Clippers*

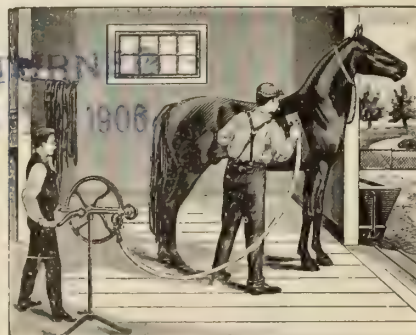
*20th Century*

*1902 Chicago Clipper*

*New Stewart In-  
closed Gear Clipper  
(Latest Model)*



Has 12-inch positive gear drive ;  
steel flexible shaft 4 1/2 ft. long.



Has positive power rigid base ; 6 1/2  
foot flexible steel shaft.



All gears are enclosed in  
dust-proof Metal Box, new  
type, light, easy running flexible  
shaft 6 1/2 ft. long.

## The Hobbs Hardware Co., Limited

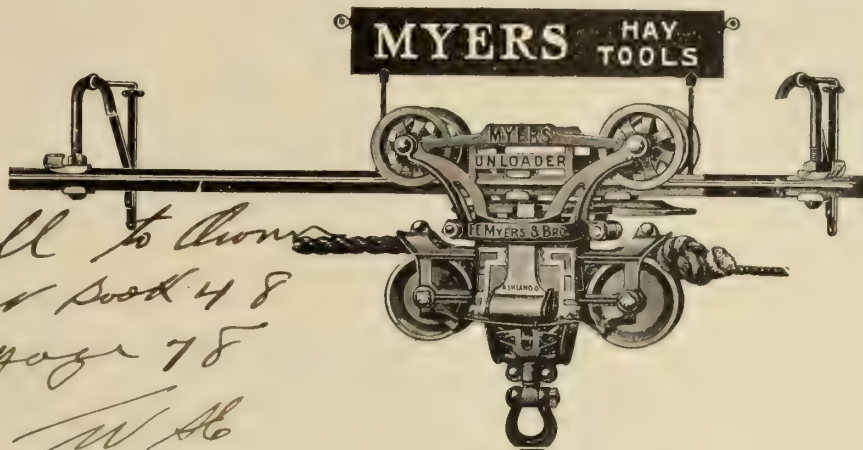
### London and Toronto



# THE HOBBS HARDWARE CO., LIMITED

## LONDON

### Myers Hay Tools



RETURNED  
APR 11 1906

*All to show  
cut book 48  
page 78  
W. H.*

FIG. 982

#### THE MYERS HAY UNLOADER

Combination, Reversible, and Swivel. For Double Steel Track.  
Has Seven-Eighth-Inch Steel Axle.

#### Myers Lock Lever Forks

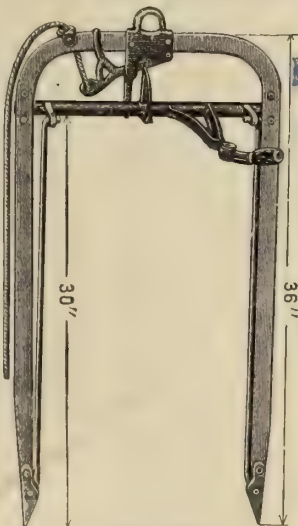


FIG. 670

19 inches wide, made of Spring Steel. Sets with one lever and locks either open or closed.

#### Myers Patent Double Steel Track



FIG. 824

RETURNED  
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#### Rafter Bracket



FIG. 436

Made of Malleable Iron.

#### Hay Fork Pulley

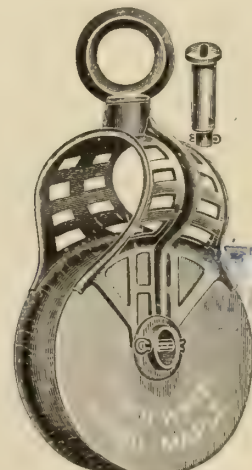


FIG. 676

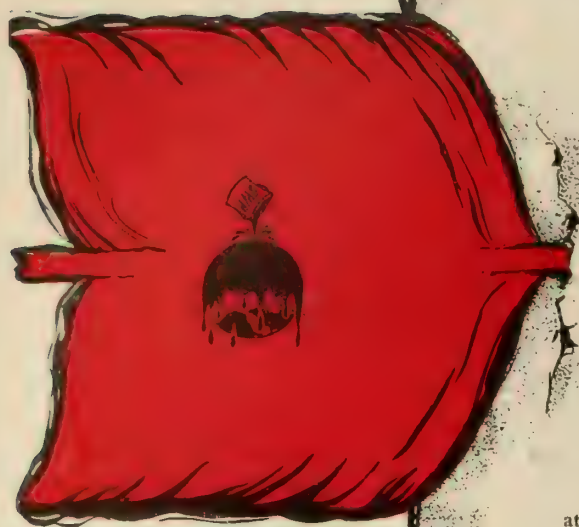
Malleable Knot passing 6-inch Hard Maple Wheel.

Send for Catalogue and Price List.

# THE HOBBS HARDWARE CO., Limited

LONDON and TORONTO





## The Consumer

buys S-W. Paints and Varnishes in preference to others after one trial because he is soon convinced that they cost less by the job and give the greatest service. We are large factors in obtaining first orders. Backed by live agents and our helps, they are always "repeaters."

## The Painter

appreciates paint and varnish that will do just as the makers say it will. They value uniformity and dependability and know that these have much to do with their reputation and the demand for their services. S-W. Products are always uniform and dependable. We make the painters in our agents' locality S-W. painters.

## The Agent

wins out against all competition with S-W. Paints and Varnishes. There is no limit to trade and profits when they are pushed. There is no demand he cannot fill. They round out and build up his business and help his other lines as well. It's in their quality, the satisfactory appearance and wear they are sure to give.

## THE SHERWIN-WILLIAMS CO.

offer the best agency proposition. It is so strong that you should take advantage of it and outdistance all competition with it. The fact that The Sherwin-Williams Products are sold all over the country in a greater number of cities, towns and villages than others is one of the best reasons why you should get the agency. It brings a reputation with it.

## A Message to Paint dealers

IT is our great aim to help every Sherwin-Williams agent sell our paints and varnishes to consumers in his locality.

We are not content to simply make the best paints and the best varnishes it's possible to make; we are not satisfied to put them on his shelves and give him a few color cards for his counters. We use every resource

at our command to get business for him. We build our own business by building his. The fact that we are the largest paint and varnish makers in the world and that we are growing rapidly is abundant proof that consumers find our goods satisfactory and that agents know our methods are trade winners.

We haven't room here to explain what our methods are, how they *make* business, *hold* business and *keep* after business.

You can't even guess the scope of our personal letters, booklets, folders, mailing cards, posters, field signs, inside store helps, window displays, newspaper electrotypes, and the special helps of our promoting department. We do not find it necessary to specify a certain volume of sales for these helps. The business grows and justifies such extensive means and methods.

Behind every agent is the force of our entire organization—five large factories, fourteen large warehouses and offices in principal cities, an army of representatives, our own linseed oil mills, large lead and zinc mines, largest dry color factory in the country, separate varnish, japan and drier works, tin can factories, box factory, printing plant, machine shop, screw steamship, etc., etc.

These enable us to save much in cost of manufacture and give greatest value for the money by obtaining best materials at lowest cost. S-W. service, too, is unequalled. *Our agents get the benefit.* We are proving every day in the year that our organization and our methods get the largest share of the paint and varnish business.

If you are not handling our products now, *write us today.* We will tell you how to become a Sherwin-Williams agency.



## THE SHERWIN-WILLIAMS CO. PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre St., Montreal.  
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

1068



# OUR POPULAR KENWOOD DESIGN

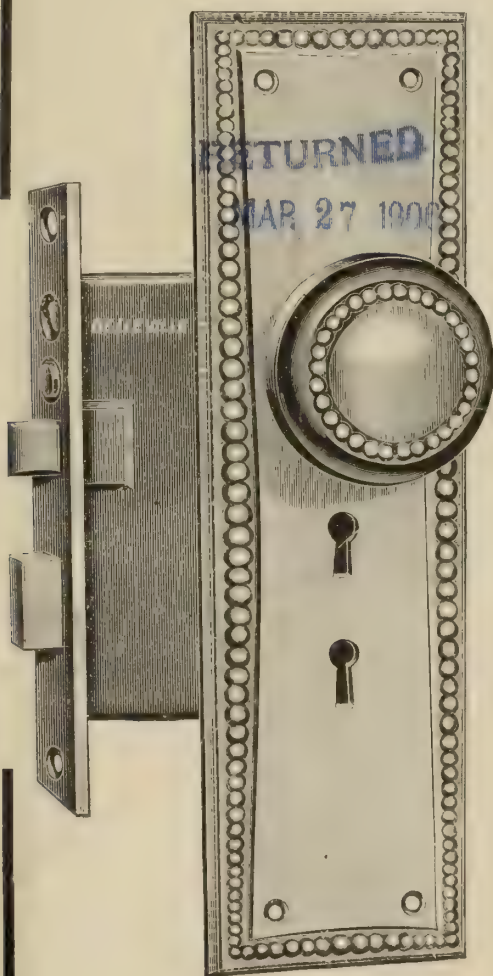
*Made in Antique Copper, Plain Bronze, and Dull Brass Finishes, Heavily Plated on Iron.*

*Has the finish and appearance of solid bronze.*

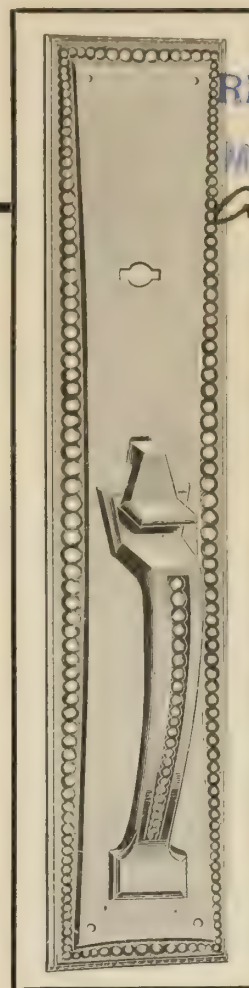
*Design is neat and clean, as well as attractive.*

*Prices place the dealer who handles this line in a good position to take care of the Builders' Hardware Trade in his town.*

**'Tis the line  
you have been  
seeking for  
Mr. Dealer**



*The Locks in  
Kenwood Sets  
have easy  
springs and are  
well made.*

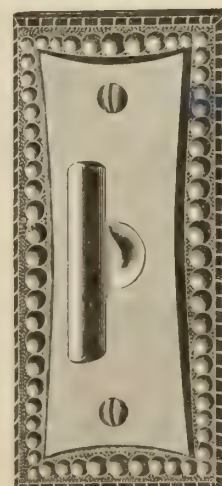


**KENWOOD  
DESIGN**

CAN BE  
HAD IN

Front Door Sets  
Inside Sets  
Sliding Door Sets  
Store Door Sets  
Letter Box Plates  
Turn Bells  
Sash Lifts  
Door Pulls  
Push Plates, etc.

**Caverhill Searmont & Co**  
**MONTREAL and WINNIPEG**



CAN FURNISH  
KENWOOD  
GOODS IN  
SOLID BRONZE  
TO ORDER.



# **GEO. D. WOOD & CO.**

## **Wholesale Hardware and Iron Merchants**

### **WINNIPEG, MANITOBA.**



**WOOD, VALLANCE & CO.**  
Hamilton, Ont.

**WOOD, VALLANCE HARDWARE CO.,**  
Nelson, B.C. Limited

**WOOD, VALLANCE & LEGGAT,**  
Vancouver, B.C. Limited

**TORONTO OFFICE - - 94 BAY STREET.**

<b>IRON</b>	<b>Building Paper</b>	<b>Builders' Supplies</b>	<b>Ammunition</b>
<b>Steel</b>	<b>RUBEROID ROOFING</b>	<b>Contractors' Supplies</b>	<b>Guns</b>
<b>NAILS</b>	<b>Spades</b>	<b>Mechanics' Tools</b>	<b>Rifles</b>
<b>Barb Wire</b>	<b>Shovels</b>	<b>Screen Doors</b>	<b>Revolvers</b>
<b>Plain Wire</b>	<b>Harvest Tools</b>	<b>Screen Windows</b>	<b>Refrigerators</b>
<b>Glass</b>	<b>Axes</b>	<b>Wostenholm's Cutlery</b>	<b>Woodenware</b>
<b>Paints</b>	<b>Saws</b>	<b>Rodgers' Cutlery</b>	<b>Hollow Ware</b>
<b>Oils</b>	<b>Cordage</b>	<b>Boker's Cutlery</b>	<b>Tin &amp; Granite Ware</b>

**LETTER ORDERS ALWAYS RECEIVE PROMPT ATTENTION**



# EVERY BRANCH OF TRADE



This is a progressive age. If you feel that you're not keeping up with the procession you'd better retire now and save what you've got.

## **1850 methods will not suit 1906.**

You're in business with the same object in view that we have (making money), but have you ever given the matter of branching out a real, thorough consideration?

Could you make better use of the "naturally" slow rainy days we're bound to have, than to devote them to this very purpose?

Every hardware dealer has one or more specialties.

If your specialty is "**LUMBERMEN'S SUPPLIES**" we're headquarters.

If your specialty is "**CONTRACTORS' SUPPLIES**" our stock is complete.

If your specialty is "**BUILDERS' HARDWARE**" this is one of our biggest departments.

If your specialty is "**SPORTING GOODS**"—see our special catalogue covering this line.

If your specialty is not mentioned here—tell us what it is; we know we can help you, either through correspondence or a personal visit from one of our travelling salesmen.

No matter where you are situated in Canada, our man will reach you a few days after your request.

Write us to-day—**Our Specialty is Satisfying Customers.**

## **LEWIS BROS. LTD.**

**MONTREAL**

**WINNIPEG**

**TORONTO**

**OTTAWA**

**VANCOUVER**

**CALGARY**





# BIG PROFIT—QUICK SALES

It is much easier to convince a customer of the superiority of a certain line of goods, if you know yourself that the said goods will give perfect satisfaction and bear out everything you say. "Disston's" goods will.



HALF ROUND, SMOOTH. 6 to 16 inches.

"Disston's" Files are extensively advertised in all the leading Hardware Trade Journals in Canada and the United States. They are half sold the day they come into your store and it only remains for you to let the public know you have them.

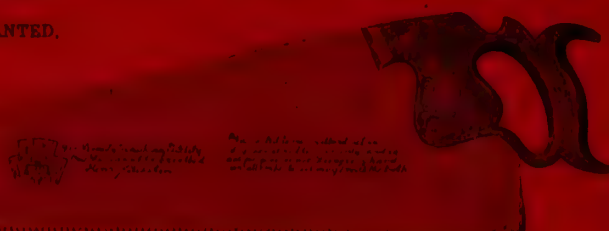
A mechanic who ever used a "Disston" File, will never be satisfied with any other make.

We can supply you with "Disston" Files at reasonable prices, and there is no exense for you if you don't make good profit on every file that passes over your counter. You will, if you specify "Disston's" when ordering.

ACME No. 120  
EXTRA LONDON SPRING STEEL, WARRANTED.  
CARVED AND POLISHED, APPLE  
HANDLE, SKEW BACK,  
5 SCREWS.

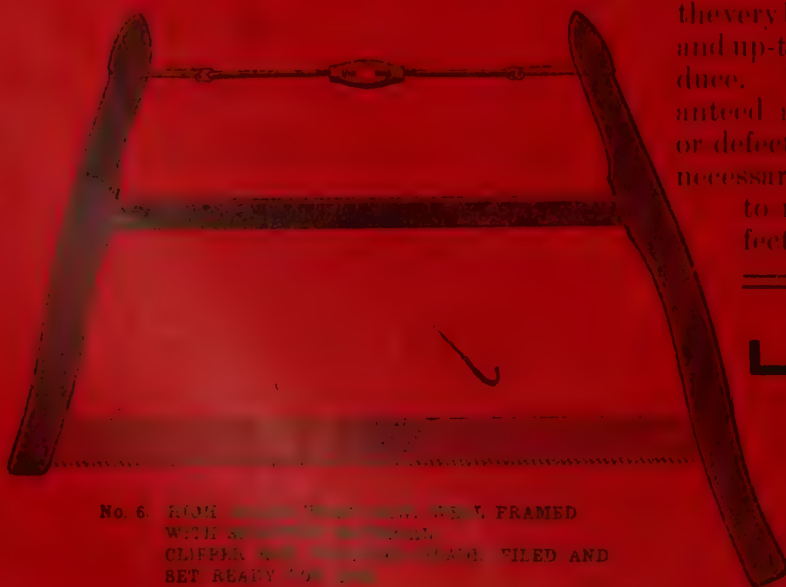
For beauty,  
finish and quality,  
"Disston's" Saws  
are unsurpassed.

You will greatly increase your "saw trade" if you stock this line. No mechanic can look very long at a "Disston" Saw without wishing to own it; the longer he looks the greater the desire.



MADE IN HAND, RIP, AND PANEL.

Saws stamped "Disston" are the very best that skilled mechanics and up-to-date machinery can produce. They are absolutely guaranteed against flaws in material, or defective workmanship, and no necessary expense has been spared to make them the most perfect saws on the market.



No. 6. HIGH GRADE SAW, WITH WELDED FRAMED  
WITH SPRING STEEL.  
CLIPPING AND HANDLE, MADE, FILED AND  
SET READY FOR USE.

WRITE FOR PRICES

**LEWIS  
BROS.  
Ltd.**

**MONTREAL**

OTTAWA VANCOUVER  
TORONTO CALGARY WINNIPEG

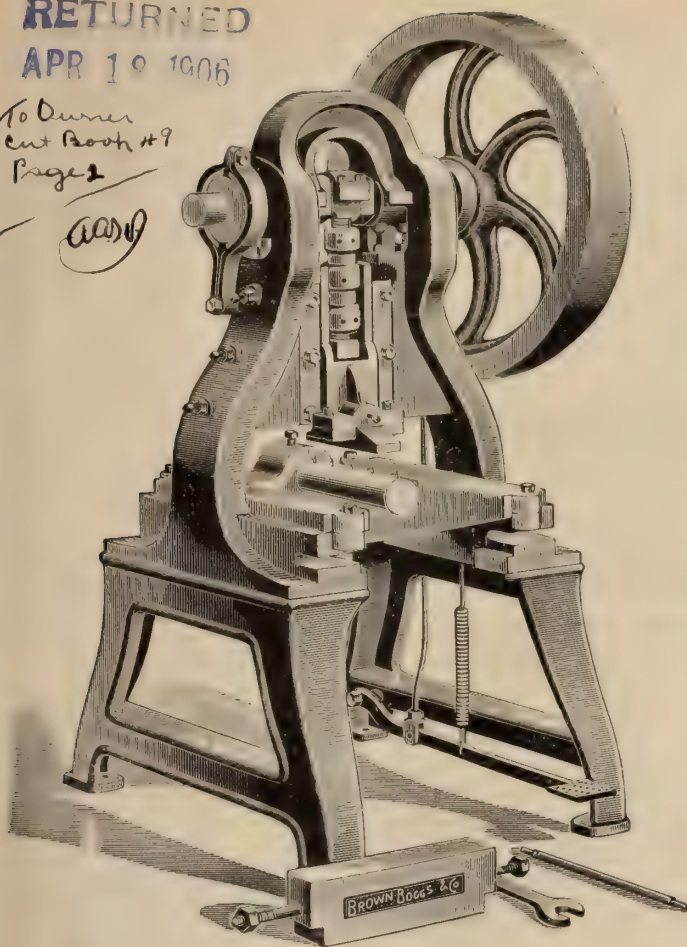


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APR 10 1906

To Owner  
cut Book #9  
Page 2

W.D.



# The Brown-Boggs Co.

LIMITED

HAMILTON, ONT.

This is still the **address** to send your orders to for all kinds of **Presses**. We make a complete line.

Quotations cheerfully given on **Die Work** of all descriptions.

We always carry a full line of **Tinsmith's Tools and Machines**. Be sure you find our name on all your tin tools, then you "**take no chance**."

Headquarters for **Evaporating and Canning Machinery** of all kinds. Exclusive Canadian Agents for The Ayars Machine Co., Salem, N.J., and the Boutell Manufacturing Co., Rochester, N.Y.

Let us quote you on any of the above, **then you be the judge**.

RETURNED

MAR 28 1906



We manufacture Round and Square Corrugated Conductor Pipe, Eavetroughs, Cornices, Skylights, Elbows, Ventilators, Fireproof Metal Windows, etc., and Hot Air Furnaces.

## Corrugated Iron Roofing and Siding

STRAIGHT OR CURVED

Goods shipped the same day your order is received

# WHEELER & BAIN

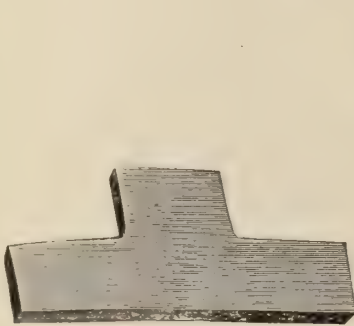
Have you seen our Square Corrugated Pipe?

Toronto

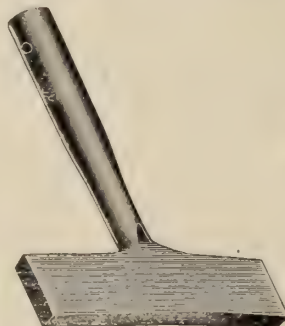


# BULLDOG Patent Solid One-piece

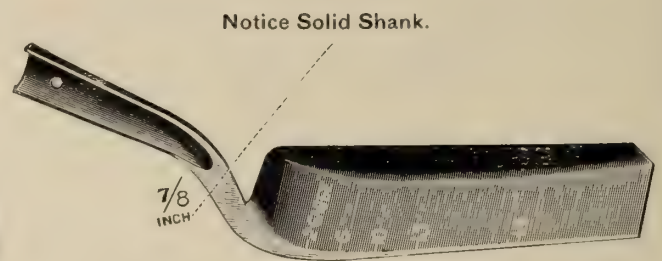
## Shovels, Garden Spades, Post and Ditching Tools



One-piece Shovel Blank.



One-piece Shovel Blank,  
with Socket drawn.



Sectional view of finished one-piece Shovel, showing  
gauge of steel or thickness at different points.



Blade and Socket, forged from one piece of solid Cast Steel.  
Thick Centre. Tempered and Hardened. Wrapped in Burlap.  
Extra Selected Quality Ash Handles.

**WE GUARANTEE THEM**

# The Canadian Shovel & Tool Company

MANUFACTURERS

LIMITED

WRITE FOR CATALOGUE.

**HAMILTON, CANADA**

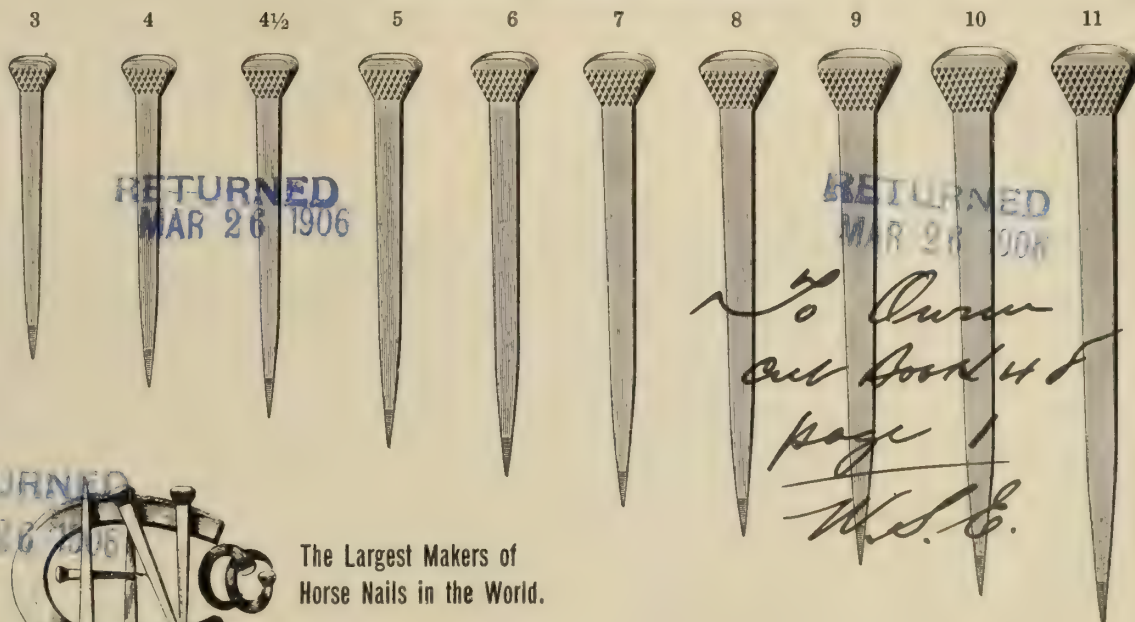


# CAPEWELL

## HORSE NAILS

The Best in the World  
and "Made in Canada"

### REGULAR HEAD



The Largest Makers of  
Horse Nails in the World.

### CAPEWELL HORSE NAILS

are known all over the world—from the icy tracks of Alaska to the torrid bush roads of Australia—as the best, strongest and most economical horse nails ever made. They drive the best and they hold the best. They are the safest to use and the most perfect in form and finish of all horse nails on the market. They are manufactured by a process controlled by this Company exclusively and have as many points of superiority over the old-fashioned, out-of-date, hot-forged patterns as a modern express locomotive has over the old stage coach. They are made to stand any kind of service, from light track work to the heaviest trucking. We have not one dissatisfied customer. We do not publish a fictitious discount, so that those "who run may read," but we will say this to **YOU**: Write us for prices and samples and we will show you how it will pay you better to handle CAPEWELL nails than any other brand, 40 years old or more.

### WRITE TO-DAY

We shall be pleased to send our beautiful lithographed calendar, showing the finish of the most exciting race ever run, to any address in the world, on application.

## The CAPEWELL HORSE NAIL CO.

48-56 Duke St., TORONTO, Ont., Canada



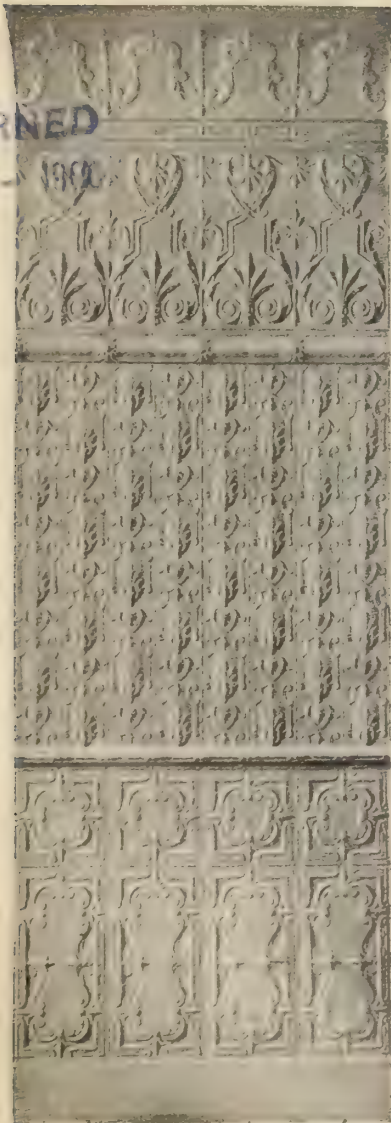


Wind,  
Water,  
Storm,  
and  
Fire=  
proof

Large sized sheet of Rock Stone Siding. Size, 28 in. x 60 in. A very superior article, having fewer joints, and requiring about one-fourth the number of sheets to a square, that the smaller sized Sidings do.

## Architectural Sheet Metal Building Material

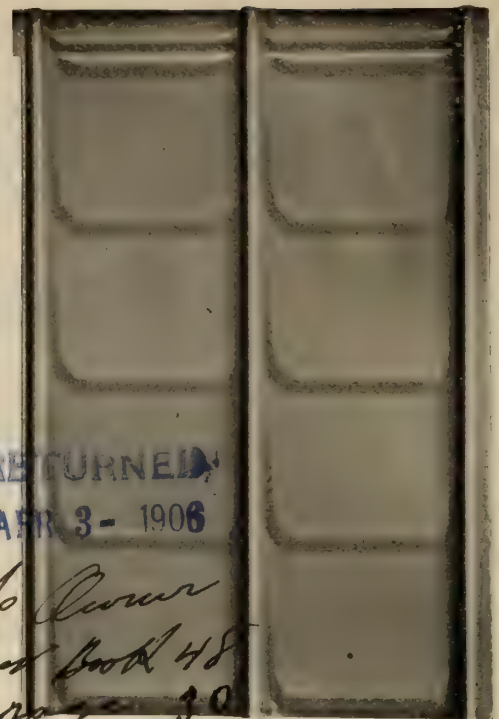
Including Ceilings, Sidings, Roofing, Cornices, Etc.



Sidewall Design, 4501.

This is the line to make you rich.

Our Catalogues and Prices will interest you. A post card will bring them.



RETURNED

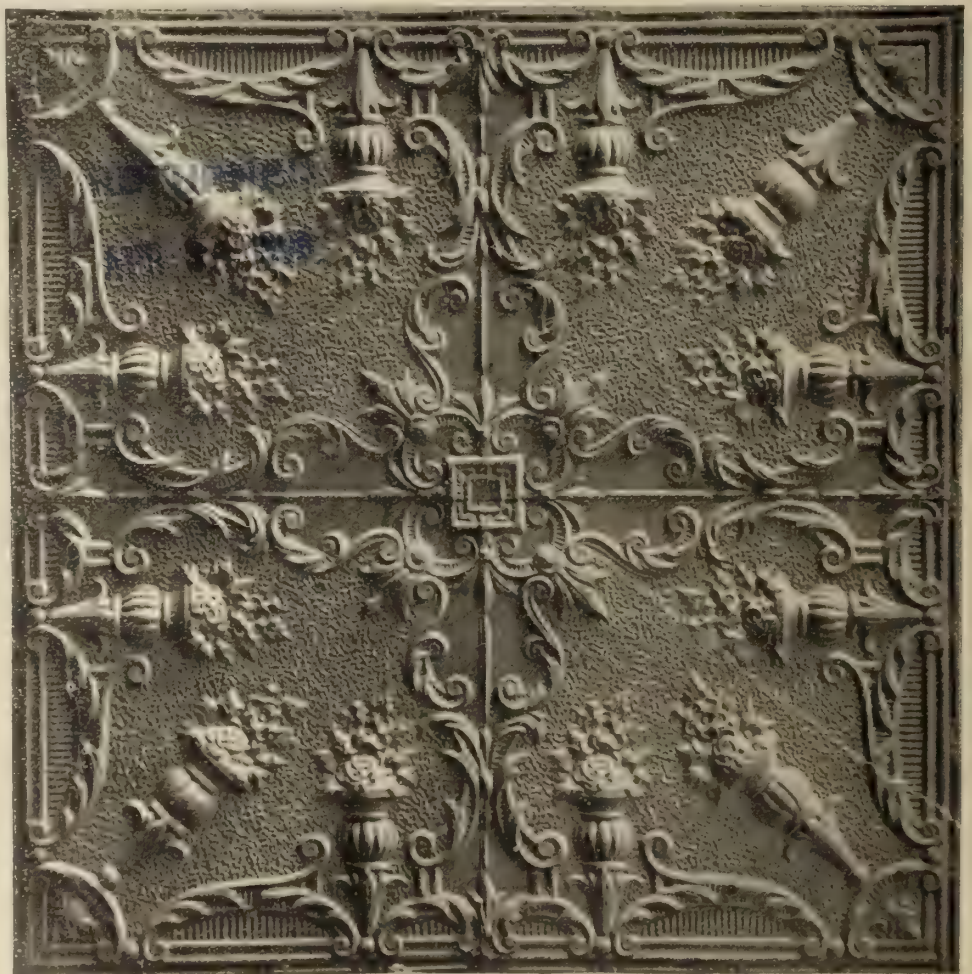
APR 3- 1906

*No Answer*

*See book 48*

*page 30*

Galt "Sure-Grip" Steel Shingle. Most Rigid Shingle Made. The quickest and easiest laid.



Ceiling Plate, No. 2178. Size, 48 x 48 in.

# THE GALT ART METAL CO., Limited, Galt, Ontario



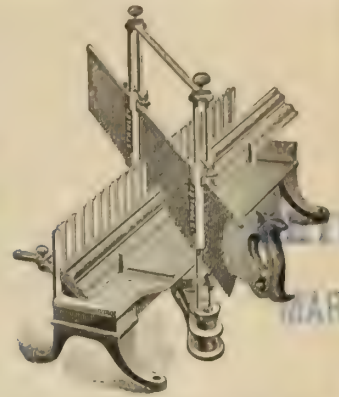
## STANLEY'S PLANES



No. 113-ADJ. CIRCULAR



BED ROCK PLANES  
ALL SIZES



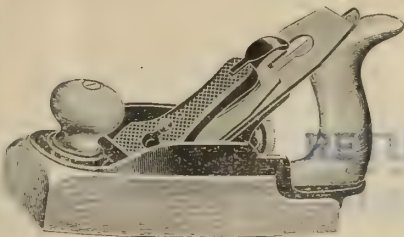
STANLEY NEW MITRE BOX



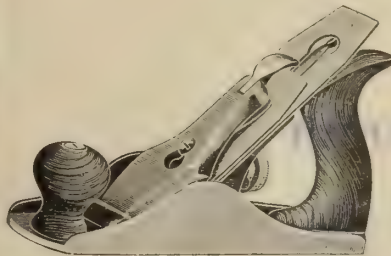
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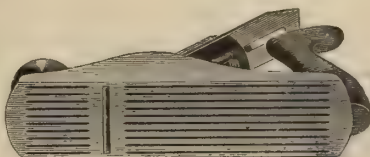
No. 91 1/2



No. 35



No. 1, 2, 3, 4, 4 1/2



CORRUGATED BOTTOM  
No. 1, 2, 3, 4, 4 1/2

# Stanley Tools

Are Known Wherever  
Good Tools Are Used

Many years of patient and conscientious effort have given Stanley Tools a reputation to be envied.

For the Carpenter it is a STANLEY every time and all the time.

It is a line the Dealer can handle with PROFIT and SATISFACTION.

Booklet No. 34 illustrates full line, and should be in the hands of every Dealer.

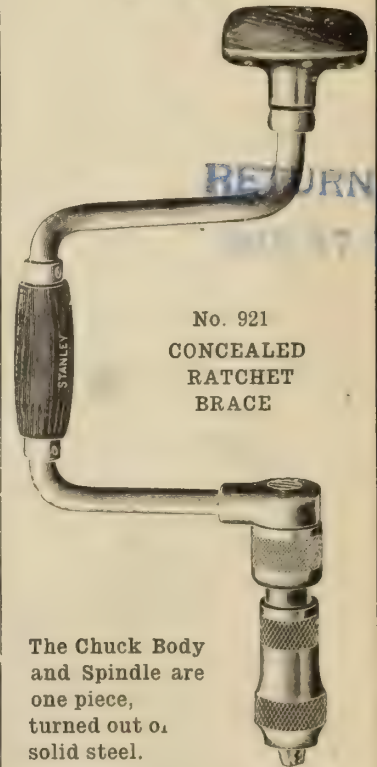
THESE  
GOOD TOOLS  
CAN BE HAD FROM

## CAVERHILL, LEARMONT & CO.

OF -

MONTREAL and WINNIPEG

Also a Full Line of Celebrated HUNT'S PLANES



No. 921  
CONCEALED  
RATCHET  
BRACE

The Chuck Body and Spindle are one piece, turned out of solid steel.

Working parts are fully protected.



SCRAPER No. 12





# KEMP'S Diamond and Garnet Enameled Ware

---

**GIVES EVERY SATISFACTION**

---

**One customer writes as follows:**

"We are very pleased with the way the enameled ware is opening up, and certainly think you are to be congratulated upon the quality and appearance of the Garnet and Diamond Enameled Ware which is now coming out."



**Please your customers by  
giving them the best on  
the market.**

**These brands will bring  
you trade, and hold it.**

---

**EVERY PIECE GUARANTEED**

---

We can ship promptly.

## KEMP MANUFACTURING CO. TORONTO

The Kemp Mfg. Co. of Montreal  
58 McGill Street, Montreal

The Kemp Mfg. and Metal Co. Ltd.  
Winnipeg, Man.



TO THE HARDWARE TRADE!

House - Cleaning Time is Here.

ORDER FROM YOUR JOBBER



OR DIRECT FROM US

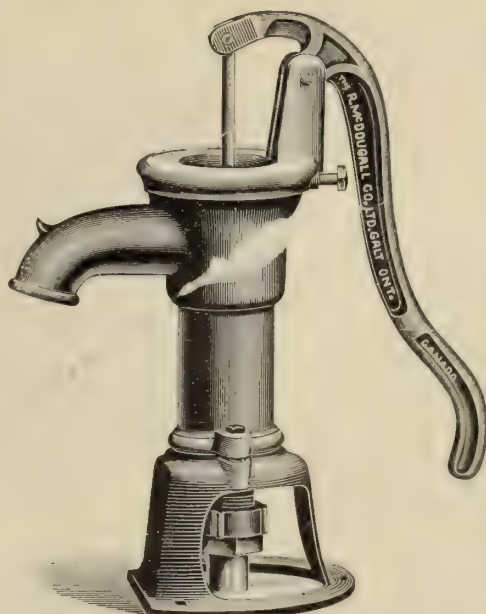
GILLETT'S LYE EATS DIRT

And is the House-Cleaner Most People Use.

=====

E. W. GILLETT COMPANY, Limited, - TORONTO, ONT.

## McDOUGALL PUMPS

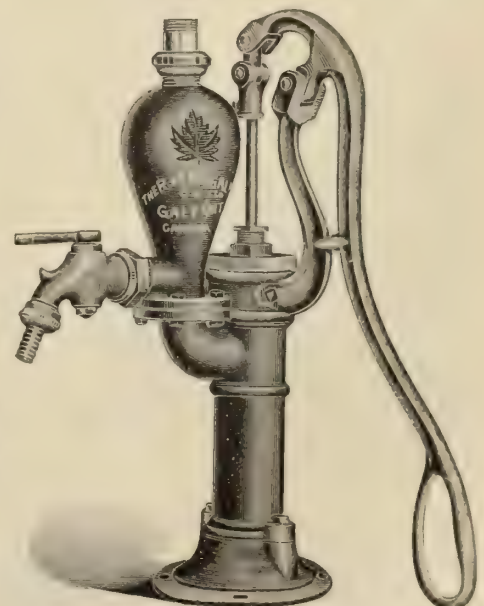


Two samples of the  
largest variety of pumps

Made in  
Canada

We make pumps for  
all uses and, *listen*, we  
make them so good that  
you will be sorry if you  
do not use and sell them.

*And listen hard  
now* — the prices are  
right, as your jobber  
can tell you.



OUR ADDRESS IS

THE R. McDOUGALL CO., Limited

GALT

CATALOGUES SENT ON REQUEST

CANADA



**HANSON'S**

**DRY COLD AIR PRINCIPLE**  
**Makers of the Best Refrigerators**  
**PRICES MODERATE**

Write for a catalogue; it will not cost you a cent, and may be the means of doubling your Refrigerator sales.

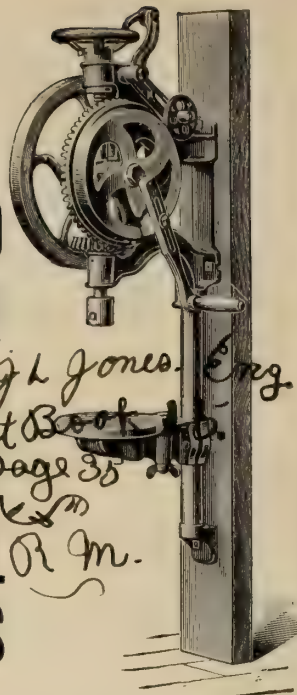
Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

**J. H. HANSON, 422 and 424 St. Paul St.**  
**MONTREAL**

RETURNED  
 JUN 8 1906



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*High Jones Eng  
 Cut Book for  
 page 35  
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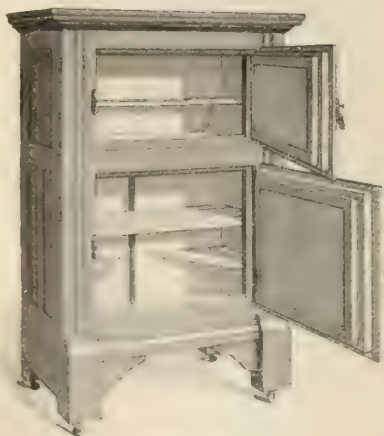
We manufacture a large line of these goods, and also Wheelbarrows, Washing Machines, Trucks, Butter Workers and Shipping Boxes, Blacksmiths' Machine Tools and Waggon Skeins.

Send for Catalogue and Prices

**The London Foundry Co., Limited**  
**LONDON, ONT.**

# The Best Made **REFRIGERATORS**

Our line of **Refrigerators** comprise the newest designs and largest variety made in family styles. We make the



CHAMPION

**Imperial**  
 (6 Sizes)

**American**  
 (5 Sizes)

**Champion**  
 (3 Sizes)

**Victoria**  
 (10 Sizes)

**Silver Medal: Quebec Exhibition**  
**Diplomas: Montreal, Ottawa and Toronto**

**WRITE FOR CATALOGUE**



VICTORIA

**C. P. FABIEN,** - -

**Refrigerator  
 Manufacturer**

Office and Factory:  
 3167 to 3171 Notre Dame St.

**MONTREAL, CANADA**

Warerooms: 4 to 18 Fabien Ave.  
 31 to 45 William St.

Branches at Ottawa, Winnipeg and Windsor, N.S.



# Sure to Please— A STOCK OF UNIVERSAL GOODS

is a profitable investment for any dealer. His profit is assured. The goods are known in every household through extensive advertising, and there is a keen demand for them everywhere.

Why not hold this trade by stocking Universal Goods?

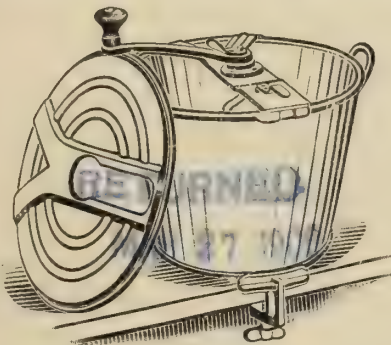


## Universal Bread Makers

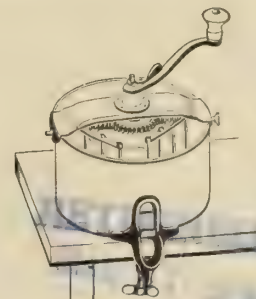
## Universal Cake Makers

Size No. 4,  
Capacity  
4 Loaves.

Size No. 8,  
Capacity  
8 Loaves.



THEY MIX  
WITH  
SCIENTIFIC  
ACCURACY



Size 4 Quarts,  
Heavily Tinned  
—Weight 4½ lb.

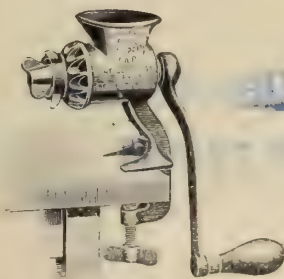
Will Mix Cake  
Butter, Beat  
Eggs, and  
Whip Cream.

*All to Montreal  
W.S.E.*

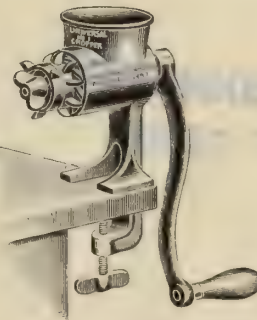
THE GENUINE

# Universal Food Choppers

CUT RAPIDLY AND EASILY



No. 0—Chops 1½ lb. Per Minute,  
Three Cutters, Weight 3 lb.



No. 1—Chops 2 lb. Per Minute,  
Three Cutters, Weight 4½ lb.



No. 2—Chops 2½ lb. Per Minute,  
Four Cutters, Weight 5 lb.

Wholesale Distributors

# CAVERHILL, LEARMONT & CO.

MONTREAL AND WINNIPEG



# ALL OVER THE WORLD

The 1902 Chicago Clipper,

LIST IN CANADA \$15.00

—AND—

THE  
Stewart Sheep Shearing Machine

LIST IN CANADA \$17.00



Are recognized as the best sellers in the horse clipping and sheep shearing line ever made. More of them are sold twenty times over than of all other makes combined. They are for sale by leading jobbers in Canada.

March, April and May are the months.

SEND FOR CATALOGUE.

**CHICAGO FLEXIBLE SHAFT CO.,**

250 Ontario St., CHICAGO



Underground,  
overground,  
first floor, any  
floor, and cellar  
tanks, for all kinds  
of oils, varnishes,  
and paints, in large  
or small quanti-  
ties.

**THAT'S  
THE  
BOWSER**

FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily  
use are testifying that Bowser stands up for

**ECONOMY, CLEANLINESS, SAFETY,**  
**CONVENIENCE, LABOR and TIME SAVED**

AND, THEREFORE,

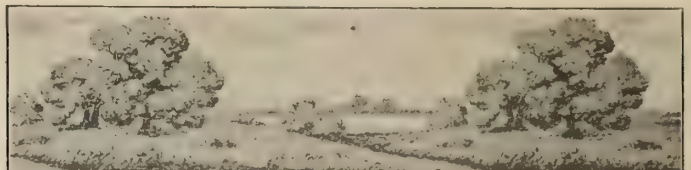
**MONEY IN THE DEALER'S POCKET**

Catalogue "V" tells how this is accomplished. Send for it to-day.

**S. F. Bowser & Co., (Inc.)**

FACTORY AND OFFICE:

530 Front St. West - - TORONTO, ONT.



**THIS MONTH OPENS  
YOUR WALL PAPER BUSINESS**

**Therefore**—finally scrutinize your samples. **DO IT  
THOUGHTFULLY.**  
CONVINCE YOURSELF absolutely that **NOTHING  
YOU'LL NEED** is omitted.  
Write for prepaid samples of Lines you lack.  
Supplement your orders for Lines you're light in.

**Get Ready!** Goods are in stock. We deliver im-  
mediately.

Eliminate the last chance of disappointment and definitely  
ensure success by fully stocking with **STAUNTONS' 1906  
Lines.**

Every Coloring in each Design **A SWIFT, SAFE  
SELLER.**

TRADE ONLY SUPPLIED.

**STAUNTONS LIMITED  
OF TORONTO  
MAKERS OF WALL PAPER**



# ABOUT "C" HORSE NAILS

We ask your consideration of the following reasons for our making the claim that the "C" brand horse nails made by our company since 1865 is the best for you to buy.

FIRST—The material of which they are made. It is the best obtainable—Swedish charcoal steel nail rods—made especially for our work, and imported direct by us from Sweden. We unhesitatingly affirm that no better material is used by any manufacturer of horse nails in the world for this purpose.

SECOND—The process of manufacture. We forge the nails to the desired pattern from the nail rods while they are hot, and therefore in a malleable condition. Our process thoroughly hammers and consolidates the nail, making it tough and enduring; no other method will do this as satisfactorily. Our methods for polishing, rolling, pointing and finishing the nails differ from those used elsewhere in Canada, and, we are satisfied, with much better results.

THIRD—When the nails are finished they are subject to a final careful examination and sorting by hand, so as to prevent a single imperfect nail being found in a box bearing our "C" brand.

FOURTH—We guarantee to every purchaser that each box of horse nails bearing our name and trade mark (the letter "C") is perfect and ready for immediate use. They may be returned at our expense if found otherwise.

Any dealer who wishes to secure the farrier trade, can only do so by selling the best horse nails. The "C" brand will be found the best. They are the standard nails of Canada, and have been thoroughly tested by thousands of farriers from the Atlantic to the Pacific for the past forty years.

We ask those who wish to favor us with their orders through any wholesale hardware merchant, to be particular and specify for the "C" brand made by the

**CANADA HORSE NAIL COMPANY**  
**MONTREAL**



# The "C" brand hot forged

Nos. 4, 5, 6, 7, 8, 9, 10, 11, 12, 14



"MADE IN CANADA"

Nos. 1, 2, 3, 4, 5, 6, 7, 8



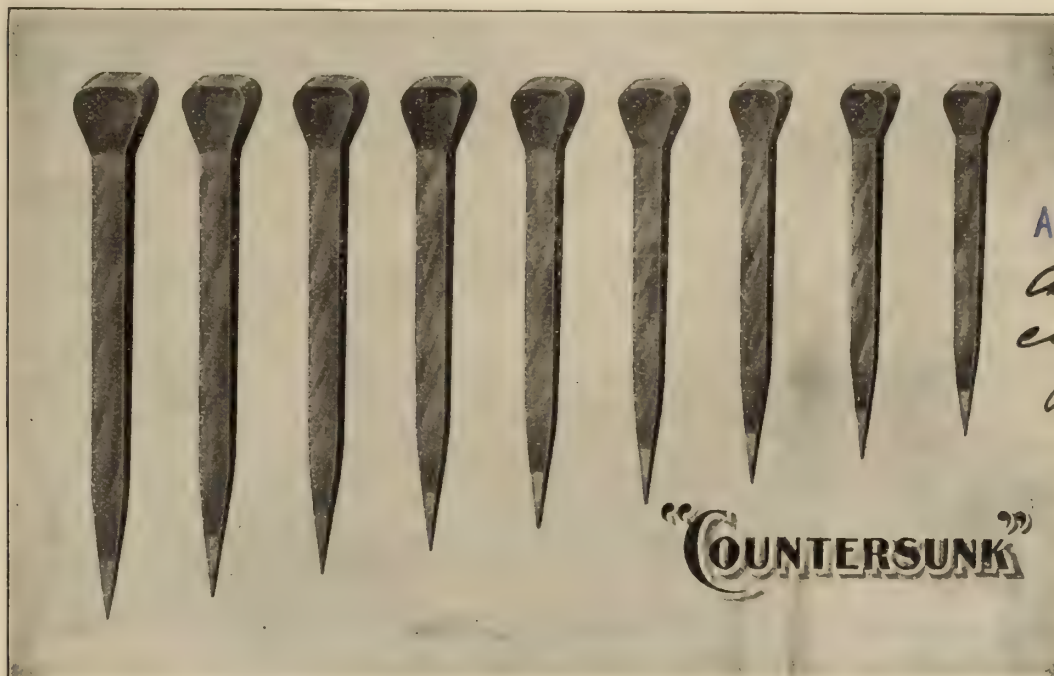
ESTABLISHED 1865

## CANADA HORSE



# HORSE SHOE NAILS

Nos. 12, 11, 10, 9, 8, 7, 6, 5, 4



RETURNED

APR 3 - 1906

*all to allent  
cut book 48  
page 29  
W.S.*

FOR FORTY YEARS

Nos. 8, 7, 6, 5, 4, 3, 2, 1



RETURNED

APR 3 - 1906

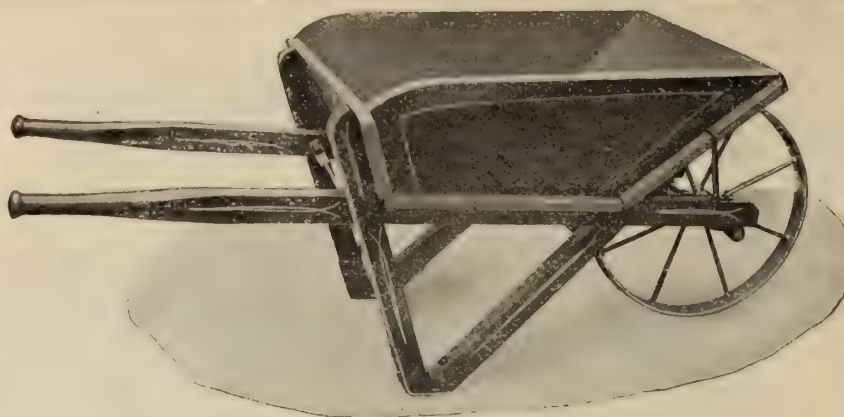
NAIL COMPANY ————— MONTREAL



# BEST BY TEST

— IN AMERICA —

Send us your order for Sample Barrow (freight prepaid on sample) and if not thoroughly satisfied, return it at **our expense**.



We are contractors ourselves and having tried a great many different kinds of Barrows with poor success, we constructed this one under our own supervision, and it fills the bill perfectly.

Legs are so constructed with iron shoe on bottom, practically indestructible; strongly braced to prevent racking; wheel well under body, which makes it easy to handle the heaviest load; 20" steel wheel, 2" tire; select material throughout.

Send in your order for sample at once.

**Prices on Application**

**THE SCHULTZ BROS. CO., Limited**

(Established 40 Years)

**BRANTFORD, Canada**

We manufacture Cordage and Binder Twine of every variety. We solicit your 1906 business for the following brands:

Blue Ribbon,	650	ft.	per	lb.
Red Cap,	600	"	"	"
Tiger,	550	"	"	"
Standard,	500	"	"	"
Golden Crown,	500	"	"	"

## Consumers Cordage Co.,

MILLS: MONTREAL and HALIFAX

Limited

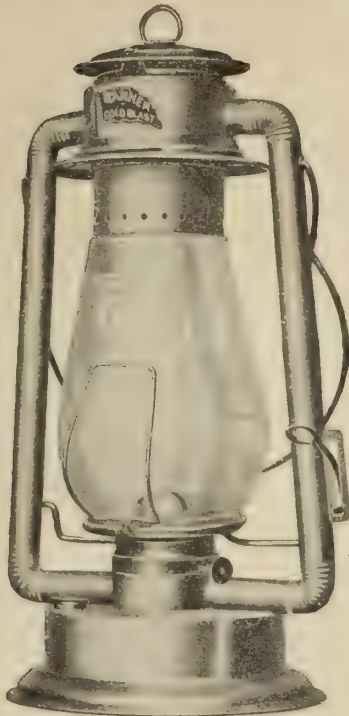
BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;  
 MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.  
 MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.



**BANNER  
COLD BLAST LANTERN**

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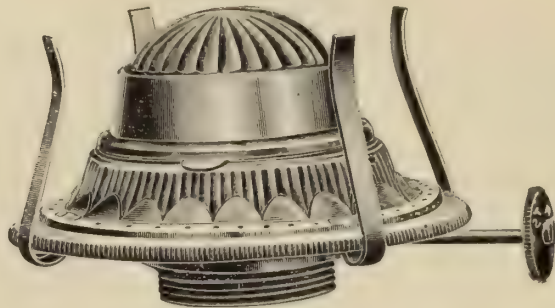


**1  
9  
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6**

The most popular lantern on the market

**STAR LAMP BURNER**

**PART STEEL**



**STRONG FRAME**

Made in "A" and "B" sizes

Manufactured by

**ONTARIO LANTERN & LAMP CO.**

**Hamilton, - Ontario**

**LIMITED**

**For Sale by ALL PROMINENT DEALERS**

**ROSENBERG'S**

**Climax Sash Lock and Ventilator**

Locks the window automatically when open for ventilation.

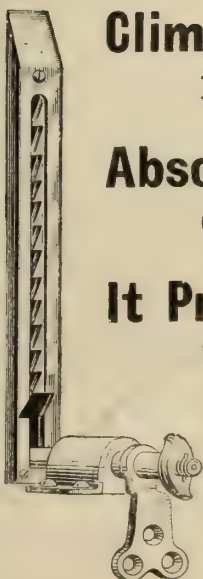
**Absolutely Burglar Proof**

Cannot be pried off nor picked by the cleverest thief.

**It Prevents Rattling of Windows**

Is easily applied without cutting sashes.

Just screw it on and it works.



Lock

**FITS ANY WINDOW  
RETAIL PRICE, 35c. IN ALL FINISHES  
BIG PROFITS TO DEALERS AND AGENTS.  
SEND FOR SAMPLE.**



Lock on Window

**SAFETY WINDOW LOCK & VENTILATOR CO.**

**17-21 Quincy St , Chicago.**





## HIGH-CLASS GOODS

# ROPE

*Manila, Sisal,  
Transmission*

*Hide and Leather Cord, Baling  
Rope, Clothes Lines, Etc.*

**Lath and Shingle Yarn  
Binder Twine**

## THE INDEPENDENT CORDAGE CO.

53-55 Colborne St., TORONTO.

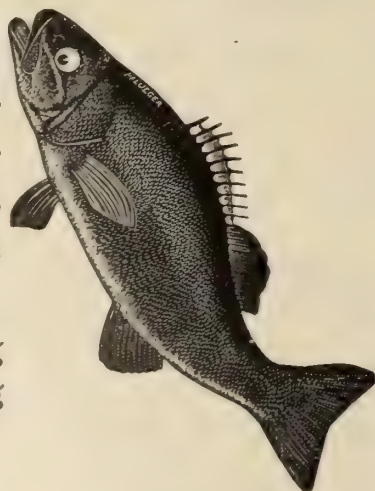
LIMITED

Complete stocks carried at MONTREAL, QUE.; ST. JOHN, N.B.; HALIFAX, N.S.; WINNIPEG, MAN.; VANCOUVER, B.C.

## PFLUEGER'S Fishing Tackle

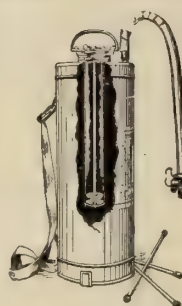
Hooks, Flies,  
Trolls, Spin-  
ners, Phan-  
toms, Reels,  
Furnished  
Lines.

Everything  
in Fishing  
Tackle.



NOTICE—Free to Any Dealer in Sporting Goods,  
Sent Express Prepaid, 170-Page Illustrated Cata-  
logue No. F24, and Metal Fish Sign in 8-Color  
Lithograph.

**The Enterprise Mfg. Co.**  
AKRON, Ohio, U.S.A.



## Auto Spray

Best compressed air hand Sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season, for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 9 minutes.

**CAVERS BROS., Galt, Ont.**

Sole Agents for the Dominion

LIBERAL TERMS TO THE TRADE

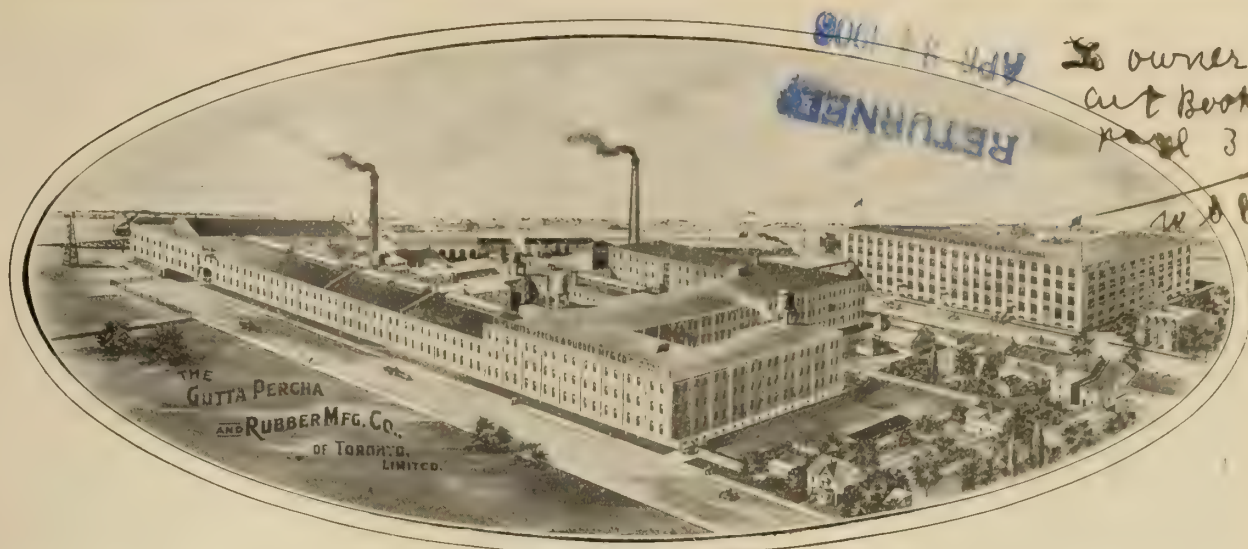
## Hardware Dealers!

**PLIERS, PINCERS, SNIPS,  
FOLDING RULES, Etc.**

SEND FOR CATALOGUE.

**McLEAN & SOPHUS, 301 St. James Street, MONTREAL**  
Wholesale Importers





# High Grade Rubber Goods

MADE IN CANADA

*Belting*  
*Packings*  
*Valves*  
*Valve Sheet*  
*Tubing*  
*Gaskets*



**RUBBER HOSE** for  
*Water*      *Acids*  
*Steam*      *Suction*  
*Air*      *Brewers*  
*Fire Protection*  
*Pneumatic Tools*

**"Maltese Cross"** Carbolized Rubber Fire Hose and  
**"Eureka"** Brands Cotton Rubber-lined Fire Hose, in use  
by all leading Fire Departments.

Sole Manufacturers of the  
CELEBRATED **"Maltese Cross"** and **"Lion"** Brands of Rubber Footwear.  
The best-fitting, best-wearing and most stylish on the market.

Special Attention Given to Export Orders

## The Gutta Percha & Rubber Mfg. Co.

... of Toronto, Limited ...

**Head Office: 47 Yonge Street, TORONTO, CANADA**

Branches : MONTREAL  
WINNIPEG

CALGARY  
VANCOUVER

LONDON, ENG.  
SYDNEY, N.S.W.



# The Eclipse Curry Comb

PATENTED

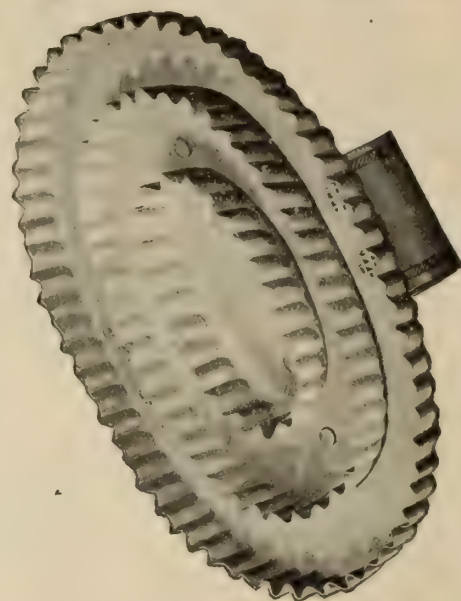


Manufactured from three solid plates of Sheet Tin, lacquered and baked, with strong leather strap handle

**Strong  
Rust-proof  
Well Finished**

The best Curry Comb on the market.

Manufactured only  
by



**The Eclipse Manufacturing Co., Limited**  
OTTAWA, CANADA

ESTABLISHED 1855

## HEADQUARTERS FOR Ingot and Sheet Metals

Drop us a card and we will mail you our  
monthly stock list.

**Warehouse : 54-56-58 Front St. West and 1 Piper St.**

**M. & L. Samuel, Benjamin & Co.**  
**TORONTO**





# Pink's Lumbering Tools

**MADE IN CANADA**

## THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

**Pink's Round Bill Peavys, Handled in Split Maple**

**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

**Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I Can Furnish You with the

**Brazil Patent Snow Plough and Road Maker;**

also **The Desjardin Patent Log Sleighs**

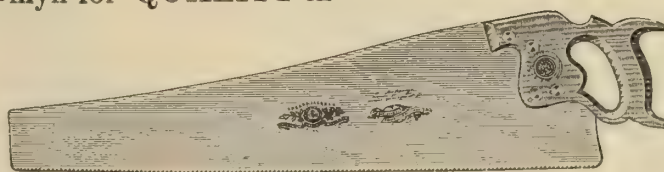
Send for Catalogue  
and Price List

**THOMAS PINK & CO., Pembroke, Ont., Canada**

Long Distance  
Phone No. 87

## QUALITY IS THE BEST POLICY

and our name is a synonym for QUALITY in



## HANDSAWS

Our first endeavor is to make the best saws; our second to make them as low-priced as possible. Note the "as possible;" it means that we allow no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant we are equipped to compete with Canadian and American sawmakers—to your advantage. Write us to-day and we will send you an illustrated price list.

**SPEAR & JACKSON** ÆTNA WORKS Sheffield, England

Telegraphic address: "Spear, Sheffield"



RETURNED  
APR 11 1906Montreal  
Vol 49  
page 14  
M.S.

# THE CANADA SCREW COMPANY

RETURNED  
APR 11 1906

HAMILTON, - ONTARIO

WE are the oldest and largest manufacturers of Wood Screws and upset Machine Screws in Canada, consequently we have the largest assortment of sizes in stock, and the largest assortment of tools for special sizes.

We manufacture various styles and in many varieties of metals.

We not only manufacture Wood and Machine Screws, but make an endless variety of

**Stove Bolts**

**Tire Bolts**

**Sleigh Shoe Bolts**

**Sink Bolts**

**Special Bolts**

**Rivets—in Iron, Copper and Brass**

**Stove, Scraper and Eye Rods**

When in want of threaded, bent, or headed articles made from wire, please submit samples or sketches for our quotations.

Insist on having goods with the **Beaver Trade Mark.**

Stocks carried at HAMILTON, TORONTO and MONTREAL



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### No. 7 Bench Forge

This Forge is intended for light work and is to be placed upon a bench when in use. It will heat 1" iron in 10 minutes, and is especially adapted for jewelers, tin-smiths, locksmiths and farmers. Made in three sizes. Send for catalogue.

Canada's Best. The World's Standard

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*J. C. Brown  
Cnr. Bond St.  
page  
W.A.*

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Our improved No. H.H. Tuyers, as shown below, is now regularly furnished with this machine.

Patent applied for.

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### No. 200 Blower

As to power, ease of running, strength of blast, and air delivered, our No. 200 Blower astonish the world. REPAIR PARTS SUPPLIED FREE OF CHARGE FOR A PERIOD OF FIVE YEARS FROM DATE OF SALE.

### No. 604 Steel Plate Forge

CANADIAN BUFFALO PORTABLE FORGE Nos. 604, 605, meet the requirements for a light forge of large capacity.

Light and graceful in design, they will stand the roughest handling without danger of cracking or other injury.

They are intended for general smithy use where a powerful blower and deep fire pan (4 inches) adapt them for a wide range of work. Send for catalogue.

### No. 150 AGRICULTURAL FORGE

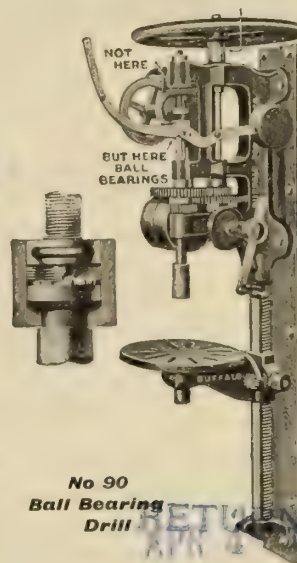
This forge is designed especially for the lighter class of all outdoor work, such as rivet heating, light repairing and farmers' use particularly. The operating principle is a most positive and simple device. The ratchet never slips and a strong blast is obtained with a slow lever motion. Nothing about it to get out of order. Very substantial and durable throughout. All parts are interchangeable.

### No. 625 RIVET FORGE

Gears, fan case, bowl, standard and legs are detachable, and may be assembled in two minutes. Can be carried about by one man. Simple gearing running in oil, in a dust-proof, fool-proof, weather-proof case, this forge requires a minimum of attention. A deep bowl (6 inch) and strong blast fit it especially for rivet heating. Made of heavy sheet steel, it is practically indestructible. For work on tanks, stand pipes, steel buildings, boilers, mines, railroads, etc., this forge is unsurpassed.

### "B" Volume Blower

A large range of sizes and forms adapts these fans to an extensive variety of uses. Send for catalogue.



### No. 90 Ball Bearing Drill

With lever feed, and tight and loose pulleys for Power connection. For description and dimensions of ALL KINDS OF DRILLS. Send for catalog e.

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No. 150 Agricultural Forge



No. 625 Rivet Forge

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CANADIAN BUFFALO FORGE CO., Limited  
MONTREAL, QUE.

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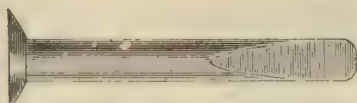
## Iron and Copper Rivets

OF EVERY DESCRIPTION

1-2 in. diameter and smaller



## Iron Burrs and Small Washers



## Countersunk Clout Nails

## WE MANUFACTURE

Norway Iron Rivets,  
Copper and Brass  
Rivets,

Iron and Copper  
Burrs,

Tubular Rivets,  
Bifurcated or slot-  
ted Rivets,

Wire Nails, Copper  
Boat Nails,

Escutcheon Pins, in  
Brass and Steel,

Carpenters' Braces

Felloe Plates and  
Washers,

Carriage Knobs,  
made from Steel.

AND OTHER HARDWARE  
SPECIALTIES

# THE PARMENTER & BULLOCH CO., LIMITED,

GANANOQUE, ONTARIO

BRANCHES

MONTREAL : 32 St. Dizier St., Phone No. Main 1023

TORONTO : 29 Melinda St., Phone No. Main 1483

# Works All the Time

Some ventilators will work only in a wind-storm.  
That spoils their effectiveness.

## Aeolian Ventilators

are so skilfully constructed and so nicely balanced that they  
are driven, not only by the slightest current of air, but by the  
difference in temperature, within and outside the building.



Montreal, June 1st, 1903.  
St. Peter's School.

Messrs. The J. W. HARRIS CO., LIMITED.  
Dear Sirs,

In answer to yours of the 3rd inst, in con-  
nection with your system of ventilation which  
you have placed in the 'Brothers' House, in the  
School, etc., I beg to state that we are getting  
the greatest satisfaction we may desire.

Bro. JORDANUS, Dir.

Lachine, June 5th, 1903.

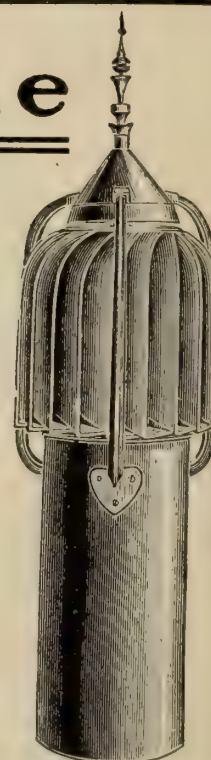
The J. W. HARRIS CO., LIMITED.  
Montreal.

Dear Sirs,

Your system of ventilation installed in our  
Convent has given us absolute satisfaction.

Yours respectfully,

Sister MARIE PACIFIQUE, Gen. Eco.  
Sisters of Ste. Anne.



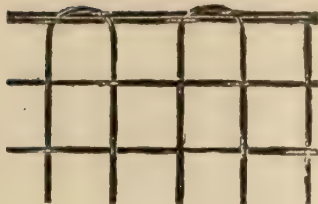
MANUFACTURED BY

# THE J. W. HARRIS CO., LIMITED

Contractors, - Montreal



# WIRE CLOTH



FOR

Sand Screens.  
Coal Screens.  
Cinder Sifters.  
Evaporators.  
Grain and Seed Cleaning Machinery.  
Milk Strainers.  
Galvanized and Re-galvanized Cloth.  
Wire Lathing.  
Window Protection.  
Malt Kiln Floors.  
Woolen Mills.  
Smoke Stacks.  
Mining Screens.  
And for all Purposes.

## The B. GREENING WIRE CO.

Limited

Hamilton, Ont.

Montreal, Que.

# FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. A GENUINE NEWHOUSE trap will hold the game and earn its extra cost several times in a season.



## Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

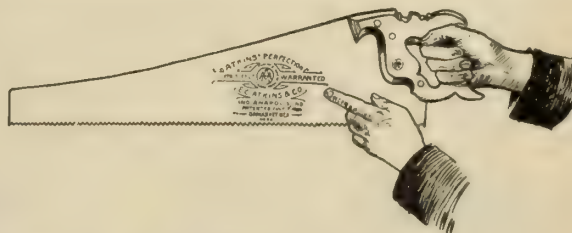
## ONEIDA COMMUNITY, Limited

Write for Catalogue

NIAGARA FALLS, Ont.

# There's the Saw

Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for



## ATKINS' HIGH GRADE SILVER STEEL SAWS

"Finest on Earth"

Write for Universal Time Book and Hand Saw Booklet.

## E. C. ATKINS & CO., Inc.,

Factories and  
Home Office:

Indianapolis, U.S.A.



The Largest and Best Equipped Factory of its kind in Canada.

## J. J. TURNER & SONS

WHOLESALE MANUFACTURERS

MANUFACTURERS OF

Tents, Awnings, Flags, Sails, Waterproof Goods, Camping Goods, Horse Blankets, Lap Rugs, Surcingle, Coal Bags, Nose Bags, and every description of camp goods.

Prompt Shipments—Write for Catalogue.

Canoes, Row Boats, Paddles and Oars.

Cor. of George, King and Water Sts., - **PETERBOROUGH, ONT., Canada**

Long Distance Telephone, Day or Night.

Decorations of all kinds Done to Order.



# ICE CREAM FREEZERS THAT SELL



SEND FOR  
1906  
FREEZER  
BOOK  
FREE



THEY ARE  
Well Advertised,  
In Demand,  
Easily Sold,  
Satisfactory in Use,  
Of known reputation



THEY EXCEL IN  
Easy Running,  
Quick Freezing,  
Economy,  
Convenience,  
Practical Results

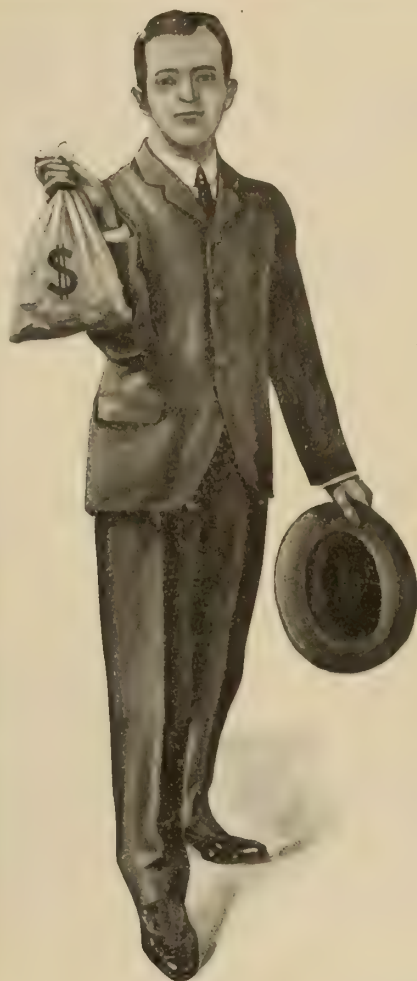


Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Beside lines illustrated above we make large sizes with fly wheels or pulleys, and Machine Freezers, Ice Breakers, Etc.

THEY ARE SOLD BY  
LEADING JOBBERS  
EVERYWHERE

**NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.**





## MR. DEALER:

THERE'S MONEY IN IT FOR YOU if you'll handle your stock of Sharpening Stones through the medium of

## Pike's Selling Assortment

**SPECIAL FEATURES:**—Goods conveniently arranged and attractively displayed. Selling prices marked on every piece. Every stone in every assortment guaranteed to give satisfaction to the users.

We are now offering the following assortments:

	Dealer's Price
OILSTONE NO. 1. . .	\$20.00
OILSTONE NO. 2, . .	12.00
OILSTONE NO. 3, . .	15.00
SCYTHESTONE BOX A, .	4.75
SCYTHESTONE BOX B, .	3.75
RAZOR HONE BOX 1, .	18.00
RAZOR HONE BOX 2, .	10.00

EACH ASSORTMENT SHIPPED  
IN AN INDIVIDUAL PACKING  
CASE

Booklet giving full information, sent  
upon request.

# Pike Mfg. Co.

PIKE, N. H.

Manufacturers of

Sharpening Stones,  
Corrundum Wheels,  
Emery Wheels.



1 Need  
iter

IE  
ES



money and  
no appreciable adva.  
From now on we must expect  
outflow of money from Eastern co.  
to move crops.

## TO THE CARPENTERS AND EDGE-TOOL USERS OF CONCORD

We want to say a word on the subject of oilstones. No detail of your kit is more important than your sharpening stone. And it is a good safe bet that you use only one kind of stone for all kinds of work. That ought not to be done. You wouldn't expect a rip-saw to do cross-cut work, would you? Of course not, so you have both a cross-cut and a rip-saw, too. And you don't use a coarse cross-cut saw to do fine joiner-work, do you? No, indeed, you use a finer saw. It is just so with oilstones. Every tool-user ought to have two or more oilstones in his kit. A soft (or medium) one for wide tools and quick work, and a hard one for narrow tools and fine work, and its a good plan too to have different shapes and sizes for different shaped tools. Ever notice how some tools take edge quickly and hold it? Its because the right kind of a stone was luckily used. We have just received one of Pike's New Oilstone Selling Cabinets. Come and look it over, and get one of the Oilstone Booklets that are distributed gratis. Every stone is guaranteed by the makers. You cannot lose by that. Come in and see them anyway.

A. H. BRITTON & CO.

**ADVERTISERS**  
For Extra Low Prices on your next advertisement  
write MORGAN'S ADVERTISING  
AGENCY, WOODSVILLE

A suggestion  
for your local  
advertising.  
It will bring  
results.

Lynn  
Apo,  
Emba.  
Science  
Will R

Although the  
verdict that Wi  
morning of apo  
taker has emb  
Norna Smith D  
fuses to believ  
dead. She rem  
body, alternati  
selections from  
book, "Pulpit a  
are quite sure t  
going forward  
the funeral.



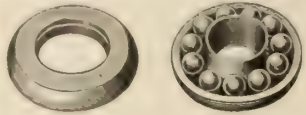


MANY OF THE BEST ARCHITECTS ARE SPECIFYING

# Stanley's Ball-Bearing Hinges

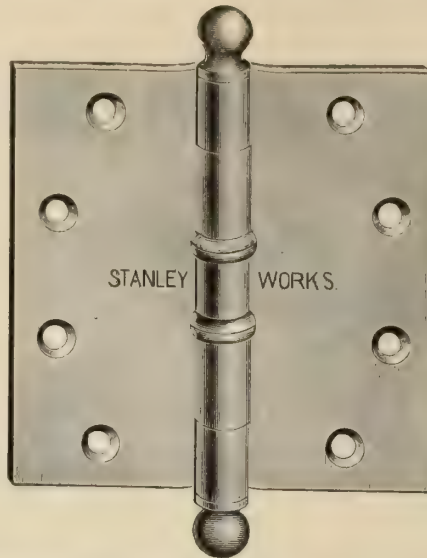
FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



**CUT OF WASHER**  
FULL SIZE

IT IS SO CONSTRUCTED  
THAT IT WILL NOT  
COME APART  
IN USE



**MADE IN  
WROUGHT  
BREEZE  
AND  
STEEL**

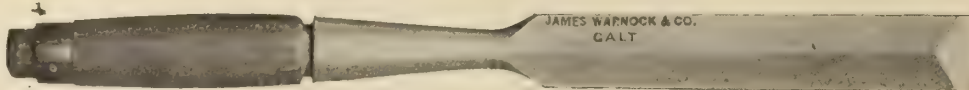
ARTISTIC BOOKLET ON APPLICATION.

**THE STANLEY WORKS, New Britain, Conn.**

FOR SALE BY LEADING JOBBERS.

# Warnock Tools

**BEST IN THE WORLD**



**The Jas. Warnock Co., Limited. Galt, Ont.**





## The BEST EQUIPPED FACTORY, The BEST ADVERTISED PRODUCT

We make a few articles, in large quantities, make them better than anyone else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

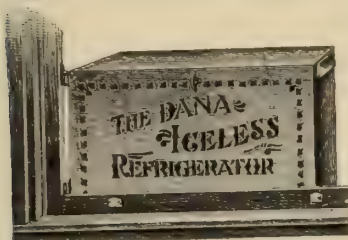
### Peerless Iceland Freezer

Our advertising—covering every bit of freezer-selling territory in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the housekeeper wants when she goes into your store.

### Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



### Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust-proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can **guarantee** delivery as promised. Everything about it is **modern**—selling organization and all.

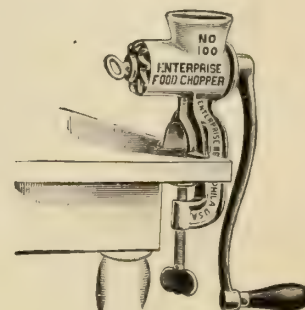
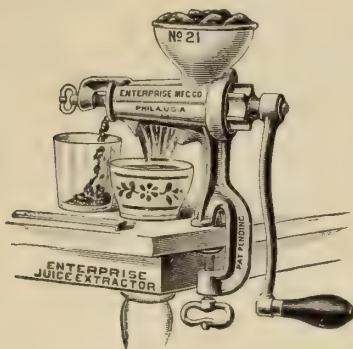
Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. Ask him.



10 WARREN STREET  
NEW YORK

**THE DANA MFG. CO., CINCINNATI**



## A WORD IN TIME

Plan and prepare **NOW** to get *your share* of the big sales that are going to be made in the next few months of

### "ENTERPRISE"

**MEAT JUICE EXTRACTORS, BONE MILLS, FOOD CHOPPERS, AND THE WHOLE LINE**

If you are short of advertising literature, electrotypes or catalogues, get in communication with our

Advertising Department today.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



# Canada Leads the World in the Manufacture of **HIGH-CLASS SAWS**



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured  
by

**SHURLY & DIETRICH,**

-

**GALT, Ontario**





Style "F"

## The Very Newest

Combination, Bow Lever and Side Pedal drive; operated from a sitting or standing position. Bicycle Ball Bearings. Very easy running. Barrel quickly detachable from frame.

## The Best Ever

Easiest running and highest grade Rotary Washer made.

Test proves best. Try it and profit. Nothing like it on the market.

Gears enclosed. Impossible for children to get their fingers caught.



THE "SNOWBALL"

**THESE ARE TRADE BRINGERS**

**W. L. HALDIMAND & SON,**  
MONTREAL,  
Eastern Agents

Made solely by

**THE DOWSWELL MANUFACTURING CO., Limited**  
HAMILTON, - ONTARIO



## Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

### WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

**The Banwell Hoxie Wire Fence Company, Ltd.**  
Dept. J, Hamilton, Ont.



## Always Remember These Features

Keep the following Points of Merit in mind regarding

## DILLON HINGE-STAY FENCE

- 1.—The Dillon has no locks to rust, break or come loose.
- 2.—The Dillon is the strongest wire fencing made in Canada, is easily erected and always looks well.
- 3.—The Dillon strand wires, whether heavy or light are all High Carbon Hard Spring Wire.
- 4.—The Dillon stays are of medium temper and are never broken by wrapping.
- 5.—The Dillon strands and stays are both extra well galvanized.
- 6.—The stays are hinged to prevent bending when the fence is weighed down, between the posts.
- 7.—The Dillon is less expensive than other wire fencing of similar weight.

You, of course, have the "Dillon" in stock.

**THE OWEN SOUND WIRE FENCE CO., Limited**  
OWEN SOUND, ONT.

Sold by (Messrs. Caverhill, Learmont & Co., Montreal.  
Messrs. Christie Bros. Co., Limited, Winnipeg.)



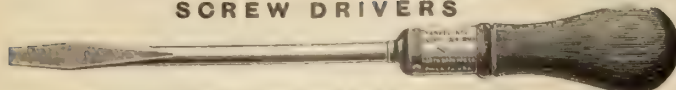
Other Tools are very  
Good Tools, but

# "YANKEE TOOLS"

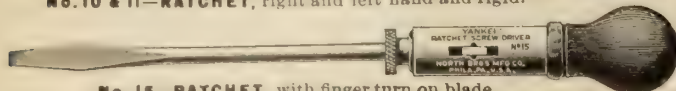
ARE  
BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS  
of the KIND.

## SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



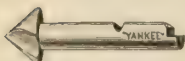
No. 15—RATCHET with finger turn on blade.



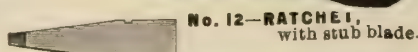
No. 30—SPIRAL RATCHET—right and left hand and rigid.  
No. 31— " " " " (heavy pattern)  
No. 20— " " " " right hand only.



Chuck and 8 Drill Points,  
for spiral ratchet  
screw driver.



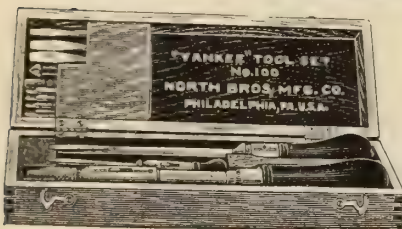
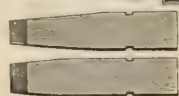
Countersink,  
for spiral ratchet  
screw driver.



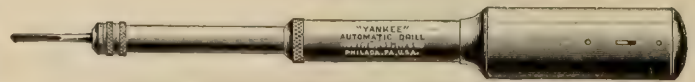
No. 12—RATCHET,  
with stub blade.



No. 60—POCKET  
SCREW DRIVER.



## DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

# NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

Canada is our Home Market—  
we cannot afford to sell in  
this country any goods  
but the best—

Canada is a dumping ground for  
foreign makers.

If you want Standard goods,  
specify when ordering.

# "DOMINION"

Cartridges and  
Shot Shells

# Dominion Cartridge Co.,

Limited

Manufacturers, Montreal





# FREE to DEALERS:

*"Bristol"*

Calendar for 1906 on condition that the coupon below is properly filled out and mailed to us **attached to your business letter-head.**

This fishing scene is beautifully colored and will be admired by all who see it in your office, store or home.

Send in your name at once before our supply is exhausted.

**THE HORTON MANUFACTURING COMPANY, - BRISTOL, CONN., U.S.A.**

Do you sell Fishing Tackle? \_\_\_\_\_

Do you handle *"Bristol"* Steel Fishing Rods? \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

(Cut this out, attach to your letter-head and mail to The Horton Mfg. Co., Bristol, Conn.)

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. **SEND FOR BOOKLET WITH TRADE PRICES.**

**PRICES:**  
Hollow Ground \$2.00  
Double Concave for Extra Heavy Beards \$2.50  
Pair in Leather Case \$4.50  
Carbo-Magnetic Strop \$1.00



**NO NEW BLADES      NO ANNUAL TAX  
FIRST PURCHASE PRICE THE ONLY EXPENSE**

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our booklet, "Hints on Shaving," **Free**, and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

**Firm of A. L. SILBERSTEIN, 459 Broadway, New York**

## GODFREY S. PELTON

*Representing the Following Manufacturers:*

**Robert Hartkopf, SOLINGEN, GERMANY**  
Pocket Knives, Scissors and Razors

**Wm. Thos. Staniforth, Sheffield, Eng.**  
Pocket and Table Cutlery

**Richard Johnson & Nephew,**  
MANCHESTER, ENGLAND

Telegraph, Spring, Barbed and  
Plain Wires

**A. Shaw & Son, LONDON, ENGLAND**  
Glaziers' Diamonds

**"Victor" Razor Strops, MONTREAL**

OFFICE AND SAMPLE ROOM:

**388 St. Paul St., MONTREAL**



# The Finest in Refrigerators



Highest possible finish.

Thorough construction on the best principles.

Every known improvement.

Galvanized, Iron or White Enamelled Linings.

Real Brass, Locks and Hinges.

Wire Shelves, Automatic Drip Traps.

**PERFECT INSULATION GUARANTEED**

Eleven different styles and sizes. All in stock  
ready for immediate shipment.

LET US HAVE YOUR ORDERS AND INQUIRIES EARLY

## THE JAMES SMART MFG. CO., Limited

Brockville, Ont.

Winnipeg, Man.

## ECLIPSE HARNESS AND SADDLE RACK

*Price, \$1.50 each*

**Made of Steel and Enamelled.  
Perforated for Ventilation.  
Keeps Saddle in Good Shape.**

No stable complete without our Eclipse  
Harness and Saddle Racks.

Adopted by the Dominion Government  
for all Armouries and Riding Schools.

Manufactured by

### THE ECLIPSE MANUFACTURING CO. LIMITED

72 Albert St.,

OTTAWA, CANADA





# TREASURE STEEL RANGES

HERE IS THE GREATEST RANGE VALUE EVER OFFERED TO  
CANADIAN STOVE DEALERS.  
DON'T WORRY ABOUT THE RANGE YOUR OPPOSITION IS HAND-  
LING—GET PARTICULARS ON THIS LINE AS WELL AS ON  
OUR OTHER LINES.  
THEY ARE PROFIT-MAKERS. EASY SELLERS. NO COMPLAINTS.

A Handsome  
Up-to-date  
Steel  
Range  
With  
Draw  
Out  
Duplex  
Grates  
And  
A Front  
Top  
Section  
That  
Raises  
For  
Broiling  
Toasting  
Or  
Fixing  
The  
Fire

TREASURES  
ALWAYS  
PLEASE

RETURNED

MAR 29 1906

*G. Curran*  
*cut back 4 F*  
*page 15*  
*W.S.C.*

Is there a  
**TREASURE**  
Dealer  
In your  
Town?  
If not,  
It's Up-to-you  
Write  
For  
Further  
Particulars

## The D. Moore Company, Limited

NORTH WEST DISTRIBUTORS:  
MERRICK, ANDERSON & CO.,  
WINNIPEG, MAN.

HAMILTON, ONT.

BRITISH COLUMBIA DISTRIBUTOR:  
JOHN BURNS,  
VANCOUVER, B.C.



# "THE EASY LINE TO SELL"

You like to sell

**Good Stoves and Ranges**

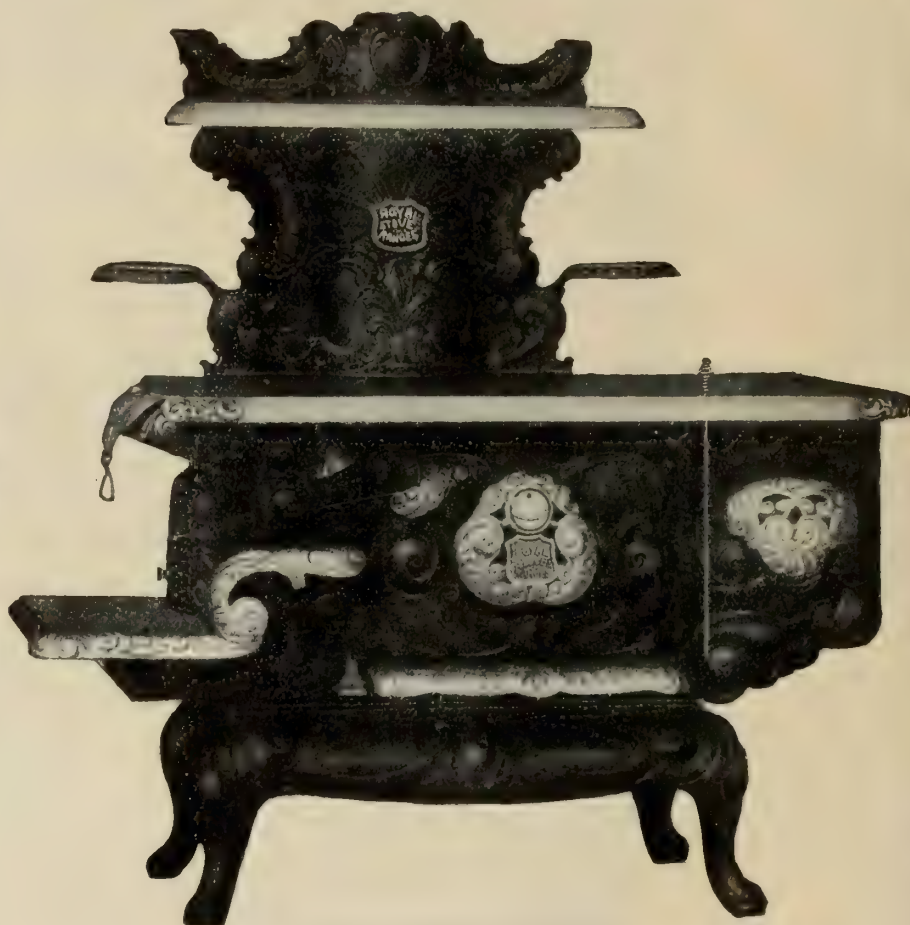
You should have

**Big Profits**

It is a winning combination.

In no range construction ever offered the trade does the above blend quite so satisfactorily as in the

## Royal Stoves and Ranges



ROYAL CORONA RANGE

We have said they are

**GOOD SELLERS  
PROFIT MAKERS  
TRADE WINNERS**

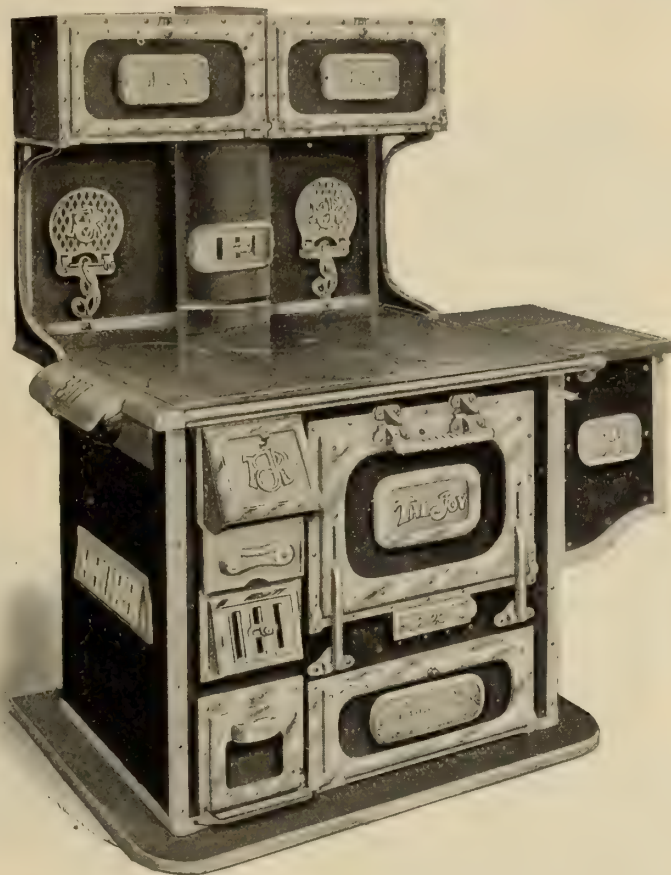
It is true. We have the proof. If interested in a Range or Stove of **HIGH QUALITY** at a **RIGHT PRICE**, order a sample **NOW**, and double your Fall sales. If not entirely satisfactory return at our expense.

**CANADA STOVE WORKS**  
**HARRISTON** **ONTARIO**



# ***THE JOY RANGE***

**MALLEABLE AND STEEL**



**T**HE only Malleable and Steel Range made in Canada and sold exclusively through the retail trade. No jobber, department store, catalogue house or consumer can buy this range from us. It is yours, Dealer. Consider that fact, it is worth dollars to you.

**GET IN TOUCH WITH US**

***JOY MANUFACTURING CO.***

**32 HUMBERSIDE AVE. (formerly William Ave.) TORONTO, CANADA**



# PENINSULAR STOVES and RANGES

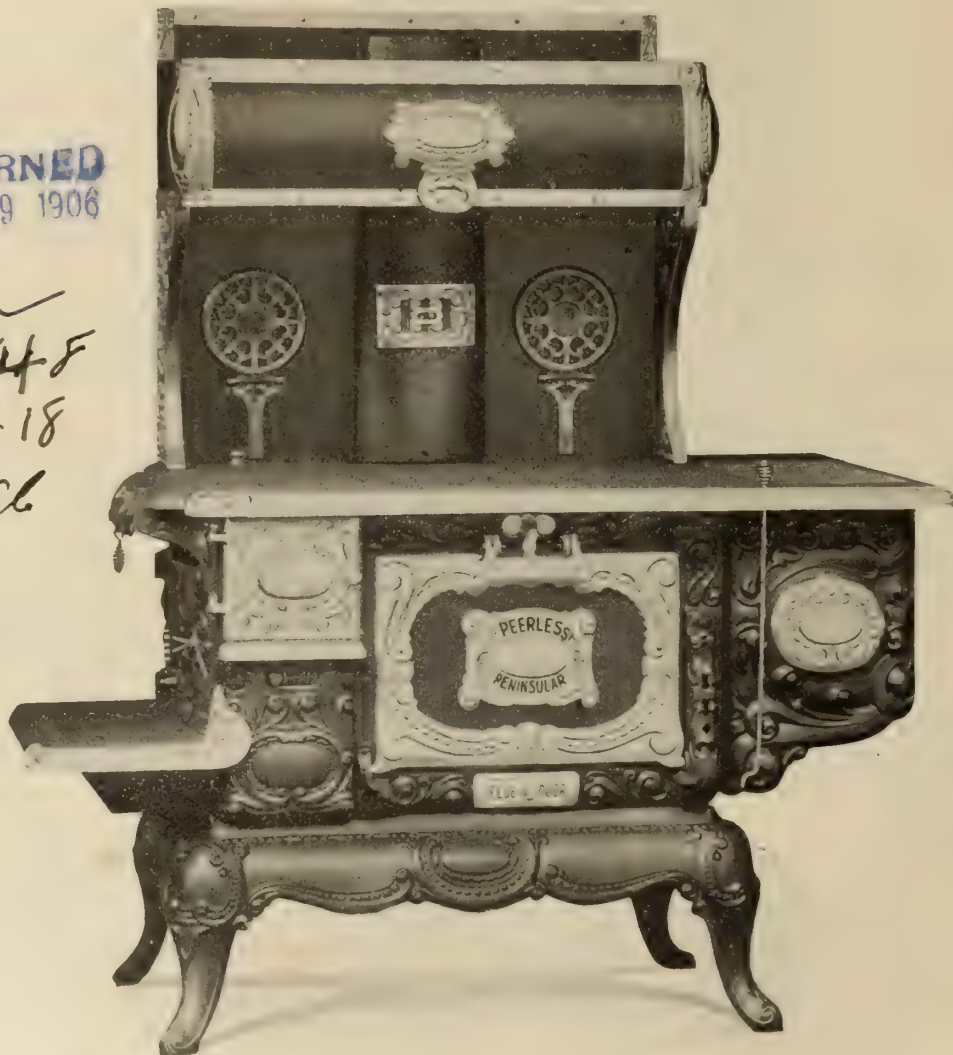
In about two weeks' time

## Peerless Peninsular

WILL BE READY

RETURNED  
MAR 29 1906

*To Chas  
Cus Brockst &  
page 18  
W.S.L.*



Made in two sizes with 18 or 20" ovens.

Burns either coal or wood.

SEND FOR FULL PARTICULARS

### CLARE BROS. & CO., Limited

PRESTON, Ontario

Winnipeg Branch  
CLARE & BROCKEST

Vancouver Branch  
CUNNINGHAM & WORTH



# Some Dealers Can Handle Both These Ranges

## EVERY DEALER

(Every **LIVE** Dealer That Means)

### Can Handle **One** of Them—and **Profit**

#### IMPERIAL OXFORD

The Imperial Oxford sells for more money because it is far and away **WORTH** more money—

And its higher price means bigger profit for **YOU**.

The Imperial Oxford sells **EASIEST**.

Put it beside the best "pretty good" range on your floor, stand off and look at the two, then come close and compare the two.

See the draw-out oven rack of the Imperial Oxford,—imagine how a woman will like that and how she **WON'T** like a range that hasn't got it.

CONSIDER the easy way the whole fire grate comes out with two little pulls and the moving of one plate,—think how big and visible a point **THAT** is—

Study out how the diffusive oven flue of the Imperial Oxford turns cold air into hot oven heat—without anybody tending to it.

See **WHY** that very idea makes the Imperial Oxford oven **PERFECT**—no hotter at top than at bottom, no colder in the far corner than up by the fire-box—

See why it certainly does do good baking—you'll see why if you look,—or we'll show you without your looking.

TALKING points that **SELL**—SELLING points that **TALK**—the whole range is full of them.

That's why an Imperial Oxford will sell quicker and for more money.

If you doubt it, ask us what we can do to prove it to you.

Ask **NOW**—if your trade will buy a really **GOOD** cast-iron range—built to sell and sure to satisfy.

Ask **NOW**.

#### OXFORD CHANCELLOR

If there is any reason why anybody should buy any other steel range than the Oxford Chancellor—we don't know that reason.

The Oxford Chancellor is built better than any steel range we ever saw—and we have seen every one there is.

Most range makers economize on their rivets when they build a steel range.

That economy costs the consumer more than a little—but it costs the dealer his reputation.

We do build this range **JUST AS WELL AS WE KNOW HOW**—and we **KNOW** how—and we take pains with it in the building that other manufacturers think foolish.

The body of the Oxford Chancellor is fashioned from the best grade cold rolled steel—that costs more than most steel that goes into ranges.

We use about twice as many rivets as some makers think necessary—that costs more, but it is worth more, not only to the woman who buys the range, but to the man who sells it.

We have put every improvement that is sensible on the Oxford Chancellor—and we have not left a thing undone to make it a range that will not only sell anywhere—but sell with half the pushing that other ranges need.—

And not only that, but we have built this range to **SATISFY**—as well as to sell.

**The  
Gurney  
Foundry  
Co., Limited**

**Toronto  
Winnipeg  
Vancouver**

**W**E also manufacture Cast Iron Stoves and Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies,

**The GURNEY STANDARD METAL CO., Limited, Calgary, Alta.**

**The GURNEY-MASSEY CO., Limited, Montreal, Que.**



# Perfect Idea Ranges

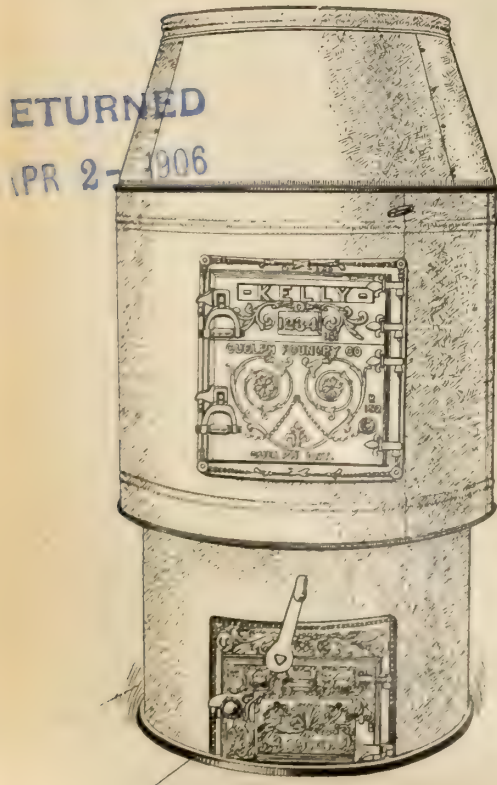
**BURN WOOD  
COAL, GAS**

The most highly finished and perfect working ranges made

WE are happy to announce that although the past season has been mild and somewhat dull, every dealer handling PERFECT IDEA RANGES has found sales for his stock. Not a single dealer in Canada will be forced to carry over a stock of Perfect Idea Ranges.

Push a line of ranges that sell quickly, stay sold, and bring trade to your store.

Detachable Nickels  
Double Draft Duplex Grates  
Extension Fire Box  
Cemented Oven Top  
Large Ash Pan  
Perfectly Ventilated Oven  
Reliable Oven Thermometer  
Crate Bars Easily Removed  
Can be Fitted with Gas Attachment



## THE KELLY WARM AIR FURNACE

Simple, Durable,  
Economical

**BURNS COAL  
OR WOOD**

We supply water heater for combination work.

## Guelph Stove Co., Limited

MANUFACTURERS

AGENTS:

Canada Stove & Furniture Co., Montreal  
O. Vickery, Toronto  
F. S. Hallam & Co., Winnipeg  
McDonald, Simpson Co., Calgary

**GUELPH**



March 24, 1906

HARDWARE AND METAL

# COLONIAL RANGE

Registered  
March, 1906

RETURNED  
APR 12 1906

To *Beaman*  
Left the Page  
Number  
out Book it's  
page 19  
W.S.H.



OUR 1906 customers are enthusiastic in declaring this range the handsomest, most attractive and best selling range on the market. In it is embodied every essential feature known to modern range construction. The ornamentation is simple, which, together with the highly finished loose nickel parts, produces a combination that must appeal to every housekeeper. Truly it is the dealer's trade winner.

**WHY AREN'T YOU IN THE SWIM FOR 1906**

and have

**The Handsomest and Latest Improved Range on the market.**

Nickel can all be removed instantly for cleaning. No bolts used. Change from coal to wood in a minute. Large roomy oven takes four 10-inch pie tins. Satisfaction guaranteed.

Our New Catalogue will tell you more. Send for one.

RETURNED  
APR 10 1906



## THE IMPERIAL OAK

**For hard or soft Coal or Wood. Single or double heater. A new and most artistic design. A perfect smoke and gas consumer.**

This is a Brand New Stove. Its ornamentation is of the very latest design. The style of the Nickel Trimmings is very attractive and the stove is up-to-date in every respect. The Stove sits on a Base—a very desirable feature.

The Gas Ring on Top of Firepot furnishes air to the surface of the fire, ensuring perfect combustion of all the gases. This is a new feature.

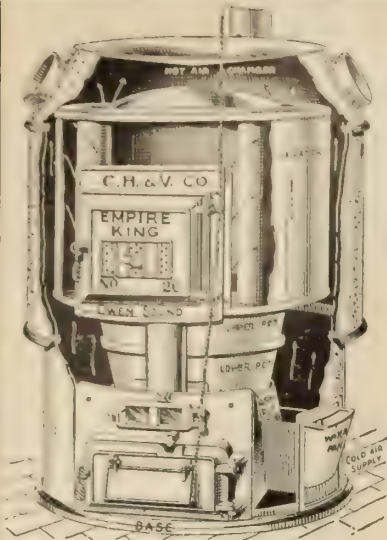
The Cast Iron Linings, resting on firepot, protect the jacket from extreme heat. Perfect control. No trouble to keep fire. Economical in fuel.

Satisfaction guaranteed. Sizes: Firepot 14, 16, 18 inches.

Write for Catalogue and Prices  
and secure agency

**The PERCIVAL PLOW & STOVE CO.**  
**MERRICKVILLE, ONT.**





**EMPIRE KING FURNACE**  
**EMPIRE QUEEN RANGE**

**THE EMPIRE KING FURNACE** recommends itself to dealers who want to sell a fairly-priced, quality-proven furnace. The "Empire King" is easy to set up, easy to operate, and is easy on fuel. It burns hard or soft coal, coke or wood—a strong selling point in its favor. A feature to be found solely in *The Empire King Furnace* is the cast-iron fire-guards, which fit around the interior of the radiator at the bottom (just above the fire-pot) and prevent the burning out of the steel. *Don't be satisfied until you get our prices.*

If you are having any difficulty selling ranges, it is time you made a change. The following reasons are advanced why dealers should order **THE EMPIRE QUEEN RANGE** :

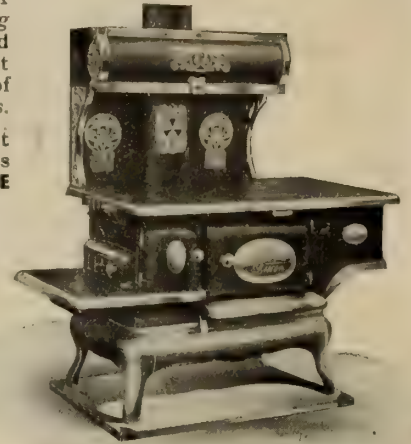
***It is a Perfect Baker and Heater  
It is Easy to Clean  
It is Handsome in Appearance  
It has No Unessentials  
It is a Money-Maker***

JUST READ WHAT

PAULIN & RUTHERFORD, SIMCOE, SAY:

"We find it ["Empire Queen"] a remarkably easy range to sell, as we have no trouble proving to a buyer that stove for stove and price for price he is getting better value for his money than he would get from purchasing any other range sold in Canada."

**Read that over twice. Then write for "Empire King" and "Empire Queen". Booklets.**



***The Canadian Heating & Ventilating Co., Limited***  
**OWEN SOUND, ONT.**

**The Christie Bros. Co., Limited,**  
238 King St., WINNIPEG, Man., Western Agents.

**The Canada Stove and Furniture Co.,**  
126 West Craig St., MONTREAL, Que., Agents for the Province of Quebec,

# A Timely Question

How can I make my business more profitable? That's the question we are all asking ourselves just now. We think we can help some dealers to a right solution.

If we can furnish a BETTER LINE, EASIER to SELL and FULLY GUARANTEED ; one that more nearly meets



RETURNED  
APR 19 1906

YOUR local conditions; and at **Right Prices**; then you can increase your sales and avoid some of your troubles. Look into the

"Huron

line of Stoves, Ranges  
and Furnaces and  
see if we can't go  
together.



RETURNED  
APR 19 1906

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 V. L. R. Comand  
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 U.S.

# The Western Foundry Co., Limited

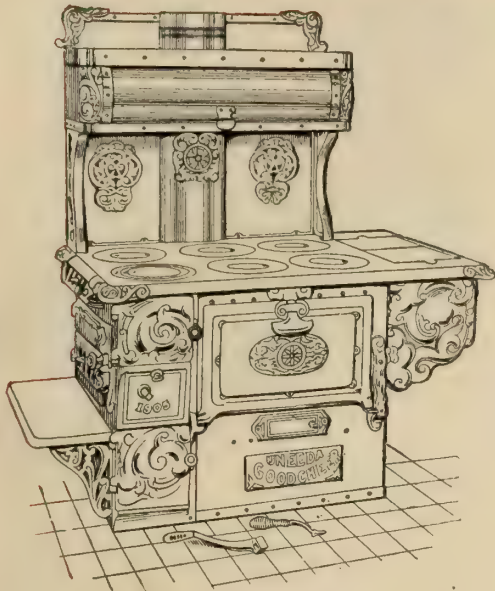
## Wingham, Ont.

Eastern representative, JAMES T. COLLINS, Esq., Sherbrooke, Quebec.  
Western representative, W. S. BROOK, Esq., Telfer Building, Winnipeg, Man.



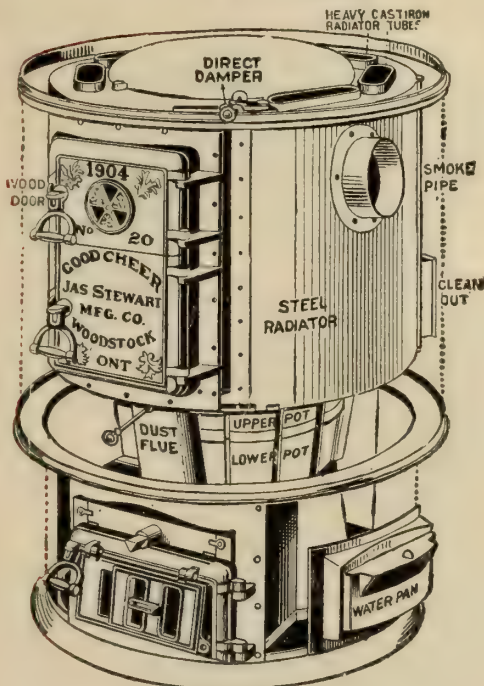
# "GOOD CHEER"

## Stoves, Ranges and Furnaces



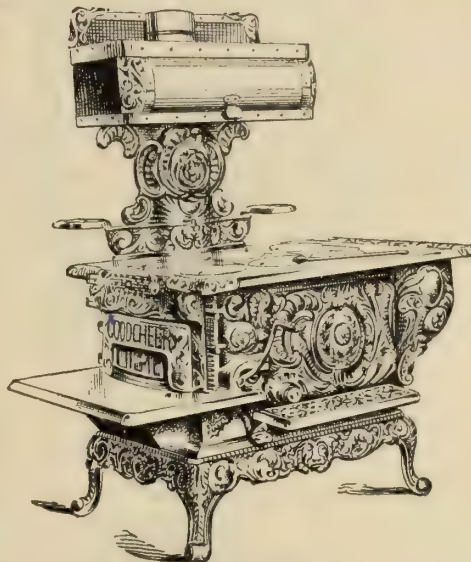
**"UNEEDA" STEEL RANGE**

4 Hole, 18x21x12 Oven  
6 " 20x21x12 "



**"GOOD CHEER" FURNACE**

16 in. Firepot, 11,000 Capacity  
20 " " 20,000 "  
24 " " 35,000 "



**KITCHEN QUEEN**

4 Hole, 20x20x13 Oven  
6 " 20x20x13 "

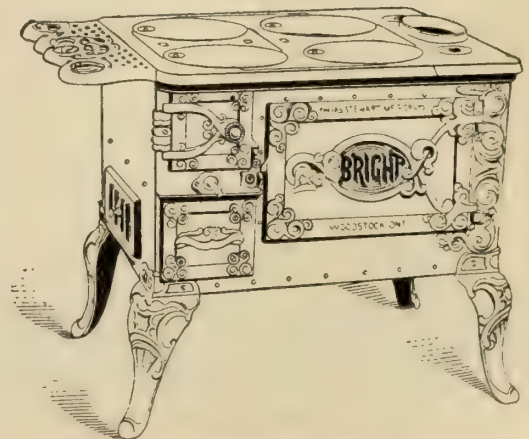
Why not handle a  
**Complete Line**  
such as we have  
to offer in

**CAST RANGES  
STEEL RANGES  
STEEL COOKS  
COAL COOKS  
WOOD COOKS  
BASE BURNERS  
OAKS  
HOT BLASTS  
TODD HEATERS  
FURNACES**

We are also  
manufacturers of

**DUNN'S  
Hollow Concrete  
Block Machine**

If you handle Cement it  
will pay you to have one of  
these machines to rent to  
your customers.



**"BRIGHT" STEEL COOK**

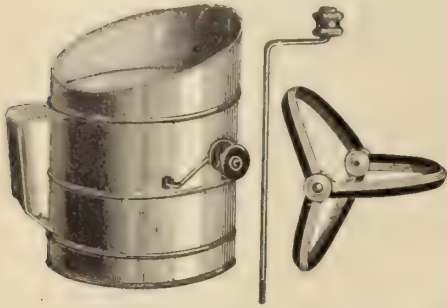
No. 8—Oven 14x19x10  
" 9— " 16x19x10

**The James Stewart Mfg. Co., Limited**  
**WOODSTOCK, ONT. WINNIPEG, MAN.**



# E. T. WRIGHT & CO. HAMILTON, Canada

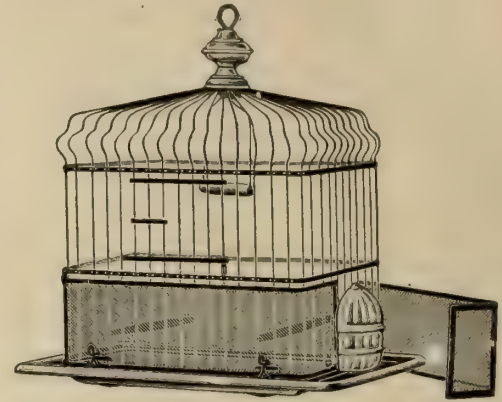
*Manufacturers of Lanterns, Tinware, Bird Cages, Eavetrough and Conductor Pipe, Patent Stove Pipes and Elbows*



Since the "VICTOR" SIFTER was placed on the market, other Sifters have been produced, but none to equal the "VICTOR." It stands alone unequalled. Send for sample.



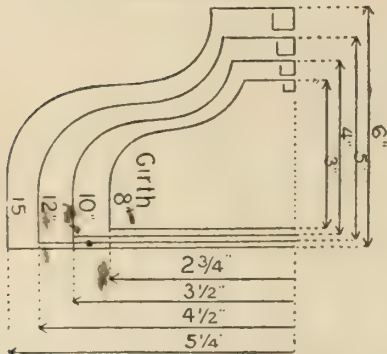
The above cut shows our IMPROVED COLD BLAST LANTERN with side lift. We also make the COLD BLAST with bottom lift. Plain and japanned.



A complete assortment of CAGES always in stock. All sizes, styles and prices. Brass and Japanned, With or without guards. Discount on application.

## O. G. EAVETROUGH

(Square Bead)



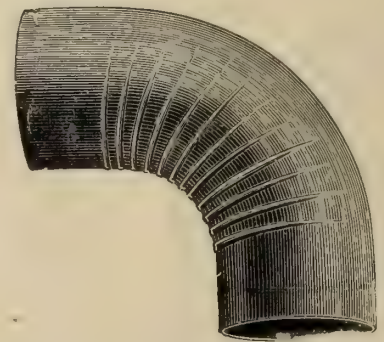
We supply the above in Round or Half-Round, 10 foot lengths. Write for prices.

## BALLOON FLY TRAPS



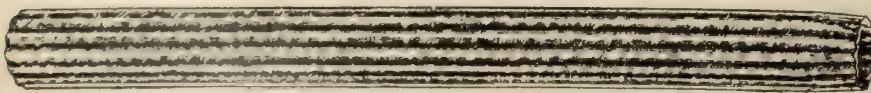
Cleanest and surest mode of catching flies. Packed one dozen in case.

## COOPER'S IMPROVED PATENT ONE-PIECE STOVE-PIPE ELBOWS

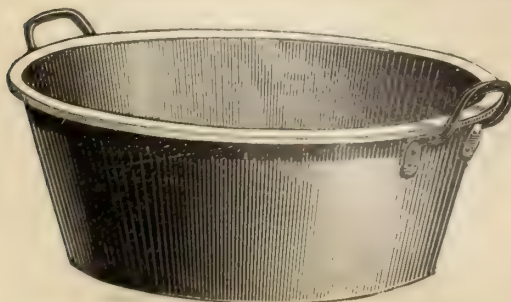


The flat crimp prevents the possibility of dust and dirt accumulating on the elbow. Heaviest and best on the market. Did you ever handle them?

## GALVANIZED CONDUCTOR PIPE



Corrugated or Round, 28 gauge, 10 ft. lengths. Write for prices.



All lines of Stamped, Pieced and Japanned Tinware.

## A FULL SUPPLY OF TINSMITHS' TOOLS

## STOVE PIPE SCHEIP'S PATENT NESTED 25 lengths in crate.



This is the only perfect working Knock-Down Pipe made. Will not telescope.





**KELSEY CORRUGATED  
WARM AIR  
GENERATORS**

(PATENTED)

MADE IN SIX SIZES

**Heating Capacities:**

From 5,000 to 100,000 Cubic Feet.

ALWAYS THE BEST

**Now Better Than Ever**

EASY TO SELL

**And Stay Sold**

# THE KELSEY

has 61 square feet of heating surface to one square foot of grate surface, the ordinary hot air furnace will average 30 to 1.

**THE KELSEY** has nearly three times as much warm air circulating capacity as hot air furnaces.

**THE KELSEY** weighs more than twice as much as the regular hot air furnace.

**KELSEY CONSTRUCTION** therefore guarantees the greatest possible efficiency, economy and durability.

**THE KELSEY** is not an experiment, sixteen years practical use has demonstrated they will do all, and more than has been claimed for them.

**THE KELSEY AGENCY** assures to the dealer something entirely different from all competitors and out of the "How Cheap" class.

**THE KELSEY CAMPAIGN** for 1906 should not be delayed.

**OUR "KELSEY SPECIALISTS"** will lend assistance to our agents, in interesting any intending purchasers; estimating for PROPERLY and ECONOMICALLY warming Schools, Churches or other Public Buildings and closing of contracts.

**"There's only one Warm Air Generator"**

EXCLUSIVE AGENTS WANTED IN ALL UNREPRESENTED DISTRICTS

*Sole Makers for Canada:*

**The James Smart Mfg. Co., Limited**

BROCKVILLE, ONT.

WESTERN BRANCH, - WINNIPEG, MAN.



"Shoemaker stick to your last."

**"Keeping everlastingly at it"** has enabled us to produce this Remarkable Range and sell it at an extremely attractive price.

**Sheet Flue, Six Holes, Smooth Castings, Good Weight. It is First-class Throughout.**

**Mr. Dealer, you can retail the 20x20 oven size of this Range square with High Shelf for \$28.00 and have a fair profit on it.**

**To stir up your spring trade the Pan Favorite is the Range to have on your floor and you will find it to your interest to order a sample at once. While we sell this Range cheap, you can rely on it that it is well made, well finished, and guarantee it to be perfect in operation.**

**Findlay Bros. Co.**

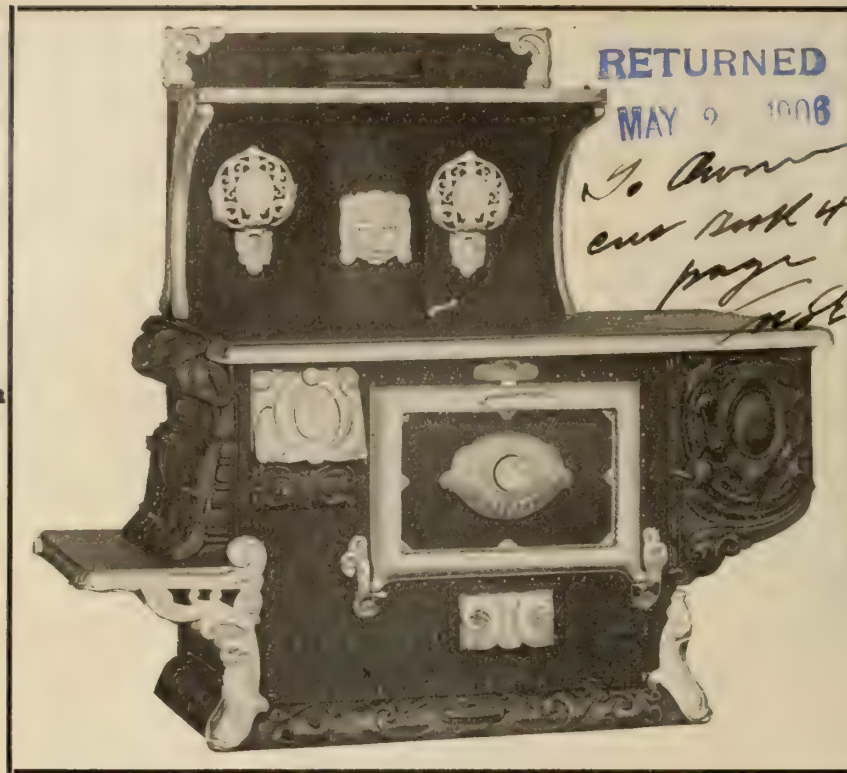
LIMITED

Carleton Place, Ont.

Makers of the smoothest and best mounted Stoves and Ranges in Canada.

A customer in the store is worth a crowd in the street.  
Popular Prices bring them in.





Good dealers everywhere are pleased with the merits and high grade construction of

## WALKER STOVES AND RANGES

and users have been so well pleased and satisfied that we have simply and actually been compelled to adopt as our trade mark, the phrase,

### SUCCESSFUL EVERYWHERE

We have worked out a system of sales assistance which not only sells our goods for the dealer, but actually adds to his trade in other lines, so that our line may be said to pay

### COMPOUND PROFITS

We aim to be just as anxious and just as desirous to have the dealer dispose of our goods as we are to sell them to him. Our method of protecting the dealer's interest is fully explained in our circulars.

For the coming season we have several new lines. All are good and they include several exclusive

### NEW AND PATENTED FEATURES

We have openings for good dealers in unoccupied territory. Drop us a card for catalogue and prices.

**WALKER STEEL RANGE CO., Limited**  
**GRIMSBY, ONTARIO**



# JOHN MILLEN & SONS

See us at the INTERNATIONAL MOTOR EXHIBITION, Toronto,  
March 31st to April 7th

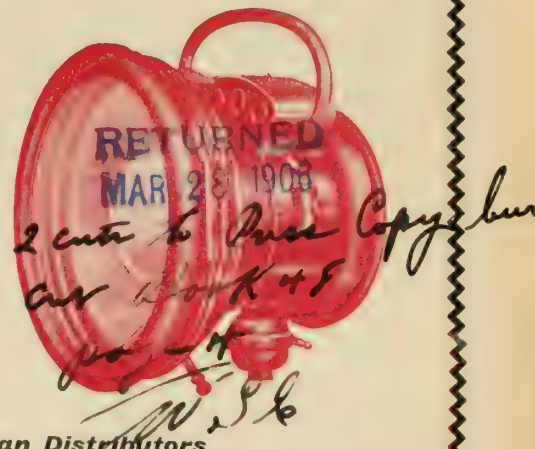
## KEYS

We believe that we are now carrying the largest and most complete assortment of Keys in Canada, and lead in price as well as variety.

SEND FOR  
SPECIAL KEY  
CATALOGUES

**Sole Importers:**

FRENCH. ALPHA LAMPS  
R. F. HORNS  
R. F. AMMETERS  
R. F. VOLT METERS



Canadian Distributors

## Solar Lamps



Columbia Batteries  
Dayton Dynamos  
Kingston Carburettors  
Kingston Coils

Send Postal request for 1905 Catalogue, largest we have ever issued, about 300 pages, describing

**Bicycles, Sundries,  
Tires, Tools, Auto  
Supplies, Sporting  
Goods.**



RETURNED  
Feb 28/06  
to Montreal  
Office  
Cut Deck N  
61  
42  
J. S. B.

# JOHN MILLEN & SONS

MONTREAL = and = TORONTO



# Satisfy Your Customers

BY HANDLING

**Davidson's  
Enamelled Ware**

Our Brands :

"COLONIAL"  
"PREMIER"  
"VICTORIA"

**ATTRACTIVE**

IN COLOR

**SMOOTH**

IN FINISH

**CLEAN**

AS CHINA

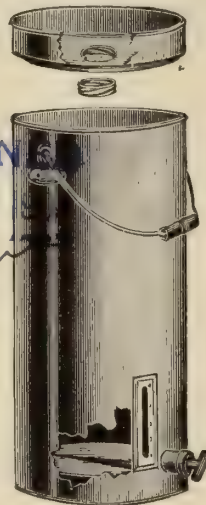
"White" and "Star" Decorated Ware

We supply every need for the

**Dairy  
Kitchen  
OR  
Tinshop**

RETURN  
JUN 14

*1/2 Quarts  
Cut Book 51  
page 47  
add*



IN

**Tinware, Sheet Iron  
and Steel Ware  
Galvanized Ware  
Copper Ware  
Etc., Etc.**



**ICE CREAM  
FREEZERS**

THE

**"American Twin"**

Two in one—freezing two  
flavors at the same time.

**"Lightning"**

Ice Cream Freezers

In all sizes, from 1 to 20 quarts



**Standard  
Wickless  
Blue Flame  
Oil and  
Gasoline  
STOVES**

In all sizes, from One Burner to Cabinet Range.

(Catalogue showing full line on application)

**THE THOS. DAVIDSON MFG. CO., Limited**  
**MONTREAL AND WINNIPEG**



# TINNERS



(steel reinforced) has no equal for

PAINTING  
EAVETROUGHING  
GENERAL USE

Can be extended to any length, is easily handled and absolutely safe.

THE  
WAGGONER  
LADDER  
COMPANY  
LIMITED  
LONDON · ONT

now is  
the time  
to get  
your ap-  
pliances  
ready for  
**SPRING**

It is  
bound to  
be a busy  
year.

**E. H. BRIGGS & CO.,** Winnipeg, are our Western  
Representatives.

RETURNED

APR 18 1906

*To Order  
see Book 49  
page 18*



## "TELEPHONE CITY"

PATENT  
AIR-TIGHT  
TOP-DRAFT

## STOVES

For Coal and  
Wood.

Single and  
Double Heaters.

Two Series  
Five Sizes.

J. B. TURNER'S  
PATENT  
No. 79,787

SIXTY SERIES FOR COAL.

Made only by

**TELEPHONE CITY STOVES, Limited**

Catalogue and prices for the asking.

**BRANTFORD, Canada**

## WE ARE PREPARED

to give estimates on all kinds of **LIGHT AND HEAVY GREY IRON CASTINGS**. If your foundryman has not been giving you what you want, you had better communicate with us.

In the Plating line we can attend to your needs in **BRASS, COPPER, OXIDIZED COPPER** and **NICKEL PLATING**.

LET US HEAR FROM YOU

**WHITTAKER STOVE WORKS, Windsor, Ont.**

**Best on the Market**

That the

## METALLIC ASH-SIFTER

is the best sifter on the market no one with any knowledge of sifter value will begin to deny.

The Patent Double Look Fold is the dividing line between the "Metallic" and all other sifters. This fold being on four sides, gives four thicknesses at the bottom of all sides.

Sell Metallic Ash-Sifters and build up a reliable trade.—Our circular explains all.

**C. M. CUTTS & CO.**

Sole Makers,

TORONTO JUNCTION, ONT.

## Sterne's Guarantee

IF ANY STOVE DEALER RECEIVES

**Sterne's Asbestos Furnace Cement** or

**Sterne's Asbestos Plastic Stove Lining**

and is not satisfied with it or if he does not find it exactly as represented, or if he has any reason for returning it, or if he returns it without any reason within Thirty Days he may have his money back by return mail without any talk.

**G. F. STERNE & SON, MANUFACTURERS, BRANTFORD, ONT.**





# THE B. GREENING WIRE CO.,

LIMITED

Office and Works:  
HAMILTON, ONT.



Eastern Depot:

442 St. Paul Street,  
MONTREAL.

ESTABLISHED 1859.

A Few . . .  
Seasonable  
Lines :

**WIRE** Steel, Plain and Galvanized. For hay baling, fencing, coppered spring, coppered soft, tinned mattress and broom, galvanized hard coiled fence wire.

## GALVANIZED NETTING

for all purposes. All meshes, widths and strengths in stock.

## PAINTED SCREEN WIRE CLOTH

All widths, 18 to 48-in., kept in stock.

**WIRE CLOTH** Copper, Brass, Steel and Galvanized. All meshes and strengths, for all purposes

**TRACE CHAINS** Improved quality.

## Brown's Patent Steel Wire Chains

Coil, tie-out, halter and dog chains, etc. Special chains made to order.

## Greening's Patent Cattle Chains

and stall fixtures. Samples now ready for Fall trade.

**WIRE ROPE** Standard and Lang's Lay. For derrick use, passenger and freight elevators, mining tramways and other purposes.

## Coppered Steel Furniture Springs

All standard sizes kept in stock.

## STEEL WIRE DOOR MATS

Most sanitary and durable mat on the market. Made either plain or lettered.

## PERFORATED SHEET METALS

Zinc, Copper, Brass, Steel, Galvanized Iron. For all purposes.

## FOUNDRY SUPPLIES

Riddles, Steel Brushes, Bellows, Shovels, etc.

## BEE ZINC

In sheets 36 x 96-in.

## STAPLES

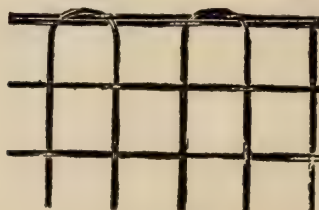
Galvanized Fence and Poultry Netting — Bed and Blind — Electrical etc., etc.



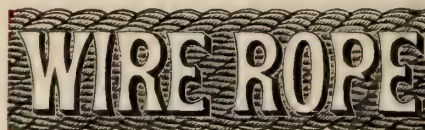
Galvanized Netting.



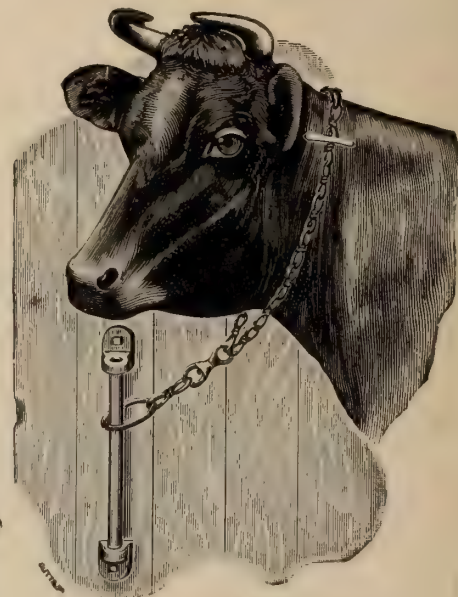
Chains—Brown's Patent.



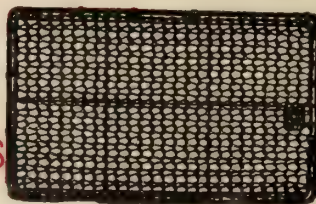
Wire Cloth



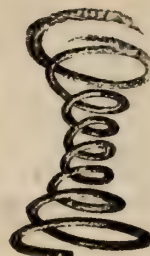
Wire Rope



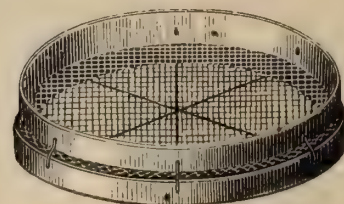
Cattle Chains



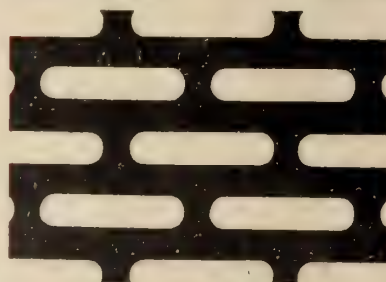
Wire Door Mats



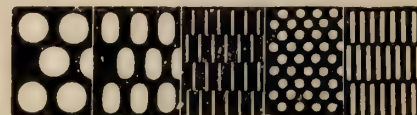
Sofa Springs



Foundry Supplies



Bee Zinc.



Perforated Metals.

Our 1906 Catalogue has been mailed to all the trade. If you have not yet received a copy we shall be pleased to forward one on application.



# OUR CONDENSED ADVERTISEMENTS ARE READ

(1) **By the manufacturers and wholesalers.** A few weeks ago three large firms, The Canadian Aluminum Works, Chambly, Canton, Que.; The Amherst Foundry Co., Amherst, N.S., and The Kingston Plumbing Co., Kingston, Jamaica, wrote for further information in connection with a small condensed advertisement of four lines, which cost 45 cents per insertion.

(2) **By the retail merchants.** The testimonial letters given voluntarily by firms who have inserted a condensed advertisement in *HARDWARE AND METAL*, and who have obtained what they were looking for.

(3) **By clerks.** A number of clerks have secured good positions through placing a small advertisement in our paper. There is no class of the trade who read our paper more thoroughly than the hardware clerks.

From Halifax to Vancouver, manufacturers, wholesalers, retail merchants and clerks read our paper carefully each week. Some of them will be interested in your wants. Think of it! In three minutes you can write an advertisement which will be read within a week by men in every province in Canada.

## THE PRICE IS LOW

Two cents per word for the first insertion and one cent per word for subsequent issues. Thus any one of the following advertisements could be inserted once for 35 cents, three times for 70 cents.

### SITUATIONS VACANT

**TRAVELLER** calling on hardware trade in Ontario wants to secure a good position. Wm. Wallace, London.

35c. one insertion or 70c. three insertions

### WANTED

**HARDWARE CLERK** with good experience. Young man preferred. State wages and give references. Wm. Wallace, London.

35c. one insertion or 70c. three insertions

### FOR SALE

**SET OF TINNERS' TOOLS**, only used six months, cheap if sold immediately. Wm. Wallace, London.

35c. one insertion or 70c. three insertions

THE PEOPLE'S HARDWARE STORE,  
HARDWARE AND METAL      Essex, Jan. 27, 1906  
Toronto, Ont.

Dear Sirs,—Within one month I have "bought and sold" with the best of satisfaction--the result of \$1.68 worth of condensed ads. in *HARDWARE AND METAL*.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly,

*Arson L. Cook*

### RATES, PAYABLE IN ADVANCE

2c. per word for first insertion.

1c. per word for subsequent insertions.

**HARDWARE AND METAL**  
MONTREAL, TORONTO, WINNIPEG, LONDON, England



# Why Use Local Mediums

What is of interest to men in every province of the Dominion? Your advertisement is read on a large and varied stock, and you will be better able to supply your wants by advertising them in a paper which will bring you replies from all parts of Canada.

# Why Not Branch Out

Want agents to handle your goods on commission? There are hundreds of people reading our paper each week who are looking for just such a proposition as you have to offer.

You do not need to tie yourself up with a contract for a year. You can insert an advertisement once, twice or for any period of time you wish.

The growth of our want ad. department and the testimonial letters printed below is sufficient proof that Hardware and Metal Want Ads. pay, but they cannot pay you unless you make use of them.

The Millies-Morse Hardware Co., of Winnipeg, inserted the following want ad. in **HARDWARE AND METAL**, October 7th issue:

## HARDWARE CLERKS WANTED

SEN to the active, experienced hard-ware men located in a Winnipeg wholesale hardware house. None but the best, experienced, school-able clerks need apply. Address, stating references, age, references and salary required, to 72, **HARDWARE AND METAL**, 100 Union Bond, Winnipeg.

The paper does not arrive in Winnipeg until Monday, and on Monday morning they engaged a clerk who answered the advertisement. By Tuesday they had received several replies.

**HOWIE & FEELY,**  
Brantford, Ont., Mar. 6, '06.  
**HARDWARE AND METAL,**  
Toronto, Ont.

Dear Sirs,—Enclosed find 60c. in payment of advertisement for clerk. **HARDWARE AND METAL** is evidently read, as we have had a lot of replies. Kindly stop the advertisement, and oblige.

Yours very truly,

**HOWIE & FEELY.**

**HONALL & MATTHIE,**  
Hardware and Plumbing,  
Lindsay, Ont.

**HARDWARE AND METAL,**  
Toronto, Ont.

Dear Sirs,—Having had several replies to our advertisement in **HARDWARE AND METAL** last week for a hardware salesman kindly discontinue same.

Yours very truly,

**HONALL & MATTHIE.**

**HARDWARE AND METAL,** **Pictou, Ont.**  
Toronto, Ont.

Dear Sirs,—I wish to thank you for the number of replies received through the condensed advertisement which I inserted in your paper advertising my hardware and tinware business for sale. I certainly consider your columns a good medium for advertising any business of this nature.

Yours truly,

**A. H. HERSEY**

**HARDWARE AND METAL,** **Delta, Ont.**  
Toronto, Ont.

Dear Sirs,—I have received the offer of a number of positions through the small advertisement I inserted in **Hardware and Metal**. I secured excellent results, and shall remember your paper next time I am in a similar position.

Yours very truly,

**GORDON B. PIERCE**

Do you need more money in your business?

Do you want a partner?

Are you looking for a good clerk?

Do you wish to purchase a hardware, plumbing, stove or tinware business?

Do you want to sell your own business?

Do you have some fittings or old machines for sale?

Do you want to secure a good side line?

**Let us assist you. We will carry your message quickly. Write our nearest office.**

# HARDWARE and METAL

MONTREAL

TORONTO

WINNIPEG

LONDON, England





# STEEL RANGES

*Oct 11/06. Crispen*  
The Superb is our High-class Planished Steel Range. It is a marvellous production of beauty—a range of distinction. For utility and long service it cannot be excelled.

*Mr. Hunter*  
*Res. no. 8816*  
We make a specialty of Steel Stoves and Steel Ranges. We are in the best position in Canada to serve the Western trade, both for location and in the special lines manufactured.

Our Catalogue is in preparation—wait for it.

## W. J. COPP SON & CO.

Manufacturers of Empire Stoves and Ranges

FORT WILLIAM - - - ONTARIO

SUPERB EMPIRE. 17-in., 19-in. and 21-in. Ovens

## PAGE LAWN FENCE

FOR LAWNS, GARDENS, CEMETERIES, PARKS, ETC.

Galvanized and coated with white enamel paint. Any height up to 8 feet and any length from 10 feet up. No waste.

### THE PAGE WIRE FENCE CO., Limited

WALKERVILLE,

MONTREAL,

TORONTO,

WINNIPEG,

ST. JOHN

412

STACEY  
BROS.

*RETURNED*  
*JUL 1 1906*  
*To Montreal*  
*air 5th*  
*page 85*  
*W 88*  
Machinery Manufacturers, ARK WORKS, Sheffield, England



No. 8816, with new shaped Three and Four Prong Forks

TELEPHONE MAIN 2843.

Cable Address, "ALEXGIBB."

# ALEXANDER GIBB

## Manufacturers' Selling Agent and Metal Broker

Office and Sample Room, 13 St. John St.,

MONTREAL

**Brass and Copper**—Sheets, Rods, Tubing, etc., Tobin Bronze.  
**Galvanized Sheets**—"Comet" Brand, Steel Sheets and Plates.  
**Anvils and Vises**—British make.  
**Angle Steel Sleds, etc.**

**Swedes Iron**—Also Steel and Nail Rods.  
**Spring Tyre, Toecaulk, Sleigh-shoe, Cantdog and Machinery Steel.**  
**Music Spring Wire.**

## HIGH-SPEED STEEL, CONQUEROR BRAND.

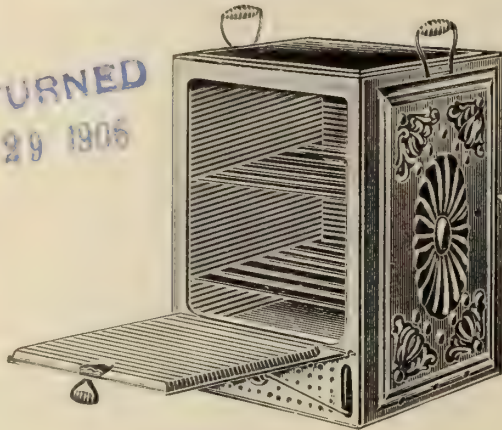
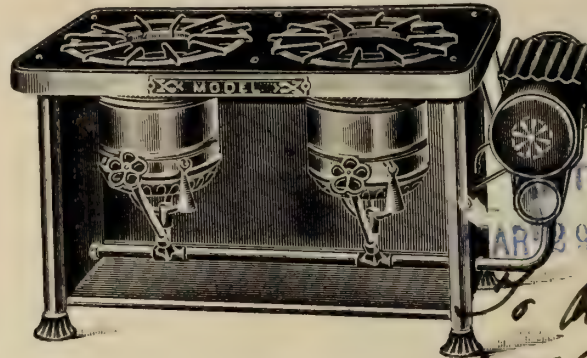
**Galvanized Canada Plates.**  
**Black Tagger Plates.**  
**Steel Plates for Deep Stamping and Enamelling Purposes.**  
**Imitation Russia Sheets, Blue finish.**  
**Electrical Sheets.**  
**Brass Cased Tubing**—Polished and Lacquered, Brazed and Close Joint.  
**Chain (Standard Chain Co.)**—Proof Coil, B.B., R.B.B., Crane, Dredge, Boom, Logging, Switch, Halter, Special Chains for Implement and Wagon Manufacturers, Chain and Ring Dogs, Shackles, Grab and Slip Hooks, Repair Links, Cold Shuts, etc.  
**Cast Steel (Sheffield)**—Ordinary and Self-hardening Tool, Saw Plates, File and Die Steel.

**Tin Plates**—Terne and Canada Plates (Half and Full Polished), Black and Tinned Taggers.  
**Iron and Steel**—In Bars, Sheets and Plates.  
**HARDWARE**—All kinds of English and American Shelf Goods, Padlocks, Tools, etc. "LAVA" Enamelware and Water Filters, Tinned Steel Holloware, etc.  
**Galvanized Wire Poultry Netting and Fencing**—Galvanized before or after made.  
**Handles**—Axe, Fork, Pick, Sledge, Cant Dog and Peevie, etc., also Wood Hay Rakes, Snaths and Cradles.  
**Wheelbarrows**—Navy (Wood and Steel Trays), Tubular, Garden, etc., Store Trucks, Washing Machines, etc.  
**Shovels, Scoops and Spades**—all kinds.  
**Dry Colors**—Ochres, Umbers, Siennas, Vandyckes, Oxides and other Earth, Mineral and Chemical Colors.

Hardware Specialties and Water Filters, etc. Electric Portables, Brackets, Clusters and Electric Light Specialties



# Warm Weather Goods



Our 1906 Catalogue of warm weather goods is now being sent out.

It contains 24 pages and shows all our lines of gas, gasoline and oil stoves, refrigerators, ice cream freezers and improved cooking utensils. If you have not received a copy drop us a card. We can make prompt shipment of these goods.

# Dairy Utensils



"SAMSON"  
Milk Cans—6 sizes

Creamery Cans.  
Milk Strainers.  
Milk Skimmers.  
Strainer Pails.  
Milk Pails.  
Milk Pans.



"SAMSON"  
Hand Delivery Cans—3 sizes

Factory Milk Can  
Trimming  
Railroad Delivery  
Can Trimmings.  
Hand Delivery  
Can Trimmings.  
Creamer Can  
Trimming.  
Dairy Pail Bottoms.



"SAMSON"  
Railroad or Delivery  
Cans—4 sizes

**MADE ENTIRELY FROM "SAMSON" TRIMMINGS**

We can fill all orders for these goods the same day they are received.

## THE McCLARY MANUFACTURING CO.

LONDON TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop"





### **THE "CANADA NATIONAL" STEEL RANGE.**

It is a pleasure to bake bread in the deep, wide oven, with four changes of oven rack. We will pay one thousand dollars in gold for a Canada Steel Range that we cannot make operate beautifully in the open air with six lengths of pipe.

Oven is fitted with our new draw-out oven rack, on which the article being basted can be drawn out and held there, allowing cook to use both hands for basting without having to set the pan down on the oven door.

The ovens are thoroughly ventilated. No dead air can be retained in them, fresh air passing through the oven continually in proper quantities. From 15 to 20 per cent. more juices are retained in meats roasted in a correctly ventilated oven.

The oven door is supported by a new style of rectangular hinges, which have double the purchase power of the ordinary hinge.

There is nothing so sweet and digestible as a piece of broiled meat. The old way of broiling on top of the range by taking off the cover is all right if you can stand the smoke and smell. The Canada Range is fitted with the front key plate hinged; this can be adjusted as required.

Cast iron flue back, guaranteed for twenty years. Steel or sheet iron flue backs rust out in a few years on account of the creosote and condensation of smoke from the stovepipe and chimney. We know of nothing about a range that is of more importance to the buyer than to avoid all ranges having the outside flue back or reservoir section made of sheet steel.

Can be supplied on legs at the same price.

Send for Circulars. Exclusive agency given to reliable, pushing dealers.

THE MOFFAT STOVE CO., LIMITED,

WESTON, ONT.



## LADDERS THAT SELL

We manufacture the **Celebrated Double Truss Ladder**, which you will find is a favorite with Tinsmiths, Fruit Pickers, Pruners, etc.

Rungs made of select white ash and rock elm. Attachments made of steel. The Double Truss (covered by patent) gives double strength. No side swaying or warping on these ladders. Satisfaction guaranteed in every case.

**SELL RELIABLE LADDERS.**

*Write for Prices.*

**Berlin Woodenware Co.**  
**BERLIN, ONT.**

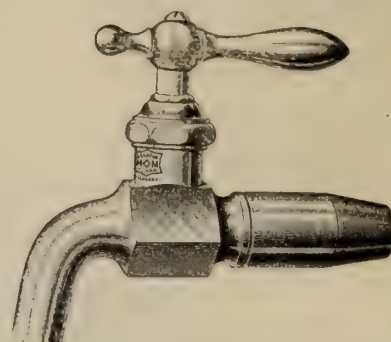
Manufacturers of Ladders for all kinds of use,  
Lawn Settees, Hammock Supports, etc.

Western Branch:  
Winnipeg, Manitoba.  
Messrs. BALLENTINE & Co.

Eastern Agencies:  
PHILIPS & SMITH, Montreal.  
H. L. & J. T. MCGOWAN, St. John, N.B.  
CROWELL BROS., Halifax, N.S.

## MUELLER FULLER WORK

STANDARD GRADE BIBB



Some fuller bibbs are troublesome to assemble because the packing rolls up and refuses to go into the stem chamber.

The packing in Mueller Fuller Bibbs is made of a rubber composition having a lubricated cloth insertion, is cut out like a washer just to fit and is so firm it can't roll. It gives no trouble when it comes to assembling.

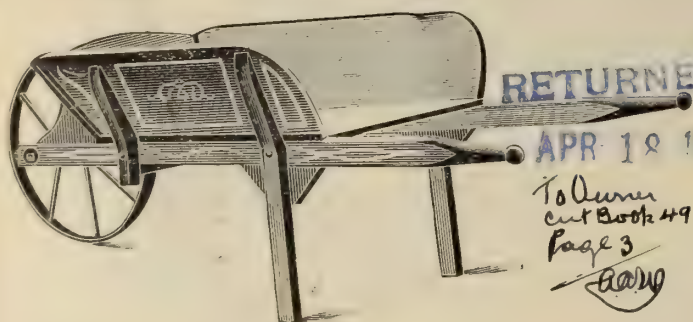
Mueller Fuller Bibbs are made in plain and hose patterns and with tail pieces for all styles of pipe connection. Iron pipe tail pieces have the hexagon on either end desired. The bibb illustrated is the plain pattern with lead pipe tail piece.

Each bibb bears the Mueller trade mark and is *unconditionally guaranteed*.

**H. MUELLER MFG. CO.**

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.



## WHEELBARROWS

**Garden, Railroad or Navy**

**Steel Tray Mounted on Wooden Frames,  
also on Tubular Iron Frames.**

Eastern Representative: ALEXANDER GIBB, 13 St. John Street, Montreal

**THE MEAFORD WHEELBARROW CO., - - MEAFORD, ONT.**



**G. P. COATES CO.**

Manufacturers of.

**The TRIPLET and The MAN-I-Q.**

**NORWICH, CONN., U.S.A.**

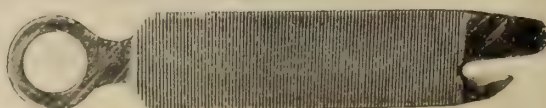
**The TRIPLET** Combination Pocket Tool for Holding Keys, Opening Letters, Removing Crown Caps from Bottles, Turning Screws, and for various uses.

"You don't have to carry a kit of tools if you have a TRIPLET in your pocket."

**The MAN-I-Q.** A dainty little Manicuring Tool—different from other makes, being so constructed no case is necessary to carry it in, to prevent the nail cleaning point from cutting the pocket. Notice the **good file** on them—**how it cuts**—and the **width of it**.

Sample TRIPLET and MAN-I-Q., post-paid for 15 cts. A sample dozen, post-paid, 75 cts. Descriptive Circulars, prices and full particulars to dealers.

**ASK YOUR JOBBER FOR THEM.**





# Senour's Popular Specialties

QUICK SELLERS



Stands the Rain, Frost and Sun

Makes the Old Look Like New

THE OUT-OF-DOORS, WEATHER-RESISTING CLASS

ALL THE YEAR BUSINESS BUILDERS



Stays White

Gloss Finish

Dries Hard

Dainty Tints

Stands the Heat

THE "CHEERFUL HOME" ASSISTANTS

ONCE TRIED—ALWAYS USED



Wears Like Iron

Made to Walk on

For Home or Ballroom

The Time and Drip Saver

The "Never Sleep" Custom Satisfiers

Our "Popular Specialties" are the Progressive, Up-to-date Dealer's Profit Makers



Imitates Natural Wood

Handy Paints for Home Use

Cleans and Polishes in one Operation

Silver Finish

HOME BEAUTIFIERS—PERPETUAL TRADE MAGNETS

Our "Popular Specialties" Booklet is an Eye-opener. Illustrated Catalogue and Prices upon Request. Write us.

## THE MARTIN-SENOUR CO., Limited

142-144 Inspector St., Montreal.

2514-2522 Quarry St., Chicago. (Est. 1878)

The Winnipeg Paint and Glass Co., Limited, Winnipeg.

The Maritime Paint and Varnish Co., Limited, Halifax, N.S.



**We are making  
high-class engravings.  
That's our business.**

Then there is another phase to the case—that of costs. Half-tones come high—that is, at most establishments.

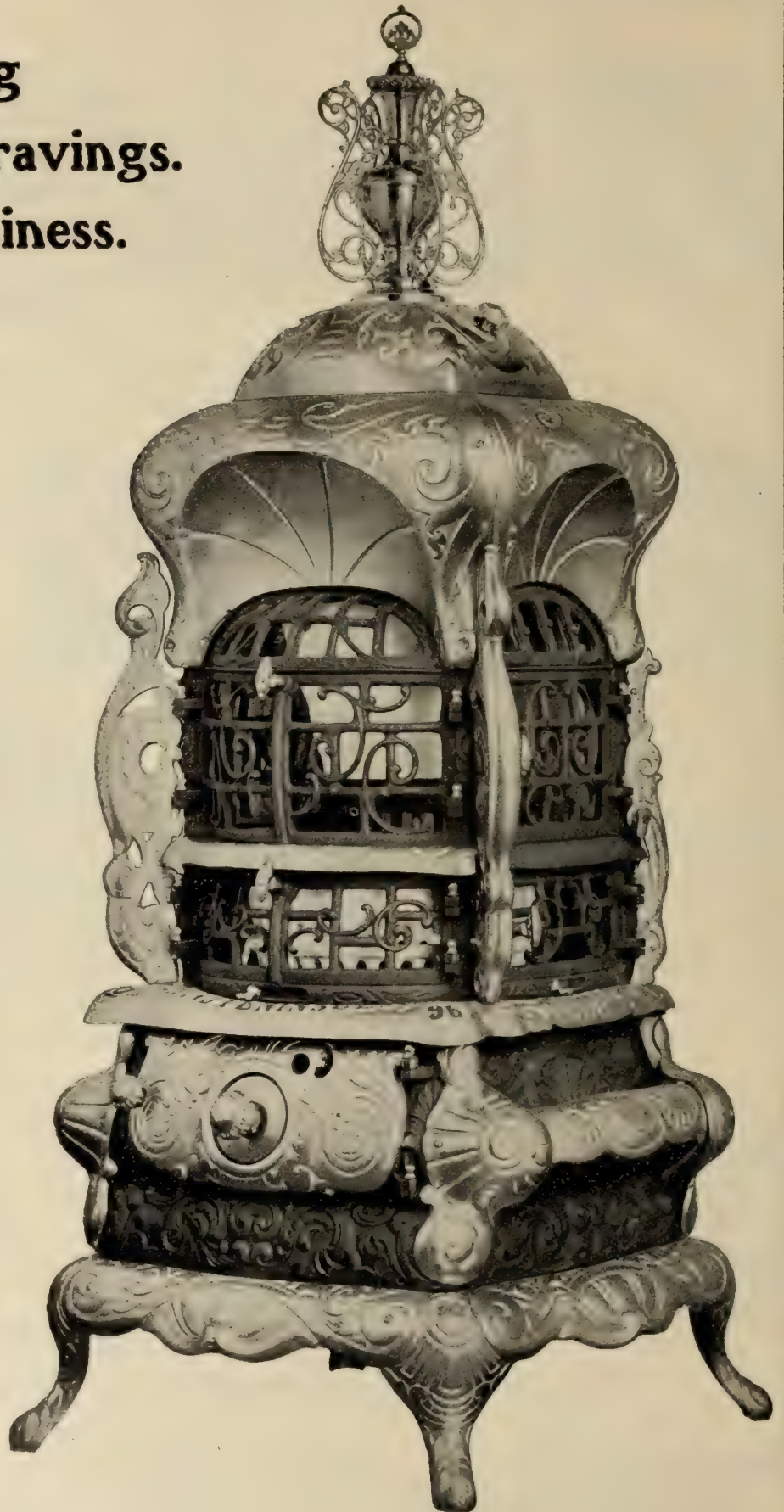
The policy in our manufactory is to send up Quality and hold down prices.

Suppose you send your work to us and thereby get all-round satisfaction.

Think it over!

**LEGG BROS.**  
ENGRAVING COMPANY

5 Jordan St.  
TORONTO  
CANADA





# Build up your trade by handling the 4 high grade Maple Leaf Brands of Binder Twine

**BEST** for the **DEALER** to buy  
to sell because **BEST** for the  
**FARMER** to buy to use



Gilt Edge Pure Manilla,	650 feet per lb.
Gold Leaf Manilla,	600 feet per lb.
Silver Leaf Standard Manilla,	550 feet per lb.
Maple Leaf Standard,	500 feet per lb.



Sold only through dealers everywhere.

Samples, prices, and full information on application.

**THE BRANTFORD CORDAGE CO., Limited**  
BRANTFORD, CANADA

**BRASS GOODS**

Tried and Tested, Always Satisfactory

**KNOWN**

**ALL OVER AND OVER ALL**

**QUALITY IN STRENGTH**

**DURABILITY**

**MADE BY**

**UNITED BRASS MANUFACTURING CO.**

**CLEVELAND, O., U.S.A.**



**GRIP** LIMITED

Engravers  
of Locks



Let us make  
Halftone  
Engravings  
for your next  
Catalogue

**GRIP Limited**  
Toronto and Montreal



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## AMONGST OURSELVES.

This issue of Hardware and Metal marks another mile post in its history. Each year sees marked advances made in the paper and the past twelve months has not been any exception to the rule. In size the paper is steadily increasing, 80 pages being now a regular issue, where only 40 were printed six years ago, and 20 sixteen years ago.

The present issue—the Annual Spring Trade Number—speaks for itself. Alike interesting are the advertising and reading matter pages, which for both convenience and appearance are separated in this number—all the advertising pages being at the front and back, while the reading matter is in the centre pages. Readers are asked to express their opinion regarding this change—Hardware and Metal aims to be the merchant's own paper and each dealer should have something to say as to how it can be improved and made more serviceable to the readers who look for it every week and depend upon it for accurate information regarding the tendency of the markets and other news of interest to all branches of the trade.

\* \* \*

Hardware and Metal is the link binding together the various branches of the manufacturing, jobbing and retail trade—the hardware, metal, stove, paint, plumbing, heating, electrical and other branches. No expense is too great for it to undertake to serve its readers—and the hundreds of letters received annually from readers who furnish news and offer suggestions is an evidence of the appreciation merchants have of the paper and how desirous they are of aiding in its steady improvement. During the past year special representatives of the paper have visited various parts of Europe, the West Indies and South America, while others have attended important conventions at Washington, D.C., Yarmouth, N.S.; Guelph, Ont.; Re-

gina, Sask., and Winnipeg, Man., in order to secure interesting reports of the doings of those of the trade who were delegates to these gatherings.

\* \* \*

Two important incidents in the history of the twelve months just gone were the "combine" investigations, the trials of master plumbers, supply men and tack manufacturers, and the effort made by a coterie of promoters to induce the Government to impose a duty on all imports of tin plates and sheet metals. In both of these matters our paper has been of signal service to the trade in giving elaborate reports of the trials and leading a campaign against the imposition of a duty—the establishment of which would be a serious blow to every branch of the trade—manufacturers, jobbers and retailers.

\* \* \*

In connection with the agitation conducted against the proposed tin plate duty it is significant that all our articles have been reprinted for wider circulation by a committee composed of prominent men in the trade organized to carry on this agitation, while a leading manufacturer issued a circular letter to his customers drawing attention to the series of articles in Hardware and Metal.

That the value of Hardware and Metal is appreciated by others than those in the retail trade is well evidenced by a reference to only half a dozen of the hundreds of testimonials tendered the paper during the past few months.

\* \* \*

Mr. Edward Gurney, president of the Gurney Foundry Company, recently said: "You can quote me as saying that Hardware and Metal is better than any other dozen papers as a medium to reach the stove and heating trades in Canada."

\* \* \*

Mr. A. D. Kennelly, manager of the Toronto branch of the McClary Mfg.



with every issue and I wouldn't be without it for several times its subscription price." . . .

Mr. William Rockefeller, the shrewd Standard Oil King, recently decided that he wanted to receive some newspaper which would keep him thoroughly informed regarding the development of Canada's industries and its mineral and oil fields. He was advised that Hardware and Metal was the best paper to suit his purpose and he immediately wrote us enclosing his personal cheque to pay for a year's subscription.

The Sherwin-Williams Co., paint manufacturers, Cleveland, U.S., writing recently said: "A very good example of a live weekly trade newspaper. Nearly all the hardware papers of this country come to the writer's desk, but none of them is so interesting or so full of readable matter as Hardware and Metal."

Mr. C. E. T. Woodley, traveling representative of B. & S. H. Thompson, metal, glass and cement importers, Montreal, voices the opinion of many men on the road when he says: "I trust Hardware and Metal, during 1906, will be enabled to largely extend its sphere of usefulness, as I am perfectly sure no trade journal in our country more justly merits the generous support of the trade it so worthily advocates."

With hundreds of such endorsements Hardware and Metal can truly be considered the "hardware merchant's own paper." During the coming year it will continue to be newsy and well illustrated, its educational departments will be continued at their already high standard, more being added as the steady enlargement of the paper permits, and it will continue to encourage every branch of the trade to organize associations to advance and protect the trade interests. The success of our window dressing and store arrangement competitions has also encouraged us to plan several other interesting compe-

the Maritime Board of Trade at its mouth. You have also received the

upon any subject of interest to the trade.

## HIGH RATES OF INTEREST

Merchants who are forced to pay six or seven per cent. on money they borrow from Canadian banks are having their attention attracted by the fancy buildings being erected on expensive corner sites in the large cities. These palatial structures are splendid architectural ornaments, but when not only head offices but branch banks are having such large sums spent upon them the question arises as to whether the money could not be put to a better use. It is out of the mercantile community that, as borrowers, and also as depositors of non-interest bearing current accounts, the banks are making a large proportion of their earnings, and to them some of the benefits of the country's prosperity should revert.

A study of the Canadian banking returns for 1905 shows that of 29 banks earning dividends only four earned less than ten per cent., while one, the Bank of Nova Scotia, earned more than 21½ per cent., paying eleven per cent. to its stockholders and allowing the balance to go to its reserve, which is already almost twice as great as its paid-up capital, the figures being: Capital paid up, \$2,500,000; and reserve fund, \$4,200,000. Ten other banks show earnings of from 15 to 18 per cent. and reserve funds equal to or greater than their paid-up capital.

This certainly shows the banks to be enjoying a fair share of prosperity, and as they are protected by parliamentary enactments to a greater extent than any other business it is fair to assume that they owe a service to the public. Money for commercial purposes is charged for at entirely too high a rate, this being a severe handicap on the smaller merchants who have to compete with larger concerns who can borrow from the same banks much more advantageously.

In the smaller towns it is said to be next to impossible to get reasonable accommodation, the deposits being sent to the head offices of the banks where

investments can be made in very large amounts. Instead of loaning the deposits to Canadian merchants and manufacturers, and thus aiding in the development of the country, the banks are building magnificent buildings and employing their funds in aiding rich men in foreign and Canadian speculations. Last year \$30,000,000 of Canadian money was used in this way by being invested in Mexican and Spanish-American speculative bonds, paying, it is said, only from four to five per cent., good Canadian enterprises and business men being charged from six to seven per cent. on loans negotiated by them.

It is questionable if the Government should allow such enormous reserve funds to be piled up. A reserve of 25 per cent. should be ample, and regulations should be enacted providing that when the reserves get above that figure the rate of interest on commercial paper should be reduced. And in order to still further protect Canadian borrowers for home investment a tax should be imposed upon Canadian funds invested outside of Canada. Cheap money is a great advantage to the industrial prosperity of a country, enabling manufacturers and business men to buy for cash and develop their business at the minimum of expense.

The fact that it is impossible to float a bank with any possible success without a very large paid-up capital to begin with makes the banking business a practical monopoly, but the many advantages of our branch bank system are so apparent that we are apt to be soothed to forgetfulness of the defects of having all funds disposed of through the head offices.

If the big banks do not grant more favorable terms it will only be a matter of time till some other system is devised. A lower rate of interest on loans would be a fair concession to the commercial interests of the country.



# HARDWARE AND METAL

Established . . . . . 1888

JOHN BAYNE MACLEAN . . . . . President

The MacLean Publishing Co.  
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Subscription, Canada and United States, \$2.00  
Great Britain and elsewhere . . . . . 12s

Published every Saturday.

Cable Address { Adscript, London  
Adscript, Canada

## HARDWARE MANUFACTURING IN CANADA.

A glance over the advertising pages of this issue will convince any reader of the rapid development of hardware manufacturing in Canada, every year seeing new factories producing goods for sale in hardware stores being established by enterprising Canadians, and many others being launched as branches of existing manufacturing plants in the United States.

British manufacturers have been a trifle slower in realizing the advantages of getting into the Canadian market on the ground floor, as it were, but they too are awakening to the fact that the Canadian market will be one of the most valuable in the world before many years, and the few English houses which have already established branch factories in Canada will likely find their ranks considerably augmented during the next year or two.

Space will not permit the publication of a full list of all the factories making hardware lines which have been established during the past year or so in Montreal, Toronto, Hamilton, London, Winnipeg, St. John, Halifax, Amherst, Peterboro, Brantford, Windsor, Guelph, Berlin, St. Catharines, and other centres. In builders' and heavy hardware, paints, stoves, plumbing and heating supplies, tin and enamelware, harvest, garden, builders' and lumbering tools,

implements and machinery, woodenware, cordage, horseshoes and nails, wire goods, tacks, shovels, and many other lines, the demand is well supplied by Canadian manufacturers, but in cutlery, machinists' tools, firearms, fishing tackle and other sporting goods, the imports are still very large.

With only five millions of a population, the Canadian market may be considered a small one by many manufacturers. But the present is as nothing to what the future will be. Canada is certain to experience one of the most marvelous developments seen in the world's history during the next quarter of a century. Her resources in farm lands, minerals, water powers, etc., have as yet been only hen scratched, and it is none too optimistic a prediction to make that within thirty or forty years Canada's population will be fully 50,000,000.

British and foreign manufacturers who get into the market now, even if in only a small way, will have the same experience that Canadian manufacturers have already had—a small plant will grow into a large one in an incredibly short time. Just now, therefore, when Canada is on the eve of a tremendous railway development and hundreds of millions of dollars will be spent in opening new territory, the time is opportune for those who want a larger share of Canada's future trade to look over the field.

Build now for the future!

## A WESTERN TRADE GRIEVANCE.

A grievance which is probably not confined to the west, but which is at present occupying the attention of a number of western hardwaremen, has been brought to the notice of this paper by some of our readers. A few western hardwaremen are complaining of the unfair competition of lumber firms in staple lines of hardware such as nails and wire. These lumber firms are large contractors, and hence large buyers of nails and other heavy goods, which are furnished them at jobbers' prices. Hardwaremen complain that, in order to close a sale of lumber, these firms make a practice of supplying nails, wire and other heavy goods at cost or less, to the detriment of the legitimate retailer who has to make his

living from the sale of hardware. Such competition is unfair and its results are so mischievous that the retail trade have reason to complain where such conditions exist.

Clearly the remedy lies in the source of supply, and the manufacturers and jobbers can, if they will, do very much to remedy this mischievous state of affairs. The occasion is one for organized action and the grievance is very courteously being brought to the attention of the jobbing houses by the Western Retail Hardware Association.

There can be little doubt of the result, for the hardware retailers have a good case and they are making their appeal to men who are strongly in sympathy with them, and whose interest it is to foster and strengthen the legitimate retailer. The jobbers are heartily in sympathy with the movement for retail organization, and the experience of the past has shown that when a matter of this kind is brought to their attention they are ready and willing to meet the views of the retailer.

Herein lies one of the advantages of organization: in a matter of this kind an individual would be practically powerless, but an association can grapple with the grievance and press successfully for a remedy. The incident affords a striking example of the benefits of retail organization, and it is worthy of the attention of eastern hardwaremen who are shown such a good example by their aggressive brethren in the west. Could Ontario, Quebec or Maritime Province hardwaremen deal so quickly and effectively with a problem of this kind?

## COURTESY DEMANDED.

Recently a valued reader of this paper asked us why we didn't teach some lessons in courtesy to bookkeepers and other subordinate officers of wholesale firms. It had been his experience that these persons were in several instances abusing their authority and behaving in a careless and discourteous manner to customers. We wonder if this will not account for breaks which have occurred in the relationships between some jobbers and their old customers—breaks for which the former have long sought to discover the cause.

If we are to believe our correspondent



there is a great deal of discourtesy evinced in letters coming from certain Canadian wholesale houses. Simple questions are answered curtly or not at all; when explanations are requested why such and such a thing was not done, the reply comes couched in autocratic terms. Of course these letters were not written by the principals, nor were they dictated by salesmen. Cer-

tainly the travelers had nothing to do with them. They must have come from employes not directly connected with the sales department. Perhaps if their authors realized how they were undoing the hard work of salesmen and travelers, they would not allow their impatience and their superior airs to express themselves in their correspondence.

## OUR STORE ARRANGEMENT COMPETITION.

That the subject of interior store arrangement and display is an interesting one to Canadian hardware merchants has been well proven by the number and quality of the replies received to the competition announced by the publishers of *Hardware and Metal* early in February. Only about four weeks were allowed competitors to prepare their drawings, photographs and articles, and considering the limited time available the competition must be considered an exceptional success.

So important was the matter of judging and so close was the decision between two of the articles, etc., submitted by two of the competitors that the assistance of several well known hardwaremen was secured. Mr. William Vallance, president of the Canadian Wholesale Hardware Association, was asked for his opinion, but as it has been many years since Mr. Vallance had devoted any time to the retail end of the hardware business he did not feel competent to act as sole judge. The advice was, therefore, sought of Messrs. William A. Wood, manager of the retail branch of Wood, Vallance & Company's Hamilton business, E. R. Rogers, Toronto Junction, president of the hardware section of the Retail Merchants' Association, and Frank J. Russill, whose hardware store at 126 King street east, Toronto, is known in all parts of Canada for its enterprising advertising and live methods of doing business.

Articles were accepted and payment will be made in accordance with the conditions of the competition to Messrs. Albert Karges, of Gardner & Co., Woodstock; Fred C. Lariviere, president of Amiot, Lecours & Lariviere, Montreal; R. F. Bevers, of Howie & Feely, Brantford; Bridge Bros., Thessalon; L. C.

Marr, with E. M. Shildrick, Paris; and H. Styles, Montreal. The choice, however, was narrowed down to the two first named, both of which were of exceptional merit but each treating the



Albert E. Karges, Woodstock  
Who has been awarded first prize in Hardware and Metal's Competition on Interior Store Arrangement.

subject from a different point of view.

Mr. Karges, writing as a clerk, laid out a set of plans showing his idea of where the silent salesmen, display stands, office, etc., should be placed and how the shelving should be arranged, backing these up with seven smaller drawings showing display fixtures and methods of attaching samples to the shelf boxes. Only five of these are reproduced this week, while the drawings showing the shelving were of such length that it was necessary to divide them for reproduction in *Hardware and Metal*.

Mr. Lariviere's contribution, on the other hand, was a most interesting article describing the store system and interior arrangement of his store, a floor

plan and several fine photographs accompanying the reading matter. As Amiot, Lecours & Lariviere's store is probably the finest retail hardware store in Canada it was a hard choice to make.

Should the ideal store constructed in the mind of one competitor be chosen or should the finished article shown in the photographs of the other contestant be declared the prize winner? Which would be of the greatest value to the greatest number of Canadian hardware dealers should they desire to remodel a store or construct a new one? With these questions in their mind the judges finally decided to award the first prize of \$10 to Mr. Karges, they taking the view that the handsome Montreal store was one in a thousand, and few merchants in Canada could hope to duplicate their model store while Mr. Karges' plans would be helpful to hundreds of dealers in the smaller towns and cities throughout Canada. A special prize of \$5 was, however, awarded to Mr. Lariviere, and readers will look forward to seeing his article and photographs in a future issue of this paper.

Mr. Karges, who also won the first prize in our recent Christmas window display competition, is a clerk in the employ of Gardner & Company, Woodstock, Ont., he having had some experience in laying out a hardware store a year ago, when fire destroyed the old premises of his firm and he was commissioned to buy new shelving, etc., for the new store. When sixteen years of age he engaged with the Stacey Hardware Company, St. Thomas, remaining with them until the store was bought out by Ingram & Davey, after which he spent six months with J. W. McMurtry, St. Thomas, leaving this position five years ago to become head salesman for Gardner & Company. Writing to *Hardware and Metal* recently Mr. Karges said: "I strongly recommend your expert instruction to clerks who are looking forward, as I am, to greater responsibilities in the business."

You cannot light your store too brilliantly. Nothing is so depressing as a poorly lighted store and nothing helps trade much more than to have your place of business brightly lighted.



## SALES IN BULK BILL DROPPED.

Owing to the opposition of the western retailers the Manitoba Legislature has quietly shelved until another session the bill relating to the sale of merchants' stocks in bulk, which was fathered by the Winnipeg Board of Trade. Some weeks ago this paper drew the attention of the retail trade to the bill which had been introduced in the Manitoba Legislature and pointed out that it was worthy of the careful examination of Manitoba retailers, who were the parties most interested. At the retail conventions held in Winnipeg in February the matter was brought up for discussion and the arguments for the bill were ably presented by A. L. Johnson, Wm. Georgeson and others. As our readers are aware, the dealers present were evidently somewhat alarmed as to one or two provisions of the bill and the matter was referred to a special committee. That committee reported that the time for consideration was too short and urged that the bill be dropped for this session. The report was adopted and forwarded to Premier Roblin, with the result that the request of the retailers was granted. The bill was quietly dropped and the Legislature has been prorogued.

Now there is every reason to believe that a joint committee of retailers and wholesalers could in half an hour agree upon a draft bill which would be satisfactory to both parties. The honest retailer suffers almost as much as the wholesaler from the hasty sales in bulk of country stocks for those sales are usually followed by the cutting of prices to the demoralization of legitimate trade. The problem has been to hinder dishonest sales without unnecessarily hampering the honest dealer and while the problem is difficult it is surely not impossible of solution. The Winnipeg Board of Trade made a mistake in not taking the retail trade into their confidence at an earlier stage. Had the trade been familiarized with the proposal through the columns of the trade press there can be little doubt that, before the Legislature opened, a basis of agreement could have been reached. When the retail associations meet again in July it should be possible for a joint committee to meet and draft a satisfactory bill.

SUCCESSFUL JOBBERS  
AND SALESMEN.

No. 22.

A uniformly jovial disposition, reflected in a sunny face, has won for "Dick" Terrill the confidence and esteem of nearly all the prominent retail hardware merchants of Montreal. It may most truthfully be said that he is known by almost every dealer in the vicinity of that city, and is one of the most popular travelers in Quebec province.

About twenty-four years ago J. R. Terrill entered the employ of Crathern & Caverhill, wholesale hardware merchants, Montreal. When that company developed into the present firm of Caverhill, Learmont & Co., Dick remained with them, and is still there. Before going on the road he occupied positions in

present standing in the trade. It is from them, in fact, that the information for this article has been obtained. So far as "Dick" is concerned, he is notoriously as mum as an oyster regarding his own affairs. His confreres on the road never find out from him whether his order book contains requisitions for a car load or a dozen cut tacks.

Mr. Terrill is a hustler of the modern type, and his work is never done. Even after a hard day's business he is frequently in conference with hardware friends and clerks who call upon him for advice, while, by means of a telephone in his study, he often prolongs the task of taking orders until a very late hour. Visitors in the city also find him a thoughtful host, as many from Toronto and other places will gladly testify.

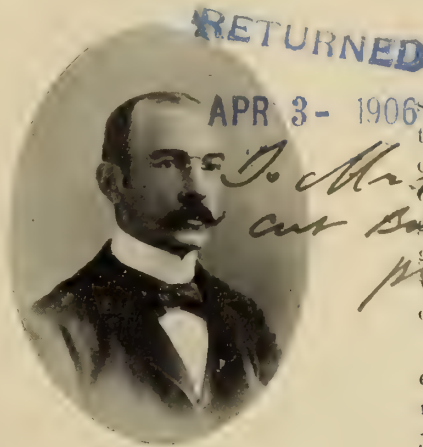
As an example of everything a traveler should be, we give "Dick" a hearty welcome to this column.

## COURTESY TO TRAVELERS.

When you see a traveler enter your store do you ever consider the difficulties and discouragements which he meets on his weekly or monthly trip? If you did you would probably treat him with greater courtesy and be more ready to grasp his hand and say a kind word whether you intended to buy from him or not.

The commercial traveler is an interesting character. He has the universal reputation of being a fellow well met, jovial and good humored. He is proverbially careless of rebuffs, and carries a laughing face when the world seems most adverse. But there is another side to the shield. Travelers are but human and they are influenced by the same causes of encouragement and discouragement as other men. If they keep a stiff upper lip and a cheerful countenance it is the more credit to them. Do not for that reason make their lot more difficult than it is already. Their lot is not a bed of roses. They spend the week on trains which are far from comfortable, in hotels whose accommodation would try the patience of a saint, and meeting merchants who oftentimes are exceedingly thoughtless, and keep the traveler waiting for an hour or two while discussing the weather with some town gossip.

Do you, the merchant, make the latter part of his work as pleasant as possible? If you don't it will pay you to change your methods. A merchant cannot do better than cultivate the friendship of the traveling salesman.



J. R. TERRILL.

Representing Caverhill, Learmont & Co. in the City of Montreal.

the warehouse, shipping department and sample room, where he found steady advancement. His many years of experience as a traveler have always been successful, and he numbers among his customers the cream of the Montreal trade.

Few travelers have so many natural gifts for their work as Mr. Terrill. Having passed all his life in the Province of Quebec, and mingled continually with the French population, he speaks that language as perfectly as his own tongue, which fact alone is an important asset. His convincing personality and his ready sympathy have endeared him to his customers, while his wide acquaintance with the hardware business has made him a recognized authority, and he is frequently consulted by dealers and clerks on matters of the highest importance. Indeed, some of the leading hardware men of Montreal are outspoken in their statement that they owe to Mr. Terrill's advice and encouragement their



# INTERIOR STORE ARRANGEMENT

Prize-Winning Article and Drawings by Albert Karges, Woodstock, Ont.

The style of interior I will here describe is suitable for the large town or the average city carrying a stock of from twelve to twenty thousand dollars, composed of builders' hardware, cutlery, paints and oils, stoves, granite-ware and tinware.

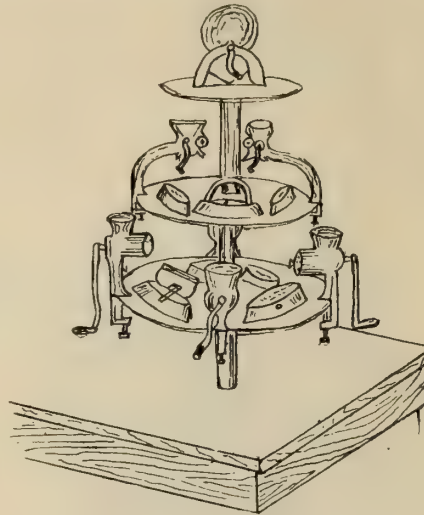
The store frontage is twenty-five feet with a depth of one hundred. Shelving, shelf boxes, drawers, counters and office are to be finished in natural wood, either ash or oak, and all cases lined with the same. The ceiling should be at least thirteen feet high, painted in some light color, and by the use of prism lights at both ends the store can be lighted perfectly without attaching anything to the ceiling.

To aid in handling customers with the greatest speed and satisfaction I have confined the hardware to one side, so that there will be no time lost or confusion in crossing the store.

A space is left between the end of the shelving and the back of the window in order to allow sufficient room to remove goods without disturbing the whole window. This space is valuable for displaying cross-cut saws, string bells or hockey sticks in season. A wringer or carpet sweeper stand might also be displayed in this space.

The gun cabinet at the beginning of the left shelving enables the merchant or clerk to make a sale from the case without having them spread over the counters. Next in order is the saw

case and shelving. Samples are attached with a brass wire staple  $1\frac{1}{4}$  in. wide, which is much better than any kind of a clasp, being always bright, collects no dust, holds the knife in good position and can be easily removed. These boxes each have a capacity of four or five dozen knives.



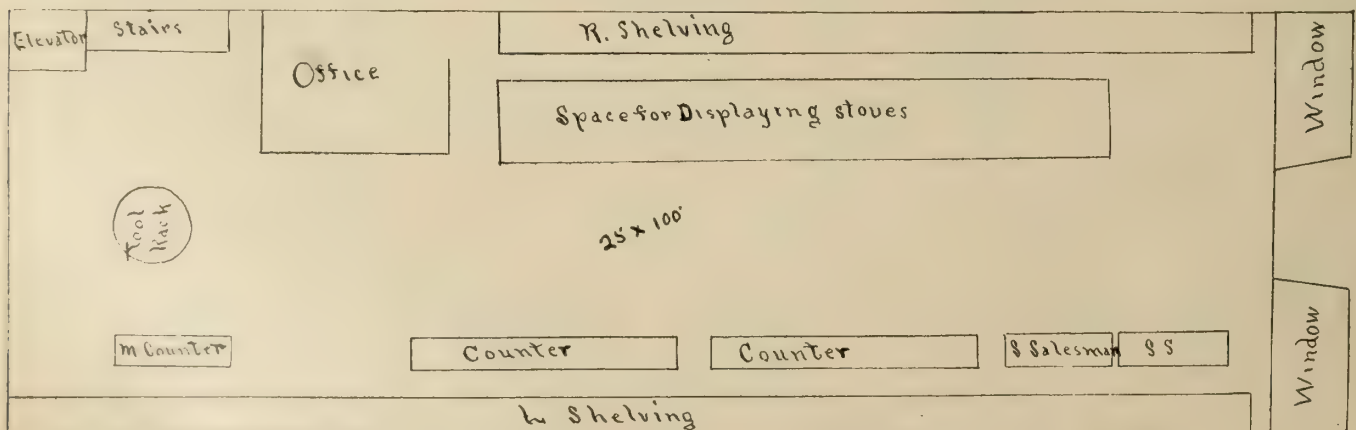
In order to give an idea of the number of boxes to complete this shelving, I have figured it out in this manner: Number 2, two to a shell, and others worked out in similar way, making in all 763 boxes and 34 drawers under the ledge. The cutlery case holds 56 boxes.

most important and I put them first. The manner in which these goods are sampled goes a long way in their attractiveness. In the drawing showing the hammer, one of the most difficult lines, a cornice hook is used, being almost unnoticeable and serves the purpose better than anything else. The article can be sold and a new one brought forward.

In the arrangement of stock it will be noticed that I put all heavy goods and staple articles near the ledge. Small articles in brass and iron occupy the next spaces, as they are every day necessities and can be well sampled.

The builders' hardware department, which is second to none, occupies a large space. The sampling of lock sets is shown in one of the drawings. The escutcheons are attached to a removable sample board held in an upright position by grooves in the bottom and top of the shelving. Around the screw case I have arranged all kinds of goods requiring screws.

The sadlery hardware requires a lot of small boxes, and is a very profitable line. A portion of the goods in the next section and above the bolt and paint drawers, is of a mixed nature and requires large boxes. The spaces used for parlor and barn door hangers, wood-ware and twine have drop doors, which hide the untidy appearance of these goods. The remaining shelves will hold a large stock of paints, etc.



cabinet, which is five and a half feet wide, and of sufficient height for two rows of saws, having a capacity of seven or eight dozen. The cutlery case is fitted with boxes three inches shorter than the hardware boxes, so as to have the sliding doors in line with the tool

The hardware and paint drawers are as follows: 122 No. 2, 9 No. 3, 104 No. 4, 145 No. 5, and 246 No. 6. The drill, file and screw cabinets are not included in this lot, but I figured these at 3 in. by 3 in. with  $\frac{1}{2}$  in. shelves.

In shelf goods tools are one of the

Under the ledge at the beginning of the shelving I have placed my stock of plated flat ware, and within close touch of the silent salesman in which these goods are displayed. The drawers between this and the file cabinet contain fishing tackle and large articles which

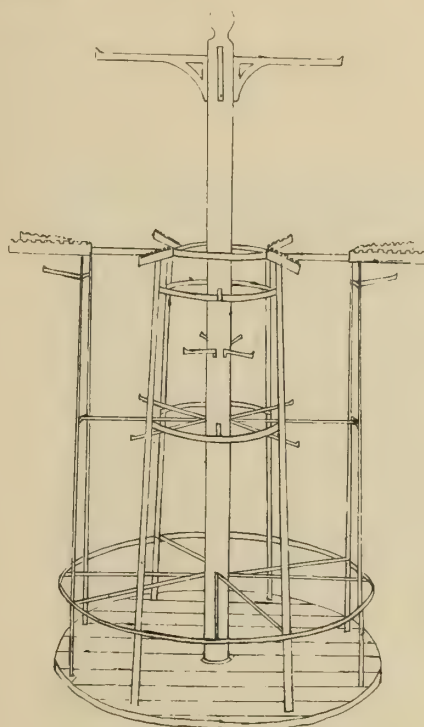


cannot be sampled and require a large space. My object in placing the file

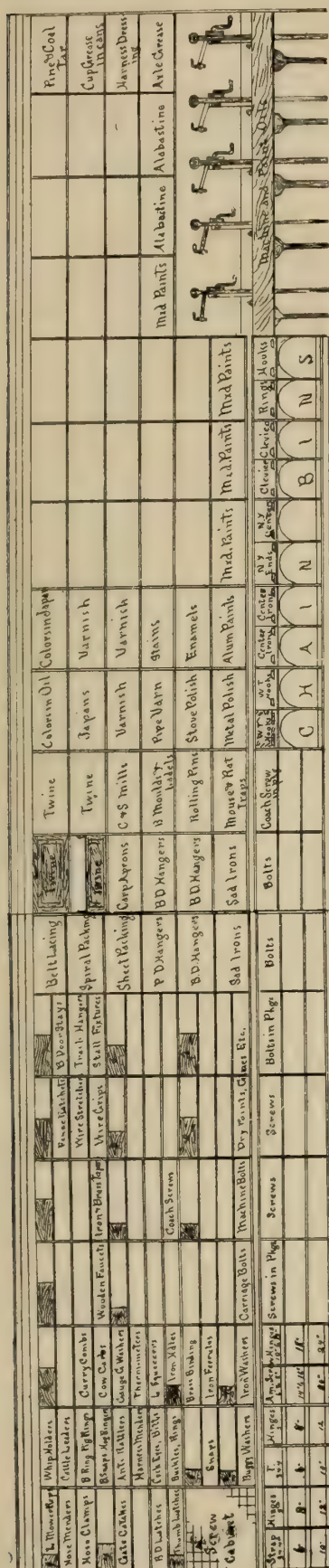
ally included and can be quickly shown in the arrangement shown.

On the counter in front of this line of goods I would place the small stand shown in the drawing. It is made with a piece of hollow brass tubing 29 in. high and with three round boards painted with aluminium paint, and supported by a pin through the tube. It takes up very little space and can be used for displaying a great many articles.

As strap and T hinges are sold by weight, I have placed them near the nail counter on which stands the scale. Varnish cabinets or leather belting could also stand on same counter (see drawing showing style of nail counter). The spaces for screws and bolts and packages are very deep and will hold large stocks.



Counter 9 ft long for marking goods also for cutting fly screens  
& hangers are in season



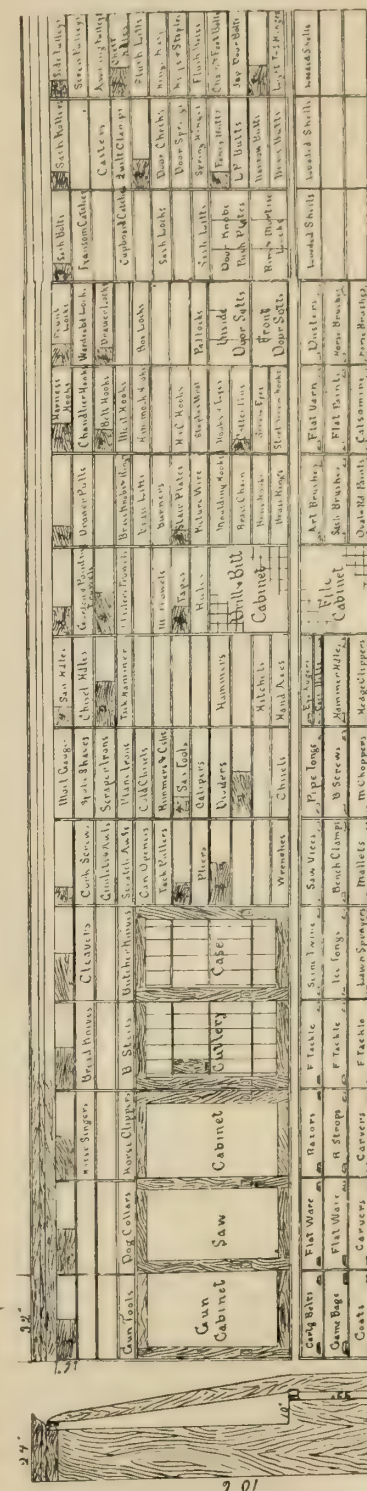
20th Counter  
Space under can be divided into two rows of nail bins, each containing 14 spaces, with

cabinet under the ledge is to give the required length to the boxes. In completing a paint order a brush is gener-

Cow chains, traps, etc., can be well shown on the side of staircase, and other points can be seen by a study of

the drawings. As will be noticed, the office occupies a commanding position in the store, and is large enough for a large desk and other fixtures.

A hardware store, by improved shelving, and good lighting, together with

20ft Counter  
Space under  
Claret m

Silent Salesman for  
Small Tools, Bits in Sells Levels  
at Plows

Silent Salesman for displaying  
Pen and Pocket knives, Scissors,  
Revolvers & Mailed Flat Ware

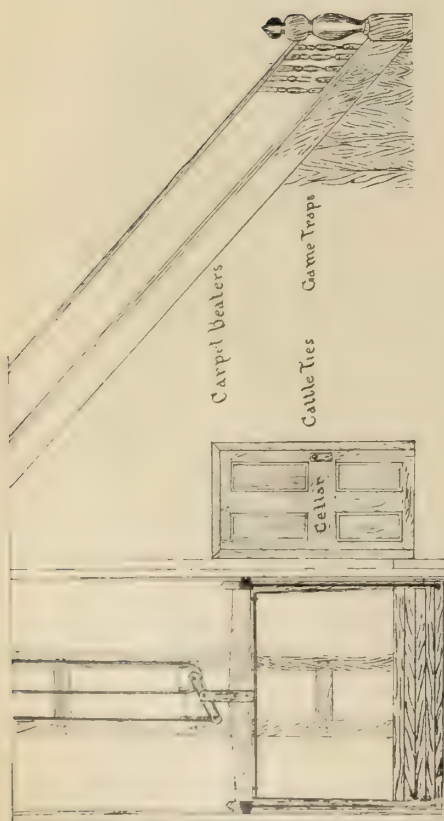
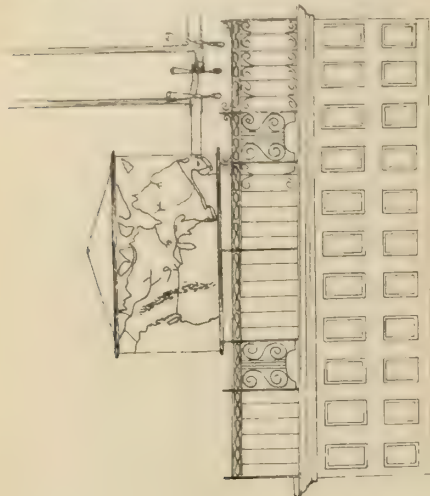
to keep

It is impossible for a dealer and his clerks to expeditiously serve a rush of customers unless the stock is so kept that each knows just where to find anything desired.



## ERECTING A STORE BUILDING.

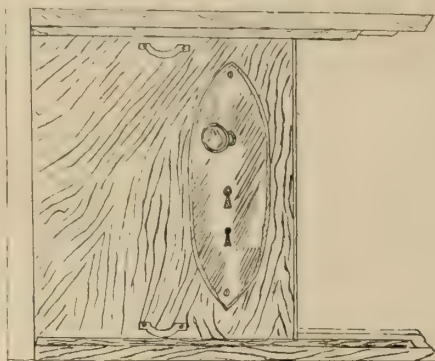
If properly planned and well located a store building is certainly a good investment for the merchant who intends to make himself a permanent fixture in a community. If he does not feel settled and has to rent he will find that he wants improvements he cannot get and his business needs certain facili-



ties his landlord will not provide. And above all he sees a monthly cheque going out for rent, whereas he would be making a saving if he was his own landlord.

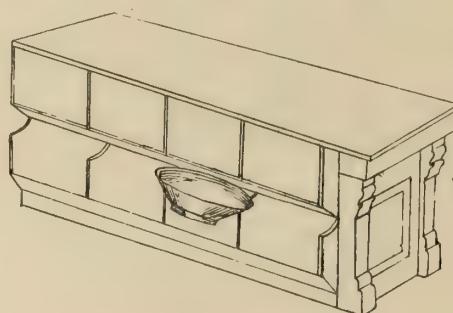
When a merchant decides to invest in a store building the first consideration is the amount of the investment and his ability to carry the load. Paying for

property on the installment plan isn't a lead pipe cinch by any means, and standing off the jobber to put the money into a building isn't good business. A



merchant must keep his credit good with the wholesaler or start down the toboggan slide. Putting up a good building means a probable saving on insurance, but it also means higher taxes and any expense for repairs must be met by the merchant. There are many unforeseen expenditures to make up for the saving in rent.

Cool judgment is required when a merchant is planning to invest several thou-



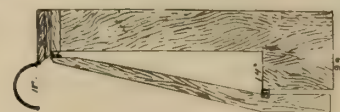
sand dollars in a building. It is a critical stage in his career and the move may make or break him. The whole proposition should be thoroughly analyzed. The leniency of a wholesaler should not be figured on too much as a financial squeeze may come at any time and if a man is tied up in real estate that cannot be turned into cash at once he's up against the real thing. Just as many a man has to live in a rented house because he cannot afford to tie up part of his capital outside of his business



it is necessary for others to go on paying rent for an unsuitable store.

As an investment, store property is governed by various conditions. Loca-

tion in the town and the kind of people and country around it must be considered as well as what the future will bring in the way of railroad extensions as affecting the town.

[illegible]

After all, there is much guessing about the future of such investments. Some merchants have several thousand dollars tied up in corner store property, which they cannot sell for one-half what they paid.



## DEALERS AND THEIR STORES

### BRANDON'S FINE STORE.

Eastern hardwaremen who travel towards the setting sun are struck with the enterprise of the hardware merchant and the beauty and practical arrangement of the stores of Western Canada. With seeming disregard for expense the finest of shelving, etc., is often found in stores in the pioneer sections while the general arrangement of the store interiors in the larger towns is to be compared only with the finest stores in the large centres of population in the east. A returning tourist recently said to *Hardware and Metal*: "Western hardware dealers can show most eastern houses a thing or two in how to arrange their stores and display their stock."

One of the most enterprising hardware concerns in the west is the Brandon Hardware Co., a view of the interior of whose store is reproduced on this page. The manager, Mr. J. Curran, has had a long connection with the trade, being an old hardware traveler, and is a thorough westerner. He looks after the business end of the company, the buying being done by Mr. F. Lambert, both Mr. Curran and Mr. Lambert being in the foreground of the picture. Assisting them is a staff of about fifteen employees.

The view of the store shows about 65 feet of Warren shelving complete to the ceiling. To the right is a saw display case behind the saws and in the same fixture being room for the storage of a large stock of saws, each laying on its back in its own compartment. Behind the saws, but not shown in the picture, is a large show case for displaying tools, as well as another for exhibiting rifles and guns. The whole right side of the store presents a most attractive appearance, all the silent salesmen having an electric light attachment.

At the front on the left side there is also a large case for showing nickelware, behind this being an enormous stock of high class enamel and tinware, a row of refrigerators being given prominence during the Summer season, stoves and ranges being moved to the rear for the time being. The display tables in the

centre are changed weekly and aid materially in the turnover of the stock of small wares.

All available space is used without any appearance of crowding, well equipped offices and a cutlery display room being located at the back of the store. The metal ceiling gives a tone to the whole store arrangements, this being emphasized by carefully looked after display windows. In addition to a full-sized basement, a large storage warehouse is maintained, the space over the store being occupied as a dwelling.

advantageous by dealers throughout the country, even where department store competition is not felt.

I have given more attention to arranging my show window displays and to getting out printed matter, which I take care to have carefully distributed throughout the neighborhood served by my store. This printed matter has brought results that are very gratifying, and I think that as time passes it will prove more and more profitable and pay larger returns for the time and trouble taken to put it out. I have arranged a



Brandon's Fine Store.

### SECURING MORE BUSINESS FOR THE RETAIL STORE.

By R. E. Taylor.

Retail dealers have been complaining a great deal lately of department store competition, and some have even gone out of business on this account. I have found, however, by pushing my business and giving careful attention to the smallest details that the department store is not the bugaboo it is held to be by many in the trade. This competition can be successfully met by retail dealers, but it cannot be done with the tactics used 20 years ago. They must adopt some of the methods used by the managers of the larger class of stores. And these will also be found

book containing lists of kitchen outfits for city homes and country cottages. This is a small book of about 30 pages, and contains price lists of five different housekeeping outfits, arranged for kitchen use and general housekeeping work. These vary in price from \$1.50 to \$16. It will be well for all dealers to make such a list for their own personal use, if for nothing else, showing what a variety of furnishing goods may be bought for \$16. Copies of these goods are wrapped up with articles of merchandise that are sent out, and I can testify that the results coming from people who have received them are very pronounced. People call to see my 73-cent aluminum covered saucepan, or



they mention a specific article with the price given in the catalogue. This enables me to trace very readily the work done by the printed matter. By having a printed list the housewife realizes the things she is out of and can find the price of any article desired.

My show windows are carefully filled with seasonable goods appealing to the housewife, and care is taken to change the display frequently. One week agate ware is used entirely, while the next week enameled plated copper ware is presented. Kitchen utensils made of aluminum are now becoming cheaper in price and people are beginning to realize the many advantages of this ware, and take

For years, Mr. Surveyer has been noted for the splendid arrangement of his window displays, but, until last Summer, no serious and systematic effort had been made to arrange the interior attractively. However, owing to the great increase in Mr. Surveyer's business, and the limited space at his disposal in the narrow store, it was found necessary to devise some radical system for storing and displaying goods—especially shelf goods.

After much deliberation, the system here illustrated was adopted, and it has proven very successful. The whole wall was shelved off, and fitted with hardwood drawers of sizes varying accord-

of cutlery, calipers, etc., are displayed in this way.

Both Mr. Surveyer and his able manager, Mr. Bernier, are to be congratulated on this admirable system, which might well be used as a model by hardwaremen in other parts of the country.

#### INTERESTING THE CHILDREN.

In devising schemes for drawing trade the shrewd merchant of the time does not lose sight of the influence exercised by the children. In fact, one of the most forceful ways of appealing to parents and especially to the purchasing partner—the mother—is through the little ones.



Attractive Arrangement of Shelf Boxes and Show Cases in Surveyer's Fine Store at Montreal.

to it readily. I have had more profit resulting from the sale of aluminum ware during the past year than from any other line of kitchen utensils carried. Then, too, there is another advantage in handling it, for it is not liable to be cracked under the shelves, as is enameled ware.

#### WELL APPOINTED STORE INTERIORS.

We give on this page two illustrations of what is unquestionably one of the best appointed store interiors in the city of Montreal—that of L. J. A. Surveyer, at 6 St. Lawrence street.

ing to the articles enclosed. Samples were neatly affixed to the outside of these drawers, and traveling step-ladders of new design made even the highest tiers easily accessible. The wall thus presents a fine appearance, but its chief feature is the wide choice the customer has without loading down the counters, and the ease with which the different articles can be procured by the clerk.

But perhaps what impresses the customer most of all is the beauty of the show cases along the front of the counter. These at night, are brilliantly illuminated, and command immediate attention. As will be seen, numerous lines

A series of prizes for the best written advertisements of your business by school pupils is one excellent scheme if properly managed. Prizes for the most distinguished graduates of the local high or normal school also results in much desirable publicity. Effective advertising must, of course, be an adjunct of all such schemes. The offer of prizes must be strikingly exploited in the local press and the prizes themselves exhibited in the show window with an explanatory card. If the prizes are offered for the best advertisement, the judges of the merits of the various efforts must be well-known people of good standing in the community.



# SUCCESSFUL SALESMANSHIP

*Tales of Travelers and Comments for Clerks.*

## THE LIARS TRAP.

By J. W. Bender.

In the majority of stories which are told to instruct or entertain mankind, the moral is sprung on the unsuspecting reader at the tail end. If the story is well told there should be no need of reducing the moral to cold type; it should be obvious. If the story is not well told, there is room for question whether it contains a moral. As there may be a doubt as to which of these classifications the tale now to be told belongs, we will change the time-honored custom, and repeat the moral first. It is this: "In selling a man goods it pays to be truthful."

• • •

Powers was the general manager of one of the largest department stores east of the Mississippi. He was a successful man. He had as a boy entered the employ of the importing house which was the buying end of the great syndicate of which his store was one of the retailing emporiums.

In his own mind he never applied this name to the enterprise directly under his care; to him it was merely a store. This will inform the reader at once that he was not troubled at all with the disease "cephalus megalitis"—which is ordinarily called "the big head."

In his capacity as general manager, Powers ordinarily came in contact with no salesmen. He had a well equipped force of buyers, who were solely responsible in their respective departments. Occasionally, however, when there was a buying deal of unusual magnitude on, he consummated it personally in his private office on the seventh floor.

On this morning he was seated at a desk on which everything was arranged in exact order. Except for the blotter and ink well, it might be imagined that the desk was new and had never been used for business.

Across the sliding leaf of the desk, in a comfortable arm chair, sits Mr. A. Raymond Hunter, the star salesman of the Beaming Eye Stove and Range Foundry. Mr. Hunter's first name is Abraham, but he never alludes to it if he can at all help. He is there to sell Mr. Powers stoves. He has been there before. The deal hinges on a clause in the contract providing that in consideration of Powers buying a certain quantity of stoves (about half the concern's output per year), his firm is to have the

sole sales rights both wholesale and retail for the Beaming Eye stoves in the city of Winnipeg. The price at which the stoves are to be put on board cars at the foundry of the said stove manufacturing company is also a matter for determination. The crucial point, however, is the matter of the sole sales agency.

The battle opens:

"Mr. Hunter," begins Powers, wheeling in his chair and lightly touching one of the buttons on his desk, "we went all over the ground in the matter of this contract in our interview on Thursday. If you will agree that I shall draw my pen through the word NOT in this clause covering the exclusive sales rights, and if your people will make the price a fifty per cent. discount from list F.O.B. your factory, I am ready to sign up at once."



"James, please bring me the contents of Drawer No. 114."

"All right, Mr. Powers. I have been over the ground so far as the stove trade in this city is concerned pretty thoroughly since our last talk, and I guess we can do no better than to accept your proposition." This from Hunter.

"But hold on a minute," he broke in, as Powers, with characteristic promptness, picked up a pen and was about to strike out the word in dispute, "let me return the paper in its present condition to our people, and let them make the changes; the pill will be less bitter for them to swallow."

Powers hesitated just a minute, looking the other full in the eyes, and then said, as he wrote his name across the upper lefthand corner of the paper, "All right, Hunter, as you please. Remember, though, that this agreement must not be changed, and must be returned with the alterations suggested in two days. If

it's all right, I'll sign it and return to your house at once. You can then begin the shipments as per the schedule which will be arranged by the buyer in our hardware department."

"That will be all right," answered Hunter.

• • •

The contract came back in the late mail next day and Powers found it on his desk the following morning. It was the same copy that he had marked with his signature in the corner; it was signed with the seal of the Beaming Eye Stove and Range Company, but the offending word had not been stricken out.

Powers hardly read the letter which accompanied the document, conveying the high appreciation of the president of the stove concern at the connection with the great department store, and saying that the first car would go forward at once on receipt of the signed contract. He rang savagely for the stenographer and the letter he gave her addressed to the aforesaid president was of a nature that made the meek little girl hesitate several times. Apparently her word signs were almost inadequate to the task. After he had somewhat relieved his mind he concluded by begging to return, unsigned, the contract in question, and he trusted that whenever, hereafter, the aforesaid stove concern were looking for "suckers" they would please remember that no fish of that species were to be found in that particular syndicate.

This letter was answered in person by the president of the stove concern on the third day thereafter. Powers flushed angrily when the card bearing the trade mark of the Beaming Eye was laid on his desk by the office boy.

He did not keep the president waiting. The conversation which ensued was short, sharp and to the point.

"Our Mr. A. Raymond Hunter," the president began, "writes us from Indianapolis that he did not promise you the exclusive agency. He says that you asked for it, and that you wanted to make the change in the contract, but that he did not agree to it."

"Would you know the voice of the worthy Raymond if you heard it?" asked Mr. Powers. He was holding his anger in check.

"I should hope so," answered the stove president.

"Well, listen," snapped Powers.

Touching a button, and consulting a card in a small drawer of his desk, he



said to the office boy who entered, "James, please bring me the contents of drawer No. 114."

The boy reappeared in an instant, bearing a small drawer containing four cylinders wrapped in cotton. Taking out the third, he opened what was apparently a nest of pigeon holes, but was in reality a false panel. The opening disclosed a complete graphophone.

"I call this my 'liar's trap,'" Powers said, smiling grimly. The cylinder placed on its mandrel, a touch of the button at his side started the mechanism, and the astounded stove official heard reproduced the entire conversation that had taken place between his representative, Abraham Raymond Hunter, and Mr. Powers just a few days previously.

It remains only to add that when he left the office a few minutes later with the signed contract in his pocket, the offending word had been stricken from it. Mr. Powers smiled grimly as he handed back the cylinder to James and closed his desk before going to lunch.

At the telegraph office downstairs he passed the worthy president. The latter did not notice him, however. He was too busy writing a message to one A. Raymond Hunter at the Dominion Hotel, Victoria. He was trying his hardest to make the ten words convey what he felt. What finally went out over the wire were the ten words contained in the moral quoted at the beginning of this tale. And the president afterwards paid an additional twenty-five cents for another message to the same address containing only three words: "You are discharged."

### ADVANCE THE STANDARD.

By Charles F. Raymond.

Yes, you have been doing very well. On that last trip you sold nearly \$1,000 worth of goods, and the whole month was the best you ever had as a traveler.

Splendid, but don't rest on your past laurels, old man; go ahead and make every month better than the last.

There are great big chances for fatter sales than you have ever yet made, and do not let the past achievements keep you from the greater success in the future.

And you are credited with possessing a fine voice. They have told you that they enjoyed your singing and once you sang at a concert, and the press noticed you kindly, for you were encored, and you have been living on the glories of that evening ever since.

That is a mistake; make it only as an incentive to better things, to better music, to better singing.

Many of us make what they commonly call successes when we are, after all, really failures.

The clerk in the store is a good average, and he is satisfied. One day three months ago he sold more goods in that department than any other clerk had ever done in a single day. He has been talking about and living on that day ever since. He has forgotten that there are greater sales for the greater day of the future.

A speaker who once, when the hour was in keeping with his spirit, moved his audience at will, delights to think of that one occasion of the past, forgetting all his great possibilities for the future in this, his success of a night.

Many of us are failures, not because we are without ability, but because we are too easily satisfied.

We do not have ideals that are large enough to carry us on.

When I first saw him, he had lamps on the counter of his store, and a ten line advertisement in the paper. His stock was small, but he was agreeable and his voice was bright with hope.

I met him a few years later, and electric lights were strung in the window and overhead. His stock was larger and his advertisement was quarter column by two columns deep.

I passed through his town the other day. He had moved. He had moved up street, moved into the store of a rival who had been content to live on the successes of the once were, before this new chap came to town. The advertisement is bigger and the stock is in proportion, and his voice is still hopeful, looking for still bigger and better things.

You have seen it on every side.

You have seen the people who forge ahead and distance their rivals.

They take stock and find the year a successful one. They set a higher standard for the next year, and forge ahead again.

Are you one of these fellows? Are you satisfied with your set of standards?

Are you satisfied with your standard in the home life.

Are you satisfied with your standard in books and conversation?

Are you satisfied with your standard in love and friendship?

Look them over and weight them well, and perhaps you'll take them up and plant them higher and further on.

### BUILDING FOR THE FUTURE.

By W. W.

Salesmen who desire to emulate the success of others who have won honorable positions for themselves in the commercial world, cannot afford to neglect the slightest detail. Each day should find them performing better and more valuable services than the preceding day, the aim ever being to make each

day and year mark an advance in the hour glass of their lives.

Two habits which should be acquired early in life are those of promptness in performing services and care in maintaining a good personal appearance. These two habits acquired, the qualities of honesty and industry should be cultivated, all of these elements being essential to the building of a character capable of forcing recognition in the strenuous competition of modern civilization.

Look around you and you will see young fellows who, when they left their homes and started out in the world were as clean in mind and act as could be desired. Evil companionship, however, has transferred them into the "slightly soiled" class and like goods on the bargain counter they are "marked down" and their future is blighted. It does not require much soiling to transfer either merchandise or young men onto the marked down counter—in fact, the young man does his own marking, and has not as good an estimate of himself as if he had devoted his energies to building a character for himself in the future rather than having a "good time" in the present.

Whether a man is a retail clerk or a traveling salesman, he should take a thorough interest in his customers, being cordial and polite to them and ever willing to go out of his way to please and make permanent friends of the buyer. Endeavor to look at every matter from the customer's standpoint as well as your own and the result will be that you will be looked for when next the customer has a purchase to make, and your value to your employer will be much greater than if a lot of goods had been unloaded on the customer and a feeling of soreness created between him and the house you represent.

Little things count. It may be hard to put heart into work for an unappreciative employer, but no salesman loses anything by doing his duty to the letter. By so doing he is honest to himself and is burying his troubles by the pleasure of doing right and building up his own character. Never wait to be told to do a thing if common sense dictates that it requires to be done. A salesman who can think for himself is worth twice as much to an employer as one who has no initiative.

A young man employed in a responsible position by a great corporation was recently discharged to make room for another. Surprised and mortified, he sought an explanation from the manager of his department. "Will you kindly tell me why you do not want me any longer?"

"Certainly," was the reply; "it is



because you always said 'you' instead of 'we.' "

"What do you mean?"

"I mean just that! You never said 'We' should do so and so; or 'We' ought to follow out such and such a policy. It was always 'You' in referring to this company, of which you were a part. In speaking to a fellow employe about our business, you would say 'They' instead of 'We.' I should advise you to seek employment with some company to which you can refer as 'We.' "

A common criticism of an ambitious young man is: "He acts as if he owns the concern, and he's only a clerk." It is the young man who works as if he did own the concern who often becomes the owner in time.

"We're going to pay a dividend of ten million dollars next month," proudly remarked an office boy to a waiting visitor in the reception room of a railway president. He is on the right track.

But it is necessary to think We and act We every hour of every day, as well as to say We. We means Us, union, solidity, co-operative enthusiasm. YOU means the other fellow. It's the WE that wins!

### JUST AN INCIDENT.

By J. G. L.

An incident which impressed itself very strongly upon me, occurred some two or three years ago, when I was, for the first time, working the — line of the C.P.R. On jumping off the train at B—, I found two other grip-carriers wending their way to the dilapidated 'bus. We drove up and down hill for over half a mile before reaching the village hotel, and so had that opportunity for warming up to each other, which is never allowed to pass by the out-and-out drummer. In response to the regular inquiries: "What's your line?" and "Where do you go from here?" it developed that one of my companions was selling blacksmiths' supplies, and the other, wagons, while both were to touch at the same towns as I all along the line. That established a kind of fellowship among us, and we just gravitated together during the remainder of the week.

The wagon man confided that this particular district was one of the most ticklish his firm had to deal with, and he was already quaking in anticipation of meeting the worst crank of all in the town of M—, which we were due to reach on Thursday. On Tuesday and Wednesday, although he was making good sales, the thought of this supreme trial still faced him, and his talk was full of references to it.

When Thursday came, we drove over unutterable roads, from F— to M— and it was an inspiring sight to see my friend throw out his chest, curl his ample moustache, and pick up his catalogue case, as he sallied forth to beard the lion.

I didn't see him at the supper table, but the horseshoe man told me he was busy with his customer. As time went by and no sign of him appeared, I was beginning to fear that he would be kept over until the next day, for I already understood him well enough to know that he would fight it out to a finish.

Finally, the 'bus backed up to the door and a stentorian voice yelled "All Aboard." Half a dozen drummers hurriedly snatched their grips and sample cases, myself among the number. We began filing through the "rotunda," which, as usual was lined with dead-heads and hangers-on. But, just as I reached the door, I looked back towards the stairway, and involuntarily nudged the horseshoe man in the ribs. Down the iron-clad staircase from the sitting rooms, shuffled a meek looking individual, carrying a catalogue case in one hand, and a traveling bag in the other. Behind him, in all the glory of his fur lined coat, curly moustache, and ten cent cigar, came my friend the wagon salesman, his shoulders triumphantly erect. This meek looking individual was his customer.

That tableau told the whole story. I needed not the stage whisper that greeted me as soon as the 'bus door slammed shut: "Full carload for Spring, f.o.b. factory."

### A SURPRISING BULLETIN.

The editor of a rural newspaper was in Toronto at the time of the death of Queen Victoria, and noted with surprise the promptness of the papers to bulletin the hourly reports of the Queen's condition. He determined to adopt the idea on all important events when he should return home. Soon afterward he was told by the local physician that Deacon Jones was seriously ill. The deacon was a man of some distinction in the community, so the editor posted a series of bulletins as follows:

11 a.m.—Deacon Jones has relapse.

12.30 p.m. — Deacon Jones weaker. Pulse failing.

1 p.m.—Deacon Jones has slight rally.

2.15 p.m.—Deacon Jones' family has been summoned.

3.10 p.m.—Deacon Jones has died and gone to heaven.

Later in the afternoon a traveling salesman happened by, stopped to read the bulletins, and going to the bulletin

board, made another report concerning the deceased, it was:

4.10 p.m.—Great excitement in heaven. Deacon Jones has not yet arrived.

### "DRUMMER" A MISNOMER.

The salesman of to-day is not a "drummer." The proper party to whom the name belongs is the fellow who hangs around the hotels and depots and steers the incoming merchants in the direction of the house he represents.

He drums trade for his firm. He is the direct descendant of the fellow who stands in front of the European shops and beats a drum, calling the attention of the passerby to the wares on sale inside the store.

The same people who designate the travelling salesman as a drummer would not think of calling a reputable physician a quack or a good lawyer a pettifogger. From a Websterian standpoint, a drummer is the fellow who beats sound out of pigskin, stretched over hoops. The merchant who calls the salesman a drummer implies in his own words that he has a head of pigskin.

### THE TRAVELING MAN.

Well versed is he in all those ways conducive

To comfort where least comfort can be found;

He turns the seat unasked, yet unobtrusive;

His little deeds of thoughtfulness abound;

Is glad to please you or have you please him.

Yet takes it very calmly if you freeze him.

He smoothes the Jove-like frown of some official

By paying fare for one who cannot pay.

True modesty he knows from artificial;

Will flirt, of course, if you're inclined that way.

If you are, be sure that he detects you; And if you're not, be sure that he respects you.

The sorrows of the moving world distress him;

He never fails to lend what aid he can, A thousand hearts to-day have cause to bless him—

This much-abused, misused commercial man.

I do not strive to cast a halo 'round him, But speak of him precisely as I found him.



## CORRECT WINDOW DRESSING

*An Address by Mr. R. C. Skinner before the Winnipeg Y.M.C.A.*

What is window dressing? It is the displaying of merchandise in the most effective and attractive manner for the purpose of sale. Most progressive merchants to-day are aware of the value of the show window for advertising and sale of merchandise. An effective window is bound to make a strong impression on the minds of the people who pass his place of business. But it must be understood that to get the full results from this form of advertising the window must be changed frequently. It

Before starting to put in a window many things have to be taken into consideration—the thorough cleaning of the window, the goods that will form the display, the fixtures at hand, and the most effective method of treatment that will be the least harmful to the goods. Then with reference to show cards. Too often they are not given the attention that they deserve. Have them prepared beforehand so that they can be placed as you complete the different parts of your trim. Then comes the practical

goods," should be the motto of every trimmer. Of late this has become one of the most important parts of his work. This is where amateurs fall down. There seems to be the idea that every little space has to be filled with merchandise, and even though the result be somewhat harmonious it loses its selling powers and requires a much longer time to execute. This is usually the fault of the trimmer in picturing an elaborate exhibition that is out of his reach; simple ideas should be the aim



An Attractive Tool Window Display.

is the same with an advertisement, if allowed to remain for a length of time it becomes stale and an eye sore rather than an attraction.

Window displays in every line of business, almost, should be changed at least once a week, even though the change be slight. After this length of time they lose their selling power, freshness, and every day lessens the value of the goods displayed from the effects of light, heat or dust. Goods of a more delicate nature, particularly in Summer months, should be taken out every few days.

work. It is best always to form your display of seasonable merchandise, and of what the people want to-day.

The show window is somewhat like a stage, it has its entrances, traps, exits, wings, etc., but it is entirely different in completing the setting. It must be remembered that your audience views your display from a distance of a few feet, whereas in a theatre the distance is so great that the defects are not noticeable; therefore every detail of your window should be complete.

"Simplicity, with the least amount of

of the trimmer, and more particularly of the beginner. As it is impossible for the young musical student to play classical compositions which take years of preparation, likewise is it with inexperienced display men who have to begin with the little things and gradually work to the higher grades. The trimmer's mission is not to show his skill in creating elaborate affairs and advertising his ingenuity. The one purpose, and where the trimmer should concentrate all his energy, is in the merchandise to be sold.



Before taking out his display the trimmer should know what goods will form the next, and make all preparation and know just how this window will appear. Draw out a plan of your display so that you can work without interruption. Be sure to prepare all the little things needed beforehand; then everything goes smoothly. Remember that the drawn blind means dollars to your employer, and should not be down any longer than really necessary. Some trimmers, after the preliminary work, raise the blind and complete in full view of the public. This might apply to sale windows, but very few trimmers care to let the public know how it is done, but it certainly attracts and sells the goods.

System counts for much in window work. Always look ahead and plan your work; in all elaborate trims have them worked out and prepared some time before they are needed, so that at the last moment when the rush is upon you there will be no confusion and little worry. Many people, not knowing the inside workings of the window man, where there are a large number of windows to look after, marvel at the short

ties will allow. Artistic windows are wonderful educators.

In this work there are lots of opportunities for the salesman to better his position. Many ask how it is done. There is no given plan, you just have to get up and do it. Keep doing little by little; put in a window every time you get the chance; read any good article on display; remember what you see and try to do better. In almost every progressive store any clerk that shows interest in its attractiveness, or anything that will make the store a better one, will soon be recognized and his salary much increased.

Every salesman should have a fair knowledge of display for his own benefit in making sales, and it educates him in stock arrangement, neatness, etc. Card writing occupies an important place in the retail establishment. It has only come about in the last few years, but the demand for good card writers is far in excess of the supply. It is an art that can be learned by almost everyone. With lots of patience, perseverance and practice, he will soon become capable of doing good work.

#### PREVENTING FROST IN SHOW WINDOWS.

During the course of the cold season shopkeepers are confronted with the great inconvenience arising from mist and frost in show windows, whereby the goods on show are rendered practically invisible, and consequently cease to attract customers. In nearly every instance, according to the Decorators' Gazette, a careful examination of the window will show that the construction of the wood work casing, the position of the window panes or the lack of adequate ventilation is to blame. For the purpose of studying the question show windows may be divided into two classes, viz., those inclosed at the back and such as are open toward the store. The former is the one more afflicted with mist and frost, and this class alone will now be dealt with.

In putting in the window panes, whether the framing be of wood or iron, a row of ventilating holes should be provided below, extending all across the window front. These holes should be broad and set low down, but not covered with protecting covers on the outside, since these covers only catch dust and help to stop the draft. The idea is to cause a wide current of air to enter the window so that the same may spread over the whole front of the window; and this is more easily realized with wide holes than by round ones or vertical slits. To prevent an inrush of dust raised by the street traffic or blown about in the Summer time, a sliding damper may be arranged in-

side the window so that the holes may be closed when required.

Above the level of the window panes, but still within the casing of the show window, should be provided hinged ventilators (Fig. 1), to allow the heated air in the window to escape out into the street. For this purpose a row of holes similar to those underneath the window would be insufficient, owing to the increased volume occupied by the heated air, and on this account the upper opening must be of larger area in order that the circulation of air inside the window may be intensified. This hinged ventilator must be mounted right at the top of the shop front, and open inwards and upwards, since otherwise it would oppose an undesirable resistance to the outflow of air or divert it, and thus lead to a deposit of mist on the upper part of the window. Fur-

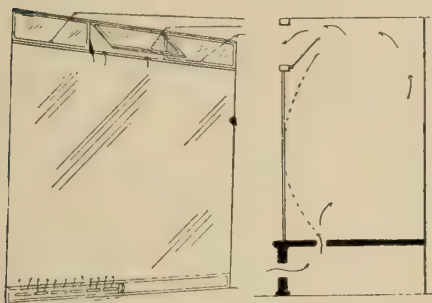


Fig. 1—Correct Method.

Fig. 2—Incorrect Method.

time it requires to put in a whole street of windows. System, organization and timely preparation accounts for it all.

There are few callings to-day that demand so many acquirements as the modern decorator. He must be an architect and contractor, electrician, sign and scenic painter. In fact, he has to have a knowledge of nearly every art, and be a splendid colorist and of highly artistic nature. Not all good trimmers are so gifted, but if he lacks the knowledge of a few of these things he will find himself sadly handicapped in doing good work. He must create the beautiful out of merely nothing. A trimmer should have an abundance of integrity and originality, and lots of sticktoitiveness; always have his eyes open and ever on the alert for new ideas, never satisfied in one sense with his past efforts, always striving to do better next time. He should be a close student of prevailing style and endeavor to carry them out in his windows in the most effective way that his opportuni-

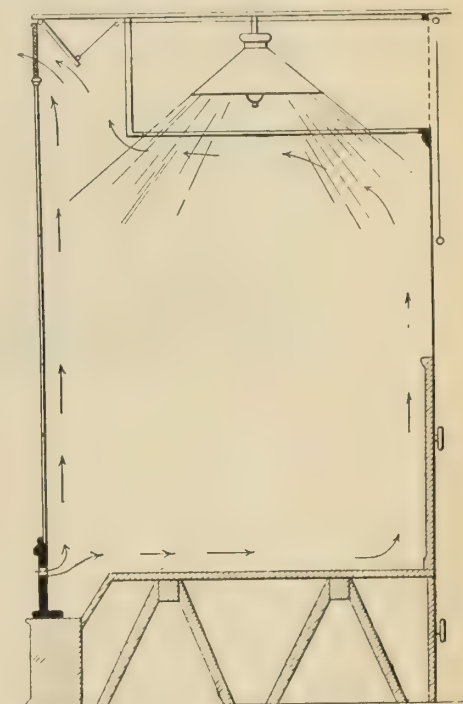


Fig. 3—Shielding Window Space from Heat of Lamp

thermore, the inlet holes must not be surmounted by a ledge or beading that can deflect the flow of air and allow ice to form; and it is an equally erroneous practice to adopt the plan illustrated in Fig. 2, and extend the flooring of the show casing right up to the window, and bore a number of inlet holes through the flooring. In order to keep the glass free from frost the inflowing cold air must ascend close to the window panes and escape at the top without hindrance (Fig. 3). When this is possible the window will never be dimmed with either mist or frost, since the moisture that would be deposited on the glass is carried away by the ascending current of air the instant the particles of water are formed.

In some cases it happens that al-



though the ventilation is believed to be satisfactory, the glass gets dimmed; but this is due to defective construction of the window frames or of the casing. For instance, if the door leading into the show window from the

with mist immediately the gas is turned off, and, on the other, is likely to crack the glass by unequal contraction.

Mist and frost in badly arranged windows are particularly noticeable early in the morning as soon as the store is

### PRIZE WINNING WINDOW.

In a recent competition in window dressing conducted by the Glidden Varnish Company, Cleveland, Ohio, in which \$1,000 was offered in prizes, the window dressed by Messrs. Burhans and Black, Syracuse, N.Y., reproduced in the accompanying illustration, won third prize. As will be seen, the idea worked out is a miniature model of a state capitol building, the execution of the design being very good. The window suggests an excellent method of display, and will no doubt be duplicated in many places, as it is both attractive and easy of construction.

### BATTLESHIP IN WINDOW.

As a central figure in a hardware window a battleship constructed of goods from stock has proved very effective, particularly at times of war, when the attention of the people is drawn to naval battles. The one shown in the accompanying illustration was displayed in a New York window recently, the vessel being 4½ feet long by 11 inches wide. Two cross-cut saws were used for the sides. On a board covered with sandpaper and strips of emery paper to represent planks of the deck were arranged levels, door gauges, oil stones and cabinet scrapers for the main battery, with oilers and tape lines for turrets and gun carriages, and spiral and screwdrivers and automatic boring tools for guns. Rules were utilized for the second battery, with twist drills, bits and other small tools for guns. Above were small planes to answer for lifeboats, with calipers and chalk lines



Battleship Display.

for davits. Bundles of lead pencils furnished the smokestacks, and a large engineer's oiler was used in the construction of the turret and mast.

### DISPLAY OF SPRING TOOLS.

One of the most novel and effective window displays seen in some time was recently shown by a Chicago department store. It was constructed out of garden tools and the large window was entirely filled with rakes, sickles, hoes,



Prize-Winning Varnish Window.

store does not shut quite tight, or there are any cracks or holes in the wood work, the warm, moisture laden air from the store flows into the cooler window, and a fine dew is deposited on the panes and mirrors. Hence the doors should never be of the sliding type, these admitting air and dust, but should open and shut, and be beaded and fitted into a rabbeted frame to make them air tight.

The window lights should be inclosed in glass cases, to isolate them from the actual show space, because in the case of gas the lights would heat the air more rapidly than the ventilator could carry it away, the result being a deposit of moisture on the relatively cold window pane. To prevent this the light should be isolated by a glass partition (Fig. 3), the compartment thus formed communicating with the store by means of a hinged ventilator or else left quite open at the back. Electric lamps do not give out so much heat as gas and may be installed within the show window when proper ventilation is provided for the latter. A row of small gas jets extending right across the bottom of the window is of no use. On the one hand, it heats the air to such an extent that the glass will be covered

opened, the outside of the window having been cooled down by the night air. In such cases the mist or ice takes such a long while to thaw off that the best time for business has passed. Here, however, a remedy can be provided in the shape of a small electric fan mounted at the back of the window, with its vanes parallel to the front glass. Such a fan running at high speed will set up a powerful circulation of air in the window, and the direct current from the fan, impinging on the mist or ice, will soon cause them to disappear, leaving the glass clear and dry, whereupon the fan may be stopped. Of course there must be no obstacle interposed in the path of the air current between the fan and the store window.

The principles underlying the suitable construction of show windows may be summarized as follows: The window must be thoroughly ventilated, so as to induce a good circulation of air and bring the temperature of the air inside the window to as near as possible that of the atmosphere of the street. Doors and other openings communicating with the interior of the store should be made air tight. If these requirements are properly fulfilled, all cause of complaint of frost in windows will be obliterated.

RETURNED

PR 3-1906

W. C. Burhans

22nd St. N.Y.C.

page 47

W. C.

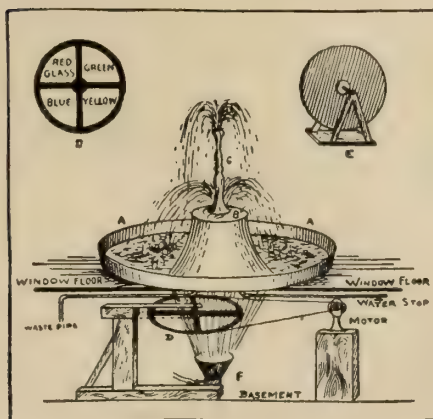


spades, shovels, scythes, forks, lawn mowers, hose and similar articles, piled and stacked in great profusion, almost entirely filling up the window. The background was constructed of plain cheese cloth and arches were made of rims of wagon wheels, also covered with cheese cloth. The rakes and other long implements were radiated from the centre and fastened to the wagon rims with thin wire. The floor was in a grass effect, achieved with dyed excelsior, and packages of garden and flower seed were scattered over the "grassy" floor. This window is a great trade puller and can be worked on a small scale in any store.

### ELECTRIC ILLUMINATED FOUNTAIN.

One of the prettiest and most attractive displays for a show window is an electric illuminated fountain. The Keystone tells how such a fountain may be constructed.

Have a tinsmith make the centre bowl, (A), of tin, of any size desired, according to the size of your window. This centre bowl should be shaped like a large cake tin, hollow in the centre. Cut a hole in the centre of the window floor and place the tin bowl over it. Put a large rubber band around the centre tin cone. Secure a circular glass shelf, (B), having a hole in the centre, and rest it upon the cone. Make a fancy stem, (C), enamel it white, punch fine holes in it at the top and bottom and solder it to the water pipe, which passes through the hole in the centre of the glass shelf and which is attached to the main pipe in the basement. Put a rubber washer on the glass shelf to make it watertight. The waterflow is regulated by water stop and the surplus is carried off through the waste



Electric Display.

pipe. Make a skeleton pulley, (D), with a piece of colored glass in each of its openings. Use red, green, yellow and blue glass and fasten it in position with

tacks. Arrange this pulley so that half of it is in the centre of the fountain.

Place a strong electric light with a reflector in the position shown at (F), so that it sends its rays upward through the colored glass and through the centre cone on the water. The effect will be most beautiful. The changing of the colors can be reduced to speed by means of the reducer, (E). In the lower bowl lay three electric bulbs colored green, with wires made waterproof, well insulated and enamelled. Pond lillies and gold fish may be added and a magnificent display created.

### A SMALL WINDOW.

A tasty display of nickelware and carving sets is shown in the accompanying illustration of small window, there not being too much in the display, al-



Exhibit of Nickel Ware and Carving Sets.

though it is a common fault to put too much in the window. The draping is simple and inexpensive, while the wall design of cutlery is attractive and easily constructed. The carving sets and nickelware on the floor and platform are not too crowded, and as the draping has been carried out uniformly the effect is pleasing and worthy of being modelled after.

### DISPLAYING ENAMELWARE.

Enamelware can be used to good advantage in window displays, both because of the varied designs which can be worked out with these goods and because the housewife's attention can be arrested by seeing new utensils which she requires in her daily kitchen work.

In an effective display recently made three arches were erected a short distance in front of the back wall and shelves were placed on the wall as shown in the illustration. The three

lower shelves were straight and extended from the back wall to the posts supporting the arches, while the three upper shelves started at the back wall and extended a little in front of the posts,



Shelving and Arches for Enamelware Display.

the two end ones having a curved front and the front of the middle one being pointed. The sides and back of the window were plaited with pink cheese cloth, which was puffed with a light green around the edge. The posts and arches were covered with the same material as a background. The window was then filled with enamelware, the floor and background with graniteware, and the arches with tinware.

On the shelves pyramids of kettles and coffee pots were arranged, while hanging underneath rows of cuts and kettles were hung, similar designs being worked out on the arches. Equally effective arrangements of tin and enamelware were placed on the floor, the general effect being exceedingly attractive. A neat card in the centre invited passers-by to enter and test the merits of the bargain sale going on inside.

The design allows of considerable art in display, and is an excellent one for beginners to endeavor to construct.

### TOOL WINDOW DISPLAY.

An attractive display of builders' tools was recently shown by the Frantz Hardware Company, Enid, Oklahoma, the display being exceedingly well arranged. In the background were placed a number of hand and keyhole saws, bits, chisels, trowels, saw sets, squares, draw knives, etc. On the bottom of the window were grouped planes, hammers, ratchets, tapes, screw drivers, levels, and other tools of interest to the mechanic. The effect was far more striking in the original than can possibly be shown in a photographic reproduction. shown on page 86.

System is the carrying out of a set of rules. Necessity causes the creation of these rules. Any rule that is not required by necessity is foolish and a hindrance in your business instead of a help.



# EFFECTIVE HARDWARE ADVERTISING

*"Are you taking any active steps to get the trade of people who do not trade with you at the present time?"*

This is really the all-important question in advertising. While it is necessary that you should keep in touch with your regular customers—acquaint them with special sales, etc.—it is really more necessary that you should make a bid for the patronage of new dwellers in your town, or people with no fixed store. Advertising in the newspapers will not be as effective in these cases as advertising through circulars, etc., because you can make the latter method more direct.

When casual customers drop into your store take note of their names, and

have at one time or another learned the significance of. Good ideas are often lost because they are not recorded. And then they are often recorded in an unmethodical way, and while not perhaps lost cannot be found quickly.

As the quotation shows, the writer in question adopted a diary of ideas, as it were. He made a note of the things that would be helpful to him the following year. When an advertising scheme proved successful it was entered in the book so that in a year's time the same idea would crop up again to either be used or improved upon. When the diary had been completed for a year the writer ceased making entries, as an experiment, and states that now when the

expedite things is a theory. Try the diary for a year and see if it helps you in getting timely ideas for advertising.

• • •

*"The public now demand that advertising be practical."—National Advertiser.*

There was a time—not so long ago, either—when to be "catchy" was to score an advertising triumph. This catchy style, which includes poetizing, humorous phrase-making, bald egotism, slang, etc., is still prevalent, but the majority of advertisers recognize the seriousness of publicity and govern their advertising accordingly.

The people read so much nowadays that careless expressions on particular points will not pass. If you start out to show your readers what low prices you are quoting, and do not show that they are considerably lower than other merchants' prices, you may be sure the people will make the comparison themselves; perhaps not with resultant profit to you.

Therefore, it behooves you to be candid in your advertising, to appeal to the practical sympathies of your patrons and to be satisfied with getting "something" in return rather than to spend money and energy striving to get "everything."

Do not indulge in the superlative degree when speaking about quality, because you will be praising the very goods your neighbor sells.

While keeping your advertisements practical it is best to work in as much about your methods, etc., as possible, because this is all you have to give your advertisements an individuality. You cannot afford to advertise one line of wares solely, so your publicity policy, if correct, will always be working to the same end, no matter what you advertise, viz.: That your store is the store to deal at.

• • •

*"The retailer who sits down and mourns because the large mail-order houses are encroaching on his trade, is very sure to lose in the end."—Advertising World.*

Considerable business is taken from you by mail-order houses, and how to divert this business into the proper channel is the problem. You are, of course, aware that the big advertiser issues lavish catalogues and employs in conjunction with them mailing cards, folders, etc. Now this literature does "the work," and the experience of a number of merchants proves that the most effective way of dealing with the

## REASONS WHY ALUMINUM COOKING UTENSILS ARE THE BEST

1. They are light in weight, bright as silver, and absolutely pure and wholesome.

2. There is no enamel or plating to flake or wear off. The finish is the natural finish of the metal.

3. They will not burn or scorch food as easily as other metals.

4. They retain heat longer

than any other utensil.

5. They do not contain nor form any of the poisonous substances found in iron, copper and enameled ware.

6. There are no joints, seams or solder to leak and give trouble.

7. They are finished in the very best possible manner.

## HOWIE & FEELY,

Branch : 430 Colborne St.

Cockshutt Block

when you are issuing announcements be sure a copy is sent to each of these persons. Do not be satisfied with doing this once. At every opportune time repeat the performance. You will be spending money, but you will be building up a patronage that will yield the money by which advertising can be carried on, and by which business itself can be made successful.

Also employ the booklet and mailing card, and in connection with each of these schemes keep a record of results.

*"My experience is that good ideas come not when you can use them, but at the wrong time. Now, through my diary, I capture these ideas, and they are mine for good."—Selected.*

The writer of the above expresses a great truth that writers, especially,

diary is about five years old he finds it as helpful as if it had been compiled last year.

It is difficult sometimes to distinguish between the practical and the theoretical, but no one has a right to dub anything theoretical unless it has been proven so. There is a tendency to-day amongst some merchants to either accept or reject "systems" in their entirety. But the happy medium can be struck here as elsewhere. Discrimination can be exercised, and judgment given in due time. It is well for you to cultivate receptive qualities with certain limitations. You may not be getting the best out of your advertising, and until you do no plan that offers to



mail-order man is to fight him with his own methods.

The catalogue is rather expensive, but you can get out folders, mailing cards, etc., advertising the lines that suffer by the competition, and once and awhile you can devote your newspaper advertisements to the same goods.

In many cases people write away for articles because they imagine you do not keep them. Let your publicity policy be such that you cannot be assailed on this score.

There are many points in your favor in competing with mail-order houses. There is a greater convenience and safety buying near home than far from home. And then as regards prices, if a manufacturer can afford to pay the carriage, and the customer the duty, you can certainly afford to quote an equitable price, considering that there will be no carriage or duty charges.

When the manufacturer sells direct to the consumer, entirely avoiding middlemen, you cannot compete except by the "something-as-good" policy. But you have a big enough range of wares to wage war for the mastery of your own territory on general lines.

\* \* \*

"The purchaser becomes sceptical, and his scepticism tends to make him keep away from the store where prices are subject to extraordinary variations."—*Publicity*.

Price-cutting can be carried too far. A tangible instance of this was brought to my notice the other day. A merchant had a large corner store beautifully fitted up, and on Saturday nights it was a veritable beehive of people. Other merchants envied this seeming prosperity and began to advertise to a larger extent.

The corner-store man was selling

he abrogated the system he foresaw a complete alienation of his patrons.

Result: The cutting system reigned for one year and a half. The merchant bought as close as he could because he was selling closer than he could afford.

This gave the corner-store man a small margin to play on, which, like his profits, never grew any bigger.

The other day he sold out at a sacrifice.

The merchant who announces monster price sales two or three times a month is sowing the seed for his own ruin. Special sales are all right when rightly conducted, but even special sales can occur too often—for the storekeeper.

\* \* \*

#### CONSTRUCTION OF ADVERTISEMENTS.

Two advertisements from Canadian papers are reproduced on this page, along with one which I have drawn up for comparative purposes.

Mr. Cowan's advertisement is of the brevity order. It overstates nothing, conceals nothing. There is no introduction, no "leading on." The plot is laid bare in the first chapter.

\* \* \*

Howie & Feely's advertisement is decidedly uncommon in matter. It is more like a manufacturer's announcement than a retailer's, but, as only one line is advertised, the arrangement is congruous.

\* \* \*

The advertisement I drew up myself is characterized for timeliness—perhaps more so than for anything else. A seasonable array is laid before the reader, and there is just enough "I" to give the announcement an individuality.

Of course the size of the space does

Mr. Cowan's advertisement is a good all round typographical specimen. The design is not as tasty as it might have been, but the execution is first-class.

See our window of

**Graniteware  
Brushes  
Breadknives  
Butcherknives**

etc., etc., all at

**25c**

An eye-opener in the bargain line. It's up to you if you want value.

**COWAN'S  
HARDWARE**

127 DUNDAS STREET.

Advertisements patterned after the style of Howie & Feely's are seldom typographically prominent. Practically every bit of space is used, which renders the preservation of balance quite difficult. A border and leads between the paragraphs would have been improvements.

"Brownlee's" advertisement was designed to give the reader a quick conception of "store news" and, at the same time, an individuality that surrounding advertisements would not nullify.

\* \* \*

The advertisements of Cowan and Howie & Feely distinctly point to a better day in hardware advertising. Merchants are realizing more and more the necessity of giving their publicity matters their best attention.

Both these advertisements evidently took a little time to prepare, and I would imagine the compositor received copy with some sort of order to it.

The fact that no illustrations were employed demonstrates, I think, that the days for the ludicrous stock-cuts are numbered.

\* \* \*

Where a merchant cannot afford to advertise to any greater extent than two or three inches single column it is absurd to consume over half the space with cuts that convey no meaning. Yet instances of the kind have occurred in Canadian papers.

Where a large space is used and the merchant has appropriate illustrations he should by all means bring those illustrations into service. A. A. B.

### Now is the Time

to see about garden and house-cleaning essentials, etc. I can equip you with

**Garden Tools and Seeds, Netting, Ladders  
Lawn Hose, Wire Goods, Paints  
Varnishes, House-cleaning Goods, etc.**

My stock of staples is unsurpassed for quality of selection. Come and examine the display.

**BROWNLEE, 115 Seaforth St. Kamloops**

goods, but he was not making money. He sold all his wares at lower prices than his competitors. Once he started the system in was difficult to win over the high-class trade, and the moment

not permit of much argument, and the same reason accounts for a passing reference to staples. The latter, however, do not need to be advertised to any great extent.



# MODERN BOOKKEEPING

## THE "LOOSE LEAF."

By J. R. M.

In systemizing your business you have in mind one of two objects, either the cutting down of expenses by reducing the number of your employees, or introducing such new ideas as will give you more detail, enable you to know just how each department of your business is doing—and thus place it on a profit paying basis.

That this could not be accomplished by the old and antiquated methods in common use up to within the last 25 years was apparent to every man seeking to improve his business, and forge ahead into the front rank of commercial giants, with the result that brains

2. Unlimited classification is obtained.

3. The chances for mistakes are greatly reduced.

4. The work can be divided among several clerks so as to accomplish it within a specified time.

5. It permits the removal of all dead and useless matter.

These various points can be readily seen by studying in detail the "Loose Leaf" ledger.

All bookkeepers and accountants know that with any style of bound book certain accounts are bound to require more space than originally allotted to them when opening the book; rendering trans-

lative position in which they appeared in the current binder.

Unlimited classification can be obtained by various methods of indexing. Accounts may be arranged alphabetically, sub-dividing A-Z index into as many divisions as required for the convenience of handling the accounts, taking into consideration the number of ledgers in use; some business houses derive greater benefit by indexing their ledgers by routes, territories, towns, salesmen, numerically, or any other plan suited to the particular needs of the business.

By this elastic method a vast amount of time is saved in the posting; the charge sheets and cash items can be arranged previous to posting in the same order as the indexing of ledgers, thus rendering posting very rapid and removing practically all possibility of error.

Another great advantage is the reduction in the size of the ledger. It is not necessary to provide a large sheet for a long account as ample space is provided by the addition of extra leaves and by continually weeding out the closed or discontinued accounts, the size and weight of the book is reduced to a minimum.

The security of the system is obtained by a careful examination of the locking devices, the principal features of which are fully explained by the various inventors and manufacturers.

The fact that the most conservative banks, insurance companies, and mercantile houses are adopting "Loose Leaf" books is conclusive evidence that the principle is perfectly safe.

No merchant or manufacturer doing business to any great volume can afford to be without "Loose Leaf" systems.

Those who do not have it do not know what they are missing and those who have it regret they did not have it long before.

It is an absolute necessity and of invaluable assistance in business of moderate volume.

## SYSTEM FOR RETAILERS.

Good bookkeeping consists in simply correctly copying, adding and subtracting of figures so placed that any mature person can understand what they mean.

There should be nothing complicated about it, everything should be plain and simple.

The average merchant has ordinary common sense and will readily accept

O	TEL. 163		1754 LAKE ST.			
	TRENTVILLE,.....190					
	Mr. ....					
	<b>To McBean &amp; Ray</b> <b>Hardware Merchants.</b>					
O	Date	Articles	F	Cr.	Dr.	Total

FORM No. 1.

and brawn have been developed to meet this demand, bringing into existence a system of units or "loose leaves." This principle permits of adaptability to meet to best advantage the changing conditions of business; giving the greatest amount of information in condensed form, in the least time and the most accurate manner.

For these reasons "Loose Leaf" methods are no longer an innovation, but are considered a necessary part of modern business and are fast displacing the cumbersome methods of the past.

There are several reasons for this:

1. The expansion of the loose leaf system is unlimited.

fers from one part of the ledger to another absolutely necessary. The "Loose Leaf" Ledger with its unlimited expansion removes the necessity of re-opening accounts.

The use of one sheet for one account with the opportunity of adding as many sheets as may be found necessary for the continuance of the account without interfering with the other accounts is a desirable feature only obtained by a "Loose Leaf" System.

The one account always retains the same place in the ledger year after year; sheets as they become filled are balanced and removed to the transfer binder where they occupy the same re-



any plan that will assist him in simplifying his business and reduce the amount of work necessary to keep his accounts in a clear and simple manner.

Two of the greatest difficulties experienced by retail merchants is the getting out promptly of his customers' accounts at the end of each week or month, and the time and work required to know at any particular time just how any individual customer's account stands if it should be asked for.

These difficulties can be overcome by installing what is commonly known as the "Loose Leaf Monthly Account System."

The counter check book is used when taking an order, a copy of which is sent with the goods, the duplicate is kept and the amounts posted to the monthly account which consists of a loose leaf binder, indexed throughout from A-Z, containing account sheets in duplicate, ruled like form No. 1, duplicate sheet having no ruling or printing.

Your customers' accounts are arranged in the book according to the first letter of their name, thus enabling you to find any desired account at once. After taking the order in your counter check book, the goods are got together, and whatever corrections found necessary are made to the order. The original copy of order is sent with the goods to the customer and the duplicate kept for posting. At the close of the day or at any time that is convenient, the orders are checked off and the amounts posted to their respective accounts in duplicate in the monthly account binder, all cash payments are credited directly to this account and at the end of the week or month accordingly as the accounts are rendered; or if the customer should come in between the regular times of rendering accounts and ask for it, it can be totaled at once and rendered. After the accounts have been rendered the duplicate sheet containing exact copy of account is removed from the binder and filed on the day book binder from which the total is posted to the ledger account in one item.

By keeping your accounts in this manner it saves the work, at the time of making invoice, of picking out from page after page of charges the various items for each account; this is done daily direct to the account. It also saves the posting to the ledger account, each individual sale, which in many cases means 25 or 30 per month; as the total amount of account is posted from the duplicate sheet which becomes your day book in one item; thus producing a further saving of time and space and prolonging the life of your ledger 75 to 100 per cent.

When your customers receive their bills promptly, or can obtain them

within a few minutes of the time of asking, it shows them that you are prompt; and they recognize the fact that your system is good and that you are conducting business on an up-to-date principle. The opinion of your customers is a big factor in the life of any business, and any method that will save you time and labor and at the same time satisfy your customers, will be a revenue-producing acquisition.

#### SYSTEM FOR RETAIL STORE.

A great deal of time is devoted in these days of advanced business methods to the application of systems to every class of industrial pursuit. Care should be exercised, however, to avoid the introduction of systems which are cumbersome and necessitate a large amount of detail work with practically no better result than could be obtained by the adoption of a simple yet productive method.

It is a question whether the business done by a retail store would warrant the expenditure of time and money

thus avoiding the loss of sales necessitated by not having the goods in stock and a good assortment may be kept constantly on hand. Of course, if the merchant does most of the selling himself and can watch the stock carefully, and order accordingly, no such method would be necessary, but where several clerks are employed and the stock is being handled constantly, some systematic record of the stock should be kept.

#### Purchase Invoices.

A box file will be found a very convenient receptacle in which to keep the invoices for goods purchased until paid. When the goods are received and have been entered in a receiving book or checked off from the invoice, whichever method is employed, the different lines should be posted to the stock record cards, the invoice then being placed in the box file for payment. These invoices are filed alphabetically, according to the concern from which goods were purchased.

#### Paying Accounts.

To insure the saving of all cash dis-

Cheese.	Bought.			Sold.			In Stock.	Invoice Price.	Selling Price.	
	Apr.	10		Apr.	15	10				
Creamery Co.							50	05		07

FORM No. 2.

necessary to maintain an elaborate system, but the following ideas may suggest some methods which might be adopted to advantage.

#### Stock.

Cards, alphabetically arranged according to the various lines carried in stock, may be used to keep an up-to-date record of the stock on hand. (Fig. 1.)

This card may be used also for a cash record of all invoices by the addition of other columns for further particulars, such as "List Price," "Net Price," "Advance on Cost," etc. It may seem at first sight that this record would entail a large amount of work, but if the posting is done daily from the sales record, the information which the cards contain will more than offset a few minutes extra work in keeping the cards up-to-date, and besides, the actual stock on hand and cost and selling prices may be obtained at once from the cards instead of counting stock or looking up the purchase invoice, as the case may be.

Orders may be placed in time to restock goods which have run very low,

counts, if the retailer is in a position to take advantage of discounts allowed for short terms, the creditors should be notified to make drafts when the account becomes due. In this way the dealer is free from any anxiety in this regard.

The statements when received may be checked off from the invoices and then attached, forming a complete record of the settlement, the net amount being charged direct to the "Merchandise Account."

If it is convenient to protect drafts, or if the retailer prefers to pay by cheque, or by other means, and also wishes to take advantage of cash discounts, the statements may be arranged according to due date and settlements made accordingly, although the draft method will be found less cumbersome.

#### Sales Record.

The method in general use is the duplicate "cash" or "charge" books, a complete record being kept of all sales, whether cash or on credit. Several of the books may be in use at one time, but if the amounts of each sale are re-



recorded carefully on the recapitulation sheet provided for this purpose at the end of the book, the total sales may be obtained.

A column should be provided for "cash sales" and "charge sales." The total of the "cash sales" column agreeing at the end of the day with the amount received by the cashier from the different salesmen. The original of the "cash sales" slip should be handed to the cashier with the cash. The "charge sales" slips are marked or stamped "charge" and the original sent along with the goods to the customer as an invoice, the duplicate remaining in the "sales book" to be charged to the customer direct. The sales slips are numbered, and in this way every slip may be accounted for, either through the original in the hands of the cashier or through the charge direct to the customer.

If the stock cards are kept, the posting of different lines sold may be made right from these sales slips each day, and the balance of stock on hand ascertained at any time without actually taking stock.

#### SYSTEM FOR WHOLESALERS.

It is impossible to lay out any definite plan for a wholesale house until the details of the business have been studied and modern ideas fitted to suit the particular requirements of the establishment.

Every business has certain details particular to itself, which must be taken care of, but a general plan can be outlined that with a little manipulation can be arranged to suit the majority of houses requiring an up-to-date labor-saving and time-saving system.

In this article we will deal with the sales department, showing a system for handling orders, invoicing and shipping which is no longer a theory or an experiment. On the face of it, it may appear somewhat complicated, in reality it is simplicity itself.

The travelers are provided with triplicate order books, one copy being left with the customer, one remaining in the traveler's book, and the original being forwarded to the house.

On receipt of either a traveler's order, letter order from a customer, or of an order by telephone, or wire, it is entered in the order register and given the first blank number. (All orders except traveler's are previously entered on similar forms to traveler's order.) The order clerk then makes out departmental shipping orders and sends the main orders to the shipping clerk.

The departmental shipping orders, which bear the same number as the main order from which they were drawn, are sent to the various heads in each department.

The goods are laid out for shipment, and in case of small goods are sent to the shipping room. As regards heavy goods, the weight and quantities are filled in, a check mark put in the column opposite each line that is ready for shipment and the departmental orders sent to the shippers.

As soon as the various goods are shipped the shipper puts a plain cross mark on the check mark, which now shows that the different lines are actually in the carrier's hands.

Before shipping the departmental orders are compared with the main orders of the same number.

They are then all handed to the invoice clerk. The main orders are filed away and the day book entry made from the departmental orders.

These orders having been priced and extended, the invoice is made out and customers billed by means of a loose leaf invoice system.

By this system the invoice and day book are written at the same time, by means of carbon paper, either by pen, pencil or typewriter.

The invoice is then detached, leaving the duplicate, which becomes a page in your day book, ready to file upon a binder, for which it is already punched. These invoice forms are made in various lengths, the most useful sizes ranging from 14 inches to 17 inches long. This gives you a long invoice if desired and enables you to have various sized invoices having one, two, three or four invoices to a page. This system also enables the ledger keeper to keep his books posted right up to date. The invoice clerk using only the pages of the day book containing that day's entries, there is no delay when other employees want the day book.

The cost column having been filled in on the departmental orders, they are also filed away on the binder.

The amounts on each order or of each entry in the day book are not added, but at the end of the month they are tabulated on total sheets.

The total sheets for the day book will show the total amount charged to customers during that month, divided into city or country amounts if necessary.

The total sheets of the order binder will show the same grand total, but this sum will be divided among, and show amount of the sales of, the various departments.

This is a check not only on the additions of the day book, but will also go far to prevent the chance of any shipment being made and not duly billed to the customer.

The total sheets of the order binder also show the cost of each sale in each department. The information from these two books, taken in conjunction with expense accounts of each depart-

ment enables the management from month to month to make accurate comparisons not only of the expense, sales and profits of each department, but also compare the percentage that such expenses, sales and profits bear to one another as well as to those of other departments.

Credits to customers are made only upon the authority of a credit for returns signed by the proper authority. These forms are treated by the invoice clerk in the same manner on the department orders and filed on a binder called "Credit Binder." This book is on exactly the same principle as the day book already described.

The ledgers should be loose leaf ledgers and arranged as follows: Accounts collectable, accounts payable, general ledger.

A full description of details is not given, but by means of the loose leaf system information may be increased, and added to, sub-divided and elaborated to almost any desired extent, bearing in mind always that system is the watchword of all office work and must be as concise as possible.

#### SYSTEMATIC METHODS.

Grasp every opportunity, use it.

Your brain is an operative and highly sensitive piece of machinery, not a storeroom.

Record your failures of the past and your duties of the future, thus keeping your brain clear for to-day's battles.

#### DON'T BE A KICKER.

Don't be a kicker—no man ever made a dollar kicking but a professional ball player. No man ever helped himself up permanently by kicking his neighbor down. Give others a kind word and give it freely. It won't cost you a penny and remember you may want a good word some day. You may have thousands to-day and to-morrow be without the price of a shave. Don't be a kicker. It doesn't pay. You can't afford it. There is nothing in it. If you want to throw something at somebody, throw cologne, and don't throw mud and brickbats. If you feel that way you are the man that needs kicking. Whatever you do don't allow yourself to become a chronic kicker.

Keep in touch with your clerks, your customers, your stock and what is going on.

\* \* \*

You can disorganize men more in 10 minutes in the morning than you can build up all day.



# BUSINESS MANAGEMENT

By Howard R. Wellington.

## A RETAIL MERCHANT'S ACCOUNT.

The object of the suggestions outlined and the methods described in these articles is to give the small retailer assistance in keeping a record of his business transactions in the simplest way possible, without involving too much work for himself or his assistant. In almost every business there are a comparatively large number of "credit

and more effective manner?" For instance, in the case of using the duplicate sales slip, the goods are fully described on the ticket handed to the customer when purchasing the goods, the items are then copied into a day book from the duplicate copy, from the day book in detail to the customer's account in the ledger, and, later, when a statement is demanded, the items are carefully copied

amount of unnecessary labor with no better results than would be produced by a simpler method.

### Opening of a Set of Books.

The first step to be taken in opening a set of books is to ascertain the value of the investment. Stock should actually be taken at cost, the amount of accounts receivable and accounts payable ascertained, the amount due in bills receiv-

DR.	JANUARY.	JOURNAL.	1906.	CR.
<b>CASH—</b>				
Bal. on hand and in bank.....	Folio. 2	\$ 560 00		
<b>MDSE.—</b>				
On hand per stock list.....	3	2 650 00		
<b>EQUIPMENT—</b>				
Rigs, horses, harness, store fixtures, etc. ....	4	600 00		
<b>REAL ESTATE—</b>				
Store and lot.....		\$5 000 00		
Mortgage.....		2,000 00		
	5	3,000 00		
<b>EXPENSE—</b>				
Coal, on hand.....	45 00			
Wood, on hand.....	20 00			
Insurance, prepaid.....	50 00			
	6	115 00		
<b>BILLS RECEIVABLE—</b>				
Note, J. Brown, due 1/6/05.....	80 00	7		
" S. Jones, " 2/5/06.....	100 00	7		
" T. Mott, " 1/3/06.....	60 00	7		
" S. Osler, " 1/4/06.....	40 00	7		
		280 00		
<b>ACCOUNTS RECEIVABLE—</b>				
Jas. Jones.....	50 00	8		
T. Brown.....	40 50	9		
S. Best.....	50 50	10		
W. West.....	30 00	11		
		171 00		
		\$7,376 00		
J. M. Russell, capital a/c.....	1	\$2,350 00		
(This amount represents Mr. J. M. Russell's total liabilities on commencing business.)				
		\$2,350 00		
<b>BANK—</b>				
Amt. owed bank.....	12	\$2,000 00		
<b>BILLS PAYABLE—</b>				
A. Sim, a/c. due 30/5/06.....	\$ 50 00	13		
S. Tom, " 10/6/06.....	100 00	13		
T. Mann " 10/7/06.....	45 00	13		
		195 00		
<b>ACCOUNTS PAYABLE—</b>				
T. Thomas a/c.....	40 00	14		
S. Peter a/c.....	35 00	15		
R. Ramsay a/c.....	20 00	16		
		95 00		
<b>EXPENSE ACCOUNT—</b>				
Taxes due.....	45 00	6		
Other rates due.....	16 00			
		60 00		
		\$2,350 00		

sales," and the recording of these sales forms the principal part of the retailer's bookkeeping. No one system could be outlined which would answer all requirements, but no doubt some suggestions of practical and "workable" methods will lead to the adoption of some labor-saving ideas.

The question constantly before the merchant should be, "Is it possible to record these transactions in a shorter

for the fourth time on the customer's statement. Think of the work involved! Do you wonder that the poor retailer has no time to arrange for the settlement of his accounts and save his cash discounts?

Another important matter to be considered when the adoption of a system presents itself is the expense involved in working it out, and the danger of having too much system, entailing a large

able and bills payable, a value placed on the premises in which business is carried on (if owned by the storekeeper), also the amount represented in rigs, horses, harness, office fixtures, store fittings and equipment of this nature, the value of fuel on hand, a record of insurance prepaid or due, also of taxes and other rates; the amount of mortgages on property or chattels recorded, and, lastly, the most important of all



the assets, the amount of cash on hand in bank.

With these particulars we will suppose that Mr. J. M. Russell is either commencing business or wishes to open a set of books by double entry, which will enable him to keep a simple record of all the transactions which take place in the ordinary course of his daily business.

The foregoing opening entry should be made in the journal. The above items will be taken up individually in a later issue.

### BETTER PRICE LISTS.

It has been said that the price list is a much neglected article in the average hardware store, and to a great extent the saying is true. The usual piece of cardboard with soiled surface, battered edges and worn corners is found in many a store which is exceedingly modern in other respects. Experienced clerks refer to the list more from force of habit than because of any information to be deciphered therefrom, and the new employee is often more confused after reference to the card than he would be were he to trust to memory alone.

Marking directly upon merchandise and upon shelf boxes and original packages is to a large extent replacing the list system of our predecessors, yet there are many lines which even now can best be priced by using lists. Such lists always should be clean and legible. A little attention and the application of system will insure these things.

The old cardboard list is gradually being replaced by neatly framed and glass covered paper lists. Good, durable holders of various sizes can be made by bending the side and bottom edges of a strip of tin to form grooves which will hold the glass and list in place. These can be slid out from the top whenever an alteration or a new list is necessary. A hole punched through the upper end makes it possible to hang the list in a convenient place for reference.

A variation of this plan is to have made a number of frames of the proper size to hold a sheet of legal paper. These frames can be made of plain molding, and are inexpensive. The list and glass are placed in position by removing the back. Then the lists, whether short or long, are written or typewritten upon paper of this uniform size. These frames are hung in place by means of small screw eyes placed in the tops.

Either of these plans is a vast im-

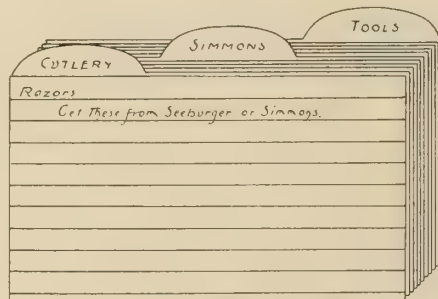
provement over the cardboard idea, and while the first cost is somewhat more the ultimate value is much greater.—Observer.

### GOODS WANTED RECORD.

Every retail merchant at some time starts to keep a "Want Book" in which he proposes to make a memorandum of the goods which are needed, so they can be ordered when the next salesman calls. I say starts to keep for the reason that this book is seldom kept up.

The reason is that he has no means of classifying these items, and when the salesman calls it is about as much trouble to pick out the items from a book as it is to obtain the same information by looking over the stock.

This can be very easily handled by the use of cards. Whenever stock of any kind has run low make a note of it on a 3 x 5-inch card or slip of paper cut the same size, then file this card or slip in a card file. One of the small



Goods Wanted Register.

desk boxes will answer the purpose, or a home-made box may be used.

This file should be provided with blank indexes on which are written the different departments or different classes of goods required, arranging these as far as possible to conform to the lines carried by the jobbers with whom the merchant is dealing. For instance, a hardware dealer would have one index headed "cutlery," another headed "tools," and so on. Behind these indexes would be filed the slips showing goods wanted in the several classes. These departments or classes should be further sub-divided, as it is not likely that all of the goods will be bought from the same house.

Where certain houses are favored for certain lines of goods it is well to have an index headed with the name of each of these concerns. When a salesman for Simmons, from whom you have been buying cutlery, calls, a glance at the cards behind the index headed "Sim-

mons" will show what is needed in his line. If a salesman for another house offers specially attractive prices on cutlery you will have no difficulty in remembering that you have been buying cutlery from Simmons, and can immediately refer to these cards.

The manner of filing and indexing the cards is shown in the illustration.

One advantage of a card index of such a record as this is it is never filled up with dead matter. When the goods are ordered, simply destroy the card. This frees the files from dead matter and gives you only the information desired.

### WHY MEN FAIL.

Everyone knows men whose failure to rise in the world is plainly due to their inability to take the other man's point of view. I have in mind a salesman in a great mercantile establishment who is a genuine hustler, a persistent worker. He has a high forehead, a strong nose and chin; his general appearance is agreeable. What is the matter with him? Why can one so surely predict that he will never rise to the lucrative positions in his business he might legitimately aim at? Because he is always complaining of the exactions of his superiors, the long hours, insufficient pay, the use of the time clock, the necessity of caring for his stock, and a hundred other things that prove how far he is from comprehending or trying to comprehend his employer's point of view. He never in all his 30 years has caught even a glimpse of himself from anybody's point of view but his own.

How can you gain another man's point of view? First, by posting yourself on his business; then by the use of whatever reason and imagination you possess trying to think his thoughts after him. Every ambitious worker, then, should post himself on his employer's business. Let your curiosity and your observation eat it up bit by bit. Ask questions of everyone whenever you can do so without becoming offensive. Let no process that comes to our notice as a subordinate escape your complete understanding. Never be satisfied with simply obeying orders; obey certainly, but as quickly as possible learn the full significance of the order you have obeyed. If your employer insists on a certain routine that you as a subordinate find inconvenient, comply with it, not only because that is your simple duty, but because as an ambitious man you should put yourself in his place.



# BUYING IN A RETAIL STORE

By H. A. Barck in System.

As an outcome of the experience of nearly every successful retailer, it must be accepted as truism that good buying is not only an essential but is one of the most absolute requirements of any of the many requisites going to make up success in retailing. Nowadays, when the retail merchant is subject to the competition of the department stores, city catalogue houses, and the mail order departments of regular manufacturing or jobbing concerns, it means that he must buy close in order to sell as close as his patrons demand. The day of large profits in the retail business has to a certain extent gone by, and with it loose methods of buying.

It is sometimes thought that to know values is about all that is required of the buyer, but this knowledge of values is simply one of the elements in a general group. Besides a general knowledge of values, and of much more use because of its application, is a specific knowledge of stock.

## Characteristic Essentials to an Efficient Retail Buyer.

It is only when the buyer is a progressive business man and has thoroughly studied his business, that he can be successful in the buying field. That he knows the underlying principles of commerce and trade which lead up to certain prices being asked for a certain product, is important, it is true, but at times such knowledge is rendered worthless by inexact stock information.

Having things down in black and white is the surest method of obtaining accuracy, and a comparative statement of sales by days, weeks, months, and years, and a similar comparative statement by use of the perpetual inventory or some modification of it, allows the buyer to see what are the possibilities of the future from the records of the past.

The requirements necessary for a good buyer are not, strictly speaking, many, but they call for thoroughness and efficiency in the particular line in which he works, and make up in individual importance what is lacking in number.

A thorough knowledge of the goods bought is the primary essential for a good buyer, so as to be able to determine immediately whether the quality of the goods on display in the sample room is such as calls for purchase. For should the buyer in meeting the salesman show that he is not thoroughly

master of his work, the salesman may be ordinarily relied upon to do one of two things; either lift the price or attempt to load him up with a line of goods which are not best suited to his trade. This is not uniformly the case, but it is often the result of ignorance on the part of the buyer for the retail house.

Then, too, the buyer should at all times be an experienced salesman. If he is not, it is possible that he may be, and often is, too sanguine as to what will sell. The goods offered or on display look good to him, and he is perhaps over sanguine as to how easily they may be disposed of. Or, perhaps, a buyer who has not had actual experience in selling is not aware of the possibilities of good salesmanship and will be skittish about loading up his firm, and so have a tendency to buy short.

The novice can be intrusted to sell, but he never should be allowed to buy, as experience in the buying line costs more, perhaps, to secure, than experience in any other department of the house. The salesman, in these days, in order to hold his position is usually an expert in the art of selling. The principal houses are fast getting away from the idea that a salesman is not obliged to have careful schooling and systematic training. As a result, the salesmen now on the road are much better sellers than ever before, and the inefficient or amateur buyer is much more liable to take on a line that he cannot handle, through their persuasion, than ever before.

This aspect of salesmanship — the effect of good selling on the buyers, is one that is seldom or never touched upon in current business literature.

When salesmen are being constantly trained for efficiency, we hear little or nothing about training the buyer to resist the blandishments of the finely trained salesman. What the "natural-born" buyer will do under fire of the "scientific" salesman making an approach psychologically perfect, will probably be determined in the future.

If the firm is so large that it is impracticable for the buyer to sell in the various departments of the house, it will be necessary for him to keep in constant touch with the salespersons in the various departments, watching carefully the various sales from day to day and mentally noting what class of goods seems to be in demand, and most of all, watch what goods are held upon the

shelves, later to be sacrificed at a financial loss. Held over goods, or those not turned over within a specific time, show, if not actual incompetence on the part of the buyer, at least poor luck in buying.

## Keeping in Touch With the Departments.

There are two methods of keeping in touch with the departments, one by means of inter-department correspondence and reports, and the other by actually meeting the conditions of a department by taking up the work there. No condition of trade is too slight to be of interest to the buyer. But the salesperson may be too busy to report or may not recognize the importance of a piece of information. The ideal condition would be one in which the buyer could spend about one-half of his time in the departments, and the remainder buying. A good buyer is enabled to sense how things will sell by observing how things move off. It is one of the yet unexplainable things of life, that in many trades; a large number of operations are governed by instinct.

For instance, there are few credit men who do not resort to instinct—intuition might be considered a better word—at times to determine whether to extend a man credit or not. While few buyers will admit that a "hunch" ever governs their mental operations, yet it is undeniably true that at times it is necessary to trust to intuition as to whether to make a purchase or not. This intuitional faculty is generally correct only in the light of experience, from which the intuitional faculties can make deductions later to be known as a "hunch."

To avoid uncertain and unprofitable results, the buyer needs a sure point from which to work. He finds this in the perpetual inventory or some modification of it. An inventory is a record of the past. It shows what has been bought; it shows what has been sold, and consequently what is now on hand. The inventory, therefore, is really the base from which the buyer can work. It does not show theories or probabilities; it shows facts.

## How to Keep Informed of the "Wants" of a Stock.

The wants of the business on the one hand, and the wants of the trade on the other, are all the time kept in mind by the buyer. When these are, as near as possible, coincident, it is then that good buying is exercised.



Immediate wants are shown by the want book, which should be kept in one of various ways. The old way, and one that is still kept in use by various houses, is to have a book kept in a convenient place so as to be readily accessible to all departments. When goods are running out or fall below a certain point—call being made for them by the trade—these wants are recorded in this book.

The general advantages of card systems over the old book methods are the ones that recommended the use of the former in lieu of the latter, in making up and recording wants in the store. The main disadvantage of the old want book was that the wants were not so arranged as to facilitate proper attention, but were put down in rotation as they came up. A better way is to have every salesman provided with a set of cards ruled up for this purpose so that immediately upon the call for any particular article this call may be jotted down, the card turned in, and then filed under its proper head in the want files, which the buyer, of course, will watch carefully. The salesman should take a duplicate of his wants, so that in case another call is made within a reasonable length of time, that it will be shown that he has turned in such a report, and he will consequently not be held responsible for its absence in the stock.

Besides that class of wants coming from calls of buyers, there will be warning reports from the sales force that certain lines are approaching or have approached the minimum line. Both maximum and minimum lines on stock should be maintained, the sales force reporting by card when the minimum line is approached, these want cards to be filed in the want files for the information of the buyer.

It has been assumed, so far, that the business for which the buyer is getting his goods is already in existence. Where a new store is about to be started the buyer has before him a different proposition than that which confronts the buyer for an established house or firm.

#### How to Buy an Entire Line of New Goods.

There are various methods of making up a buying list for a new store. One having the unqualified endorsement of a large number who have been through the mill is as follows:

The buyer familiarizes himself with the trade which is to be sold to when the retail store is started. He then posts himself very thoroughly with the routine of buying and selling in a store handling similar lines, in a similar situation, and having approximately the same class of trade as the store for which he is to buy. There are various ways of doing this, which will occur

even to the unexperienced man. The prospective retail merchant may have many friends in the same line, in a district which will not be subject to his competition, and who will be willing to give him all the assistance that is possible.

Then, too, the various trade papers and other trade literature may be consulted as to what assortment of stock should be put in under the circumstances in which the prospective merchant finds himself. One thing is certain, however, if the future merchant or buyer will spend a month or so in some store as an employe, where he can see the exact workings of the business, it will be time well spent.

To generalize, it is better to take bodily a scheme of some successful business and apply it as it stands, the necessary modifications being made as time and experience demand, than to attempt to originate any novel scheme of merchandising or buying. While it is a laudable desire for every man to conduct his business "his own way," yet it will surprise any investigator to find how thoroughly the problems of merchandising organization have been threshed out. As a result, real improvements come by building on the experience of others, taking the cumulative result of a large number of experienced men, and modifying that experience to conform to the personal ideas of the manager.

Therefore, if the man who is to do his initial buying should follow closely along this natural line; take bodily the buying scheme of some experienced man; use it in its entirety until he is sure as to its weak and strong points, and then retain the strong points and substitute others for the weak ones. If he follows this plan he will invariably have a satisfactory system—satisfactory because it will yield results and at the same time bear the personality of the user.

Another plan not to be so highly recommended, is to make up a general scheme for the class of goods needed, and stock up as advised by the traveling man selling those lines. The only weak point about this is, that unless the buyer has an excellent acquaintance with the men who are selling him goods, he will be very liable to overbuy, and be especially liable to take on a stock which he cannot turn to advantage.

Traveling men generally cover a large territory and know exactly what lines are selling, and can put in a stock that will sell as desired, but this knowledge is offset by the fact that they wish to sell as large a bill as possible and will often not hesitate to load up the buyer, hoping that he will get rid of his stock somehow.

#### The General Factors Involved in Buying Goods.

The buyer who wishes to make a success of his business naturally wishes to gain as much information as possible on the subject of buying. Unfortunately—buying not having been reduced to a science, as has selling—he cannot delve very deep in the underlying principles of the art, and he must confine himself to general factors rather than specific ones.

The most general factor that affects the buyer is the matter of markets. The best guide to markets is invariably the trade papers. The trade papers in the United States are, as a class, of excellent value, and cannot be done without by any one interested in the lines these periodicals represent. Not only are the general conditions affecting the market given, but many of them give the market reports of trade articles.

Besides the trade papers, catalogues and circulars sent out by jobbers will be put in constant use. These should be kept so arranged that they will be available for immediate reference. By consulting any detailed article on buying methods for filing catalogues may be found.

At this point the efficacy of the business letter comes in good and strong.

It is a well known fact that the best, or bottom prices, are not always quoted in the circulars and catalogue lists. When the buyer is about to forward his order by mail, he can have it made out in duplicate and submit it for an estimate, to the various firms in the same lines, stating, of course, approximately, what he expects to take on. If he asks the bottom prices, and specifies the terms which he wants, he often may be able to take advantage of a temporary change in the market that otherwise would not favor him, particularly if he is buying for cash. Then, too, the jobber, knowing that he is about to buy a good bill and pay cash for it, may need to turn his stock just at that time and as a consequence will make him a satisfactory price.

It is generally the experience of the buyer that if his firm rates well enough financially to pay cash, that he has one of the best levers obtainable in securing bottom prices. There is one thing sure, that the buyer should see that the bills and collection notices of the houses from which he buys are met and replied to in the most businesslike manner possible. If these are not given the attention that they demand the buyer will often find himself handicapped in his fight for low prices, when the fault is that of the remittance end of the house for which he is buying. When the buyer is making every effort to get a satisfactory price from his suppliers, he must not overlook the fact that the supplier



must be given proper attention the exact moment the bill is due.

When a salesman, too, knows the buyer's firm is rated prompt pay, he is more liable to go the limit on low prices, to the consequent benefit of the firm.

#### The Salesman a Source of Valuable Information.

One of the principal funds of information from which the buyer may draw is that possessed by the members of the traveling fraternity. If the buyer at all times treats the various traveling men upon whom he depends for his goods with the greatest consideration, being perfectly frank with them at all times—in other words, treating them as he would like himself to be treated—he will find it a master stroke of policy, as well as feeling better satisfied with himself for so doing.

This advice would seem superfluous, were it not for the fact that in so many houses the buyer for the house treats the traveling man as though he were an unmitigated nuisance. This is a most shortsighted policy, because it stands to reason that if day after day the traveling man is subjected to needless humiliation, that he will not fail to do as few favors as possible to the buyer who makes his work hard for him.

The matter of quotations is one that is of peculiar interest to every buyer, because it is here that the ethics of the profession of buying find strong application. It is the wish of the buyer to secure his goods at as low a price as possible. Similarly it is the wish of the salesman to obtain as much as possible for what he has to sell. It is also human nature for one man to attempt to meet the price of another and go him one better. But the quotation of one firm, or one man, should not be used to hammer down the price of another or others.

The ethics of professional buying call for the exercise of the strictest confidence regarding the prices of another. The temporary advantage that may be secured by getting a lower price on a line by using one's house's price as a means of lowering the price of another, is bound at some time to make trouble for the buyer or the trade for which he is buying.

Finally, it may be said that the buyer for the retail store has need of that broadness of comprehension and wide-ness of view so necessary to the successful man in any walk of life. At no place in the merchandising organization does initiative count so much as here. Buying—the initial art—is really the foundation on which rests the entire commercial fabric of the store, and the times call for breadth as well as solidity.

#### McFADDEN'S CLEARING SALE.

Mike McFadden was dealer  
Down at Belleville, on the Pike,  
And his stock was large and tempting;  
You would rarely see the like.  
All his store was choked with bargains,  
Counter, floor, and stairs were blocked,  
And his friends were free to tell him  
He was surely overstocked.

Mike at last became suspicious  
Their surmises might be true,  
As he couldn't help admitting  
Sales were slack and buyers few;  
And collections lagged a trifle,  
Dunning seemed of no avail;  
But a bright idea aroused him—  
He would hold a clearing sale.

"Faith," said he, "there's Mister Jen-  
kins,

Him who runs the dry goods store:  
Why! his shelves were full of rubbish  
Which for years he'd carried o'er.  
He became so pressed for money  
That he really leared to fail,  
But he scooped in piles of lucre  
With a corking clearing sale.

"All the people in our county  
He aroused with bills and ads,  
Telling of his wondrous bargains  
Both in staple goods and fads.  
Then his store was closed a fortnight  
While he marked his entire line  
With blue pencil,—big reductions—  
Dollar goods at ninety-nine!

"Women rushed to scoop those bargains  
'Till they nearly closed him out,  
And his cash-till bulged with lucre.  
He was saved beyond a doubt.  
Then says he to me, 'McFadden,  
If your stock gets old and stale,  
Or you get hard-pressed for money,  
Just you try a clearing sale.'

"And I'll do it, sure as shooting,  
For I've got to make a raise  
Ere December bills are pressing—  
They'll be due in thirty days.  
So I'll write some flaming hand bills  
And a double-column ad,  
The result will be, I reckon,  
The best trade I ever had."

Of ad-writing Mike knew little,  
But supposed he knew it all:  
Many merchants think as Mike did,  
In large towns as well as small,  
And would never think of hiring  
Expert aid to write an ad.  
As McFadden loud expressed it,  
"Guess I know my goods, bedad!"

If he did he kept his secret,  
For in all the ads he wrote  
He gave no detailed description,  
No net prices did he quote,  
But "the best goods on the market"—  
He repeated without fail  
In each sentence—"at a discount  
At McFadden's clearing sale."

All his specialties "were better  
Than the other makes," he said,  
But the why he never hinted,  
Or explained how they were made.  
So the farmers who'd been reading  
All their lives this "Can't-be-beat"  
Brand of useless advertising  
Smiled and kept on sowing wheat.

Mike McFadden grieved and wondered  
Why the crowds failed to come in  
To accept his special offers  
And deposit all their tin.  
As his face each day grew sterner  
Louder rose his grievous wail,  
To this day he cusses loudly  
If you mention "Clearing sale."

—Ironmonger.

#### ORIGIN OF PENKNIVES.

One of the most remarkable instances of the name of an article surviving its use is the penknife. We talk of it every day, but the purpose for which the penknife was originally designed exists no longer. The pen of western civilization was fabricated, as old people remember, of quills, and quill pens are still affected by old-fashioned persons, who declare that no efficient substitute has yet been found for them. The penknife of our great-grandfather's day was indeed a triumph of the cutler's art in the keenness of its edge. According to a rhymed list of the requirements of a complete writer, the scribe needed "a penknife, razor metal," always at hand, and people who remember how soon a quill pen became unsuitable in the hands of vigorous writers will appreciate the necessity.

To be a good pen mender was one of the first essentials in a village pedagogue; his penknife was as indispensable to him as his cane. Strangely enough, there were menders of pens who seemed born to fulfil the function, and men who could never learn the art, let them try as they might. But the penknife, properly so called, is no more, and with its disappearance has vanished the expert who wielded it.—London Globe.

#### SNOW WILL BURST A GUN.

A little plug of snow in the muzzle of a gun is sufficient to cause the gun to burst, if it is fired while in that condition. The time required for the snow to discharge is short, indeed, but quite long enough for the tension of the powder gases to become sufficiently great to burst the barrel.

#### REMOVING STAINS ON KNIVES.

Stains on knives, however obstinate or of long standing, will disappear if rubbed with a piece of raw potato dipped in brickdust.



## CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

### Gurney-Tilden Locks.

Catalogue No. 7, from the Gurney-Tilden Company, Hamilton, shows a full line of the Gurney cylinder locks, and explains fully their workings. "The price of these locks is right, and the quality satisfies," says the catalogue, which can be had for the asking by dealers who mention this paper.

### Translucent Window Sign.

One of the best aids in bringing special lines of goods before the purchasing public is by the use of transparent window signs, especially if an attractive scene or picture is included in the sign. The Horton Mfg. Company, Bristol, Conn., have taken this method of bringing their Bristol steel fishing rods before the public, and offer to send to any dealer who mentions this

should have one of these catalogues, which will be sent upon mentioning Hardware and Metal.

### Hand and Power Machines.

Bone cutters are coming more and more into use as their worth becomes known, and the London Foundry Company, who manufacture a complete line of hand and power machines, will send a catalogue and price list to readers on request. The demand for these machines is increasing, and dealers would not do amiss to get in touch with this firm.

### Conductor Pipe.

Ferdinand Dieckman, of 1180-84 Harrison avenue, Cincinnati, Ohio, offers to send dealers a catalogue and samples of elbows for conductor purposes. This catalogue illustrates fourteen sizes made

seen. Catalogues will be sent upon request from dealers using the name of Hardware and Metal.

### Seymour Shears.

A catalogue of Seymour shears will be sent to any subscriber of this paper upon request. Wiebush & Hilger, Limited, of New York, are selling agents for this old established firm, and they will be glad to communicate with dealers with regard to anything in this line.

### Fishing Tackle.

The Enterprise Mfg. Company, of Akron, Ohio, have published a most interesting and complete catalogue of fishing tackle, containing 175 pages. Everything is in this catalogue that the devotee to this excellent sport requires, and many things that perhaps he did not know of before. A classification of Pflueger's line may be divided into fish hooks, fishing reels, spoon baits and spinners, flies, leaders and snells, furnished lines, phantom minnows, rubber baits and insects, lead sinkers, fishing floats, and a large number of accessories for the fisherman, including cleaners, rod cement, decoys, scalers, etc. As sporting goods have become such an established specialty with the hardwareman, this book will be a valuable acquisition to him in making his selection for the season. As it is a somewhat expensive issue it is not given away indiscriminately, but any responsible agent or dealer may have one sent him by referring to Hardware and Metal.

### Enameled Baths

The Standard Ideal Sanitary Company, of Port Hope, Ont., have issued a new, well-illustrated booklet of their porcelain enameled bath tubs, sinks, etc., which they will be glad to furnish dealers and plumbers with upon application. It illustrates a full and complete line of their manufactures, and is well worth having.

### Martin-Senour Paints.

The Martin-Senour Company, Montreal, have published a neat catalogue of their ready-mixed paints. In addition to manufacturing a complete line of paint for general work, they also make an extensive range of floor and furniture stain, wood lac, enamels, aluminum paints, etc., as well as carriage and other varnishes. Their catalogue is interestingly illustrated, and has short, explanatory introductions for each line or brand, setting forth the particular class of work each is adapted for. This company has been manufacturing paints and varnishes for twenty-seven years in Chicago, and besides its factory recently opened at Montreal, has branch offices in Halifax and Winnipeg. Dealers wishing a copy of this catalogue will kindly mention Hardware and Metal.



paper one of their translucent signs for mounting on window glass. The sign is gotten up in beautiful coloring, and is a reproduction of the accompanying illustration.

### Art Metal Goods.

The Galt Art Metal Company, Galt, have made up a new catalogue of their wares, which include shingles, sidings, cornices, etc., and will supply copies to readers on request. Some very artistic designs and creations are shown, which make it well worth the while asking for it.

### Metal Ash Shifter.

The advantages of a metallic ash sifter over a wooden ash sifter are shown in a circular and price list issued by C. M. Cutts & Company, of Toronto Junction, who are the sole makers of this necessary article. Hardwaremen

in 1225 varieties, from six different materials. Mention this paper.

### Lumbering Tools.

Thomas Pink & Company, Pembroke, call attention to their lumbering tools by a new catalogue and price list, which includes boom chains, pike poles, tongs, winches, and everything the lumberman needs. Readers of this journal who are interested in these goods can have this catalogue mailed them by using our name.

### Bathroom Fixtures.

Bathroom fixtures are a special feature illustrated in catalogue "B" issued by the Carriage Mountings Company, of Toronto, who manufacture an extensive line of these goods. A combination tumbler, soap and tooth brush fixture shown is a very conveniently arranged article which is appreciated as soon as

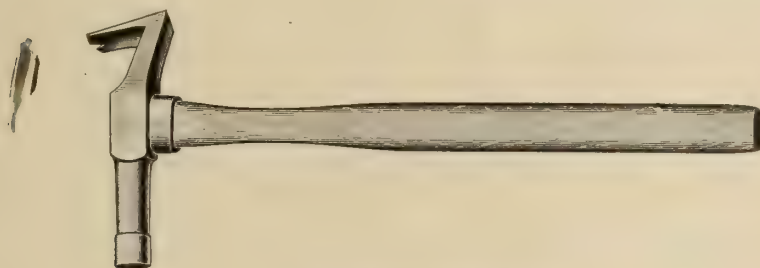
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## NOVELTIES FOR THE HARDWAREMAN

### MAGNETIC TACK HAMMER.

In the magnetic tack hammer shown in the accompanying illustration, the construction of the claw brings the fulcrum close to the lever, and in pulling it the handle becomes a powerful lever. The claw is formed so as to make it an excellent screw driver also. The com-



Longden Magnetic Tack Hammer.

pany explains that the tempered head retains its magnetism permanently and that the hammer, on account of the many uses to which it can be put, is a valuable household tool. Dealers desiring to secure further information or handle this line should write to the Arcade Mfg. Co., in care of the editor of Hardware and Metal.

### NOVEL BUTTER COOLER.

The patent butter cooler and milk preserver shown in the cut on this page



Frigidus Butter Cooler.

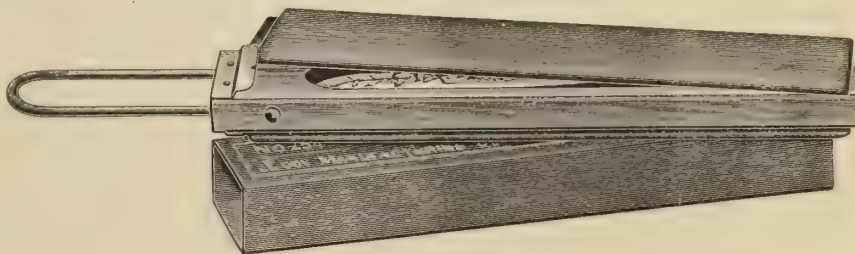
was sold largely in England last Summer. It is, however, an article that can be used all the year round, for it keeps butter and milk perfectly sweet and clean. A large business with the colonies is anticipated by the manufacturers. Two new sizes have recently been brought out, including a small size for table use to take half a pound of butter, and a large size holding a gallon for

farmer's use, and also for restaurants, schools, and institutions. The editor can supply the address of the manufacturers.

### SERVICEABLE RAZOR STROP.

One of the most unique and the most practical combinations that has ever

been the editor's privilege to examine, is the Eddy Mfg. Co's No. 254 Combination razor and strop. It has a handle which can be drawn out and locked by a button on the side when in use, Keen Edge leather being used on this strop, with a receptacle in the centre to hold a razor. The firm give an absolute guarantee on this article, consisting of the following: "Use the strop 30 days and if not satisfactory, return it and money will be refunded." When manufacturers give such a guarantee it means that they have the utmost confidence in their production, and are not afraid to put their money back of their belief. Smith & Hemenway are marketing the novelty,



Traveler's Combination Strop.

and further information can be secured through the editor of this paper.

### THE CAPITAL RADIATOR SHIELD.

In the construction of the Capital radiator shield, shown on this page, the Wm. Foster Sheet Metal Works, has aimed to supply a shield that can be readily ad-

justed to any radiator and one that can be taken off at will without loosening bolts and screws. By means of a rest, which is wired to the radiator, this shield can be attached to any design radiator manufactured, and the rest, besides holding the shield securely in place, is designed to sustain comfortably



Radiator showing Radiator Shield.

weight without being buckled or disfigured. The rest is made of stamped metal and is attached to the radiator by means of wires extending around the nipples of the radiator between the loops. The shield itself is secured to the rest by a key which slides into place and which

is used only to prevent the shield from being jarred off. The rests are placed between the second and third loops from each end of the radiator. The shield has not yet been introduced on the Canadian market, but information can be secured from Hardware and Metal by any who desire to take up its manufacture or sale in this country.



# AMERICAN COMPETITION IN WEST

Of the total imports into Canada some 60 per cent. come from the United States and about 28 per cent. from Great Britain and the other parts of the Empire. Hence it is plain that the American manufacturer is, in most lines, the principal competitor for Canadian business with Canadian and British manufacturers, and that he has considerably outdistanced all outside competitors.

## Why Americans are Gaining.

In no part of Canada is the American manufacturer making greater headway than in the west, that growing market to which all manufacturers are looking for the expansion of their business. And it is not hard to understand why this should be the case, as two reasons immediately suggest themselves to any person who devotes any attention to the subject. In the first place the Canadian west is rapidly being peopled by American settlers who are selling out their farms in the United States and coming to Canada, where there are still vast tracts of much more fertile land to be secured under the homesteading regulations, or to be purchased at a much lower figure. It is true that a large proportion of these American settlers consists of returned Canadians, who went to the United States when opportunities there seemed greater than those offered at home, and who are glad now to return to their native country. But they have long been accustomed to goods of American manufacture and they are ready buyers of American-made hardware. They naturally ask for and get the class of goods and the brand of goods to which they have long been accustomed.

## Factories Far From Market.

Then, again, the Canadian manufacturer is as far away as the American from the Western Canadian market. As yet the manufactures of the west are inconsiderable, chiefly owing to the high prices of power and labor, which have deterred most Canadian manufacturers from starting branch factories in the west. The majority have contented themselves as yet with the opening of branch warehouses in Winnipeg or the appointment of Winnipeg agents. By carrying a stock in Winnipeg Canadian manufacturers from the east overcome the difficulty in some measure and gain for themselves some advantage in the race for trade, but their freight charges for bringing goods to Winnipeg are just

as large as the American manufacturer has to pay, and in the final analysis the only advantage possessed by the Canadian manufacturer is given him by the protective tariff. In Eastern Canada the home manufacturer has, in addition to the protection he enjoys, the advantage of being close to his customer, while his foreign competitors are far away and handicapped by freight charges; in Western Canada this advantage does not exist.

## Trade Expanding Rapidly.

Then again in many lines, notably stoves, furnaces and heating goods in general, the expansion of the Western Canadian market has been so rapid that the home manufacturers have scarcely been able to supply the demand. It is well known that although many Canadian factories and foundries have doubled and trebled their capacity because of the increasing demands of their western trade, they have not always been able to supply the goods when wanted. As a general rule western hardware and store men prefer to handle Canadian-made goods if quality and price are right and they can get the goods, but when Eastern Canada is unable to supply the demand they must perforce lend a ready ear to the siren song of the American drummer. American competition in heating goods has been particularly keen, and a duty of 25 per cent. has not been sufficient barrier to keep out a big influx of American goods.

A tremendous trade in roofing is done in Western Canada and of this the American manufacturer gets a good share. Two or three of the best known American brands of roofing find a ready sale in the prairie provinces, and agents in Winnipeg handling these lines find it a profitable business. Many lines of builders' hardware of American manufacture also have a strong hold on the hardware trade of the Canadian west and sales are growing larger every year.

## Disadvantages of European Manufacturers.

As against his English or German competitors the American manufacturer has a substantial advantage in all save a few lines. What the western merchant wants he usually wants in a hurry and the long delays incident to bringing goods from across the ocean are unusually considered an objection very hard to overcome. Then, again,

the trade say that Canadian and American goods are better adapted to the requirements of the western market than those of European manufacture. The western consumer is accustomed to the class of goods made on this side of the water and it is difficult to sell him anything else.

## Field Legitimately Canadian.

In all probability the American manufacturer will always hold first place in the Western Canada trade as against all but the Canadian manufacturer, and will always find a larger market there. But the field legitimately belongs to the Canadian manufacturer, and he may be expected to increase his share of the western trade. This increase will be obtained by those manufacturers who first commence to manufacture in the west the goods they intend to sell in the west. There are many Canadian manufacturers to-day who sell the greater part of their output west of Fort William but who have not yet manufactured any part of it in the west. It is only a question of time until they will build branch factories in Winnipeg and Fort William and other western towns, and in many cases the branch will be larger than the parent factory. High-priced power has been the bugaboo that has deterred most manufacturers up to the present, but this is a difficulty that can be remedied. Both Winnipeg and Fort William will shortly have almost unlimited electric power at a reasonable price, and the same may be predicted of many other western centres, for although coal is not to be had there is abundance of power going to waste in the rivers. During the coming Summer the Canadian Manufacturers' Association will hold their annual meeting in Winnipeg, and it may be confidently expected that one result will be the establishment in the west of many branch factories. Manufacturing on the ground, the Canadian manufacturer will then be able to capture much of the trade that is now going to his American rivals.—

Don't overlook the small items. It is a good plan to gather them upon one table and price them evenly say a lot of ten-cent articles and a lot of five-cent goods. In this department could be put key chains, key rings, corkscrews, nail clippers, nail files, small pieces of tinware or small utensils, etc. Put a big placard over the table.



## SOME WIT AND SOME WISDOM

### The Man Who Falls Overboard.

A big business is a steamboat bound for a port called Success. It takes a large force of men to operate this boat. Eternal vigilance is not only the price of liberty, but is the price of every other good thing, including steamboating.

To keep this steamship moving, the captain requires the assistance of hundreds of people who have a singleness of aim—one purpose—a desire to do the right thing and the best thing in order that the ship shall move steadily, surely and safely on her course.

Curiously enough, there are men constantly falling overboard. These folks who fall overboard are always cautioned to keep away from dangerous places, still there are those who delight in taking risks. These individuals who fall off and cling to floating spars, or are picked up by passing craft, usually declare that they were "discharged." They say the captain or mate or their comrades had it in for them.

I am inclined to think that no man was ever "discharged" from a successful concern—he discharges himself.

When a man quits his work, say, oiling the engine or scrubbing the deck, and leans over the side, calling to outsiders, explaining what a bum boat he is aboard of, how bad the food is, and what a fool there is for a captain, he gradually loosens his hold until he falls into the yeasty deep. There is no one to blame but himself, yet probably you will have hard work to make him understand this little point.

When a man is told to do a certain thing and there leaps to his lips or even his heart the formula, "I wasn't hired to do that," he is standing upon a greased plank that inclines toward the sea. When the plank is tilted to a proper angle, he goes to Davy Jones' locker, and nobody tilts the fatal plank but the man himself.

And the way this plank is tilted is this: The man takes more interest in passing craft and what is going on on land, than in doing his work on board ship.

So I repeat: no man employed by a successful concern was ever discharged. Those who fall overboard get on the greased plank and then give it a tilt to starboard.

If you are on the greased plank you had better get off from it, and quickly, too.

Loyalty is the thing—faith.—Elbert Hubbard.

\* \* \*

### Too Much Water.

A well-known country traveler, who had recently become a teetotaler, was in the billiard room of the hotel in which he was staying, and, feeling thirsty, ordered a glass of ginger beer, a beverage he had never tasted before. He appeared to relish it, for it was not long before he handed his empty glass to the waiter, with the remark, "Another of the same, please, and not so much water this time."

\* \* \*

### Two Was Enough.

A traveling man received the following telegram from his wife:

"Twins arrived to-night. More by mail."

He went at once to the nearest office and sent the following reply:

"I leave for home to-night. If more come by mail, send to Dead Letter Office."

\* \* \*

### A Traveler's Samples.

A contemporary prints a traveler's tale which a good many "commercial" could father, I fancy, if need be. The anecdote is to the effect that a "drummer" representing a large manufacturing firm was working new ground with Christmas novelties, and orders were few and far between. Entering the leading shop in a provincial town, the bagman duly presented his card, only to be told by the manager that there was nothing they were wanting in his line. "Will you permit me to show you a few of our leading samples?" plaintively queried the traveler. "No, sir, no, we really cannot spare you any time at present," was the crushing reply. "Well, sir," persisted the traveler, "do you mind my having a look at them? I haven't seen them myself for three weeks!"—The Ironmonger.

\* \* \*

### Surprised His Wife.

A story is told of a Nova Scotia farmer who wore his old suit until every one was tired of it, and his estimable wife was almost ashamed of the hustling man who had been inside it so long. But one day he went to town to sell his produce, and while there he de-

termined to buy a new suit and—happy thought—surprise Eliza. So he bundled a new suit into the wagon and drove homeward.

It was after night as he hurried homeward, and at a bridge over a river he stood up on the wagon and "peeled" and threw the despised old suit into the river. Then he reached for his new clothes. They were gone—had jolted out of the wagon. The night was cold and his teeth chattered as he hurried home. He surprised Eliza.

\* \* \*

### Meanest Man in Chicago.

A well-to-do Chicago real estate owner came into a hardware store in that city and asked the proprietor for a pound of nails. The small package was made up, and the price, a nickel, handed to the merchant, when the customer asked if the purchase could be sent to his house, which was in a distant part of the city. The merchant assented, and, calling an errand boy, handed him the parcel with the nickel he had just received for it and said: "Here Johnny, take the car and take this parcel out to Mr. Blank's house." "What!" said the customer, "are you going to give the boy the nickel to take the parcel out?" "Why, certainly," said the merchant, "I wouldn't think of asking him to walk so far." "Well," said the meanest man in Chicago, "if you would just as soon give me the five cents I will take it out myself!"

\* \* \*

### Laugh With the World.

"Laugh, and the world laughs with you;  
Weep, and you weep alone;  
For the sad old earth must borrow its mirth,  
But has troubles enough of its own."

\* \* \*

### Stop Your Kickin'.

Stop your kickin' about the times,  
Get a hustle on you;  
Skirmish 'round and grab the dimes  
Ef the dollars shun you.  
Croakin' never bought a dress,  
Growlin' isn't in it;  
Times is getting good again,  
Try to help them all you kin.

Don't sit around with hanging lip,  
That is sure to floor you,  
Try to get a better grip  
On the work before you.  
Put some ginger in your words  
When you greet a neighbor,  
Throw your troubles to the birds,  
Get right down to labor.

An' you'll notice every day  
Things are coming right your way



## SPORTING GOODS

### PROSPECTS FOR SPORTING GOODS.

From present indications a splendid business will be transacted in sporting goods this season. The early arrival of Spring has already had its effect inasmuch as many dealers are receiving inquiries from outside points regarding sporting goods, prices, and other information. From these inquiries it would seem that business in athletic goods of every description will be better this season than last.

Bicycling, it is expected, will be revived considerably this Summer. Of late years this healthy sport has been

gears are changed by means of bar across the handles, something like the break bar. Should this idea be generally adopted, as it possibly will, bicycling will become a greater pleasure than it now is, and business in wheels will increase correspondingly.

Since the revival which tennis experienced last year business in tennis requisites has been excellent. This year merchants are looking forward to a good volume of trade in this line.

Lacrosse, which has been played so little this past few years, looks as though it might once more become popular with the youth of the country.

their holidays. They find that it is a healthy and none too expensive holiday and consequently wide-awake dealers are on the lookout for business in this line.

The indoor sports are, of course, falling off with the approach of Spring and Summer, and in most cases little trade in these lines can be expected. Fencing, however, will probably command a great deal of attention until well on into the Summer. A fencing outfit may be obtained at such a reasonable price that all classes are showing more or less interest in the sport. However, it is not a staple branch of the trade.

### AUTOS AND HARDWARE TRADE.

By W. W.

A dozen years ago the hardware trade secured a large share of the enormous trade done in bicycles and there will be many who will rejoice to see a return of popularity of the bicycle, it now being within easy reach of the pocketbook of nearly every man, woman and child in this country. Good roads are, of course, necessary to the bicycle's continued popularity, but there are few hardwaremen lacking sufficient business foresight to be ardent advocates of better highways in both city and country.

Every important town in Canada has some progressive hardware merchant who makes a specialty of bicycles and sundries and finds it a profitable branch of his business. It is but natural that these should see the advantages of carrying a stock of automobile supplies, a business which promises to be even more profitable than the bicycle trade ever was, the class of people taking up automobile riding for pleasure being chiefly those with large incomes.

While the machines are so varied in type it is not to be expected that the automobile dealer can carry parts for them all, there are many standard parts which he would find it a great advantage to carry. Among these are spark plugs, spark coils, cable for wiring, dry cells for ignition, high-grade gasoline for fuel, high-grade lubricating oils. All of these articles are interchangeable practically from car to car and form a good, live stock for any dealer to carry. In the larger centres, also, there is going to be an increasing demand for such articles as lamps, horns and other specialties which are used on motor cars.

It would probably not be advisable for the hardwareman to endeavor to stock too largely for this trade at once, but those who are looking to the future should be familiarizing themselves with the important motor accessories and laying in a stock of the standard lines such as we have mentioned above.



A Canadian Snowshoeing Scene. - Courtesy of Rod and Gun in Canada.

much neglected and many dealers have not handled bicycles at all more than keeping half a dozen wheels in stock for the occasional demands received. On the whole, few bicycles have been sold this past few years compared to the sales of six or eight years ago. If the sport is taken up again in earnest, there will be good business for the very reason that it has been so long neglected. In this connection a new idea has appeared which will help to popularize bicycling. This is the Eadie Fagin two-speed coaster hub, which may be applied to any wheel. Through it the rider is enabled to have two speeds at his bidding. It is possible to change the gear, using the low gear for climbing hills or traveling against a head wind, and the high gear for speeding on level roadways. The

Base ball will be played as much as ever, and uniforms, bats, balls, and the like will have a good run. It is a good idea for dealers to keep in touch with the clubs formed by school boys, church societies, etc., as very often it is possible to secure quite a lot of business in this way. Let the young fellows know that you have the goods and train them to come to you for what they want.

In the cities considerable attention is being paid to the adoption of the English game of association foot ball. Merchants expect to have a good demand for the necessities of this sport, and many are making importations direct from England. This will effect the country trade very little, however.

"Camping out" is becoming a favorite way for clerks and others to spend



## HOW TO CONDUCT A SPORTING GOODS STORE

By William Whiteley in the Sporting Goods Dealer.

Success in any line of modern business is based on confidence, and confidence is gained by the amount of energy, ability, integrity, advertising, etc., but aside from all these the sporting goods dealer, who succeeds, must make friends.

Sporting goods are generally considered and really are a luxury, and as such the general public think the profits are enormous, and therefore a great many sportsmen, overestimating the value of their trade, often impose on the dealer. Honestly thinking he is entitled to special attention, he usually buys where he thinks he is most likely to receive the best treatment, and as he usually belongs to some sort of an organization, you should cater to his wants and peculiarities, particularly so if he is a stranger to your establishment.

Every customer should be greeted in an enthusiastic, intelligent manner, and his wants, no matter what the article may be, should receive careful attention. A customer should never be turned away with a sharp or curt reply, such as "Don't keep it," "Haven't got it," "Don't know where you can get it." If you haven't the article and know where to get it, offer to get it, or if he asks where it may be had and you know your competitor has it, it is far better to tell him so, for if he wants the article real bad he is going to find it and if he learns that you knew where to send him and would not tell, you have made an enemy instead of a friend of a customer. You can't afford to make enemies in the sporting goods business, for you don't know but what you will be called upon the next day to figure on an outfit for a base ball or foot ball team or gun club and this same customer you turned off the day before with a curt answer may be on the committee to make the purchase. You would likely lose out, as your former customer, through your treatment of him, will be inclined to give his support to your competitor.

All customers should be treated with the utmost courtesy, whether man or woman, boy or girl, for the boy or girl may become a prosperous man or woman some day, and you can't tell when their parents may want something in the sporting goods line.

The day of the indifferent and independent sporting goods dealer is no more, and to be successful, you must not only be friendly and courteous, but your stock must be up to date, and you must keep your name before the public as much as possible. Do a little advertising. It helps.

It is also a very good plan for the dealer to keep an index of the various

lines of sporting or athletic goods with which he may wish to replenish his stock from time to time. It should contain the names of all lines of goods, and under each should be listed the names of the different manufacturers of that particular article.

Nothing but the best goods; goods with merit, should be carried by a sporting goods store. Leave the cheap, trashy stuff for the hardware or department store to handle. A sportsman or athlete usually wants a good article and rarely goes to a department store. He does not expect to find in a sporting goods store the same cheap class of goods that are found in a department store. He expects to find something better. Do not carry a mixed stock. Take, for example, base ball goods. Do not carry a few mitts and a few gloves of all makes. It is better to confine yourself to one or two lines, and have them complete. With proper energy you will, in course of time, become known as headquarters for the lines you handle.

A good window is a valuable asset to a sporting goods store, and the display therein should be as attractive as possible. There is nothing that pleases a sportsman so much as an opportunity to look about at his leisure and see the latest ideas in reels, rods, or whatever might be in season, preparatory to making his purchases.

### SELLING FIREARMS.

By W. H. Esslinger

Granted conditions favoring its establishment, every store dealing largely in firearms, particularly rifles and revolvers, would find a properly equipped target range worth each year many times its cost of keeping up. Customers like to know what they are buying, especially when turning from an old and tried arm to another of different type, make, or model; moreover, there are a large percentage of buyers utterly lacking in gun lore, to whom all that a salesman can say concerning the merits of an arm is so much pointless expenditure of breath. To them five minutes of practical demonstration would be more convincing than hours of argument. Confront them with a target and let them burn a little powder. It is cheaper to hire a dollar-a-day man to clean guns than to let a high-salaried salesman waste time and breath on a customer who has the desire to be "shown."

Especially in the larger American cities is the habit of carrying pocket-arms gaining ground. People are growing to distrust the protective ability of the police and detective system. Rarely

a day or night passes without its record of hold ups and burglaries. Lives and property must be defended against the lawless, and so we find at the revolver counters of the sporting goods stores men who have never before owned any sort of a weapon. To them the multiplicity of makes, models and calibers is confusing. The matter of selection is of too great importance to be left to chance. The salesman, if consulted, will invariably recommend a high-priced revolver, and for perfectly legitimate reasons, but the buyer will compare the offered weapon with a cheaper one and fail to discover any marked difference in appearance. He becomes dissatisfied and suspicious, a state of mind likely to carry him to the store of some competitor, if not eventually to the pawn shops or second-hand dealers. Right here the testing range comes in handy—and let the test be of the cheaper arm for which he has shown a preference. In 99 cases out of 100 its performance will be satisfactory from the buyer's viewpoint, for the majority



Tobogganing in Montreal.

— Courtesy of Rod and Gun in Canada

of American-made revolvers have a way of shooting reasonably close to the bulls-eye, and there are plenty of dollar-a-day men who are competent to make good scores at short range. At any rate the customer is convinced that the goods are being offered him solely on merit, and he has been furnished understandable data as to the importance of caliber and penetration. Gallery charges can now be had in nearly all rifle and revolver calibers. Usually there is room in store basements for at least a 10-yard range, bullet-proof shields around the target are easily and cheaply provided, and electricity has solved the problem of lighting. A testing range as part of the equipment of a modern sporting goods store is all right in theory and better still in practice.

Food choppers, refrigerators, hammocks, lawn mowers and screen doors are all lines that will soon be in active demand. Is your stock in shape?



## STOVES AND TINWARE

### EVOLUTION OF THE STOVE.

The first step in advance in household heating was when a chimney was put in to draw off the smoke. This was a great improvement, as compared with the previous method, which allowed the smoke to be scattered throughout the house.

The next great step in advance was made when Benjamin Franklin invented his stove. This stove was constructed after the same design as the fire place, but was made of iron and stood out from the wall. Wood was the fuel burned. The Franklin stove effected a great economy in fuel, as not so much of the heat went up the chimney and, on the other hand, not so much cold air was drawn into the room. Of course, it will be seen from the arrangement of the Franklin stove that there were two methods of warming involved, namely, direct heat from the flame and indirect heat through the iron stove.

The next great step in advance consisted in putting a front in a Franklin stove, thus entirely enclosing the fire, so that all the heat reaching the room was indirect. This change gave practically the modern stove, which has been developed in a great variety of ways, being used not only for heating, but also for cooking purposes.

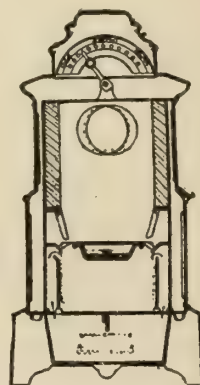
When this stage of the art was reached it was possible for people to make themselves entirely comfortable as far as warming was concerned, but the system lacked the ventilating qualities of the fire-place. Later someone hit upon the idea of putting the stove in the basement, enclosing it, bringing air from outdoors into this enclosure, and then passing the air up into the house through registers, which is, of course, the modern hot-air furnace.

### A SELF REGULATING STOVE.

A resident of Freiburg, Germany, has recently received American patent rights on a self-regulating stove. A metal rod expanding or contracting according to the degree of temperature actuates a damper device regulating the admission of air to the grate.

In the illustration is shown an ordinary stove having this attachment. Near the top is an opening for supply of fuel; at the bottom another opening for lighting the stove and emptying out the ashes: in the centre a sifting grate, with

ash pan beneath, and at the back near the top, the opening for escape of smoke. On the front of the stove, at the top, is a dial having three divisions—cold, normal, and warm. The pointer on this dial connects with the regulating rod, it being only necessary to place the pointer so that it indicates the temperature desired. The automatic regulator is a metal rod, made of aluminum, which is preferable, although other metal alloys can be used. The regulating rod extends along the back of the stove and connects by other rods with the dial at the top and the damper at the bottom. When the stove is cold the regulator barely touches the rod connecting with the damper. A fire being kindled, the



Self-Regulating Stove.

regulator expands, forcing the damper rod up and releasing the damper. The more heat generated the more the expansion of the regulator and opening of the damper. Thereafter by setting the pointer on the dial the stove will automatically regulate itself.

### LIFE SAVING DEVICES OF A MODERN FACTORY.

By J. G. L.

In very few lines of manufacturing are the possibilities for accidents so great as in a plant turning out tinware in large quantities. Some years ago, in the largest manufactories of this kind, the day which passed without a serious accident was almost phenomenal.

Recent advances in mechanical science, however, have wrought such a revolution that these are now comparatively infrequent, and not so serious as formerly.

A special study of this problem of reducing accidents has led the Thos.

Davidson Manufacturing Co. to adopt some very considerable precautions in their large plant at Montreal. The entire plant is kept scrupulously clean. All employes are expected to eat their lunch in the club rooms, where tea, coffee and milk may be obtained at the moderate charge of two cents per cup, and during the noon hour the entire factory is aired and ventilated so as to be in a sanitary condition for the rest of the day.

The club rooms referred to are maintained by the Employees' Benefit Society in connection with the company, which enjoys a membership of over one thousand people. The society employs a doctor to treat all members who are ill, and also provides for "sick pay" in the case of employes who have been with the firm six months or more.

In a convenient corner of the factory is a small surgery where the easier cases are treated. A better equipped surgery is located in the club and here the more serious injuries are attended to. The majority of such are treated by a medical attendant who is a member of the staff, but, where amputation is necessary a surgeon is called in, or the patient sent to the hospital.

The ponderous presses which make the innumerable fittings required for all the products of such a plant, are responsible for most of the accidents, though there are occasional cases of severe burns, in the tinning and galvanizing rooms. Up to a comparatively short time ago, the most dangerous machine in the factory was that which cut the centres from screw tops intended for gem jars. This was done by putting the tops in singly, so that the operators frequently lost fingers in placing or removing the article. Now, however, a rotary centering machine is used, and injuries are rendered impossible. The operator places the tops in holders fitted to a revolving disc, and when the holder reaches a certain place, the press descends and cuts out the centres.

In connection with the operation of turning out the gem tops, two other machines are utilized, which are of great interest because they replace older machines entailing great danger in handling. One of these puts on the "thread" which enables it to be screwed to the top of the jar, while the other trims the rough edges of the lids. The operators working on these machines simply feed the articles into a kind of chute, and so cannot come into contact with the working parts.

The visitor to this plant cannot fail to be impressed with the precautions taken everywhere in protection of employes. Indeed, it is considered to be a model one in this respect.



## ESTIMATING COST OF HEATING JOBS.

Written for Hardware and Metal by Ross B. Mackinnon

The heating business in Canada, and more particularly in Ontario, has now reached a point far beyond the experimental stage. There is a demand in the country among the farmers for up-to-date heating goods. Practically every new house that goes up at the present time calls for a furnace or boiler to heat it. But with all this we find that the average hardware dealer displays a wonderful lack of interest in his heating trade.

What is the reason for this? Nine men out of ten who do a heating business as a side line will reply that there is not enough money in taking heating contracts. The heating business should be not only one of the most interesting lines for a dealer to take up, but also one of the most profitable. The only way to account for the lack of interest is that there is a lack of knowledge of its possibilities.

To begin with, a great many men who do a heating business do not know what their jobs cost them. They know from their invoices, after the job is sold, just how much their furnaces and registers, and in a steam or water job what their boiler and radiators, cost. But how many dealers in a hundred can tell of their own personal knowledge what a job, put in and finished, is going to cost? In no other line of the hardware business is there such a lack of knowledge. A man knows what his cutlery costs him before he puts a selling price on it. He knows what his general hardware costs. Why not his heating contracts? Most successful manufacturing firms pay more attention to the cost of its output than to any other detail of its business. The heating contractor becomes a manufacturer when he takes such raw material as a furnace, register, tin and galvanized iron stocks, and welds them into a complete heating plant. The man who knows his cost can figure far more closely than the man who does not, hence he can undersell his rivals, unless his cost is extraordinarily high.

### Easy to Figure Cost.

It should be an easy matter for men of such intelligence as the hardware dealers in Ontario to get out a sheet showing the cost of his tin stock, etc. It is simply a matter of getting the amount of material in each size of fitting and joint of pipe and then finding out how long it will take the average workman to manufacture it.

Having the cost of furnaces, registers and tin stock before him, how is the dealer to figure the cost of a particular job? Certainly he must first know what size of furnace, of registers and of pipes he will need in order to heat the

house satisfactorily. This is a study by itself and must be taken up where space and time permit. But having this knowledge, obviously the only absolutely correct way to get at the cost of a job is to lay out a plan to scale of the building to be heated. On this plan should be shown the location of the heater, the size of each register and of each pipe. Then let him get up an estimate sheet somewhat after the following manner:

Heater (size and make).....	Cost.....
Registers (warm air).....	".....
Cold Air Gratings.....	".....
Tin Pipe.....	".....
Galvanized Iron Pipe.....	".....
Tin Elbows.....	".....
G. I. Elbows.....	".....
Collars.....	".....
Dampers.....	".....
Any other fittings required.....	".....
Freight and Cartage.....	".....
Labor.....	".....

Care must be taken to get the quantities of pipe and elbows of each size as nearly correct as possible. The only item on this sheet on which there need be any guess work is that of labor, and a man will soon gain experience enough to know approximately how long his workmen will take to install a heating plant.

### Skimping Work Doesn't Pay.

Having taken all these things into consideration, the dealer has a fair and reasonably exact cost on his work, and is in a position to know what he is doing when he sets a selling price. While this must be left to the individual judgment of the dealer, experience has taught us that a job will be far more satisfactorily installed if a fair margin of profit is added than if everything is skimmed and saved in order to make a low price show a clear profit.

So far, for the sake of simplicity, we have referred to heating work solely with regard to warm air. To get at the cost of a hot water, steam or combination job is almost equally simple. In place of furnace, registers, etc., put down boiler and radiators, when the estimate sheet would be somewhat after the following plan:

Boiler (size and make).....	Cost.....
No. of feet of standard radiation.....	".....
" " special radiation.....	".....
" Valves (each size).....	".....
" Air Vents.....	".....
" feet of iron pipe (different sizes).....	".....
Fittings (cast or malleable).....	".....
" (brass).....	".....
Expansion Tank.....	".....
Smoke Pipe.....	".....
Freight and Cartage.....	".....
Labor.....	".....

The cost of each of these may be readily obtained from the catalogues of the wholesale houses, and to this extent the work of estimating is easier than in the case of tin and galvanized iron work. With reference to fittings it is

usually preferable (except in the case of large fittings) to lump the cost of these into one sum. Experience is the only teacher of how to do this.

Now that we have an estimate of the cost of a job we should check it up and see how far wrong we have been. Not only will this checking up help us not to make the same mistake again (someone has said that the wise man is not the one who never makes mistakes but the one who never makes the same one twice) but we have the satisfaction of knowing exactly how much profit we have made on a certain contract.

### Knowledge Pays Its Possessor.

Of course in order to do steam and hot water work a man requires a much greater knowledge of the business than in the case of warm air, but in order to do either successfully he will have to study. Let the dealer learn the heating business himself, not with any perfunctory or second-hand knowledge, but with an exactness which will defy any attempt to flim-flam him into doing an unsatisfactory job. He will find it far more interesting than any other line of business he can take up. Not only is it practical in the extreme, but it can be made into one of the deepest scientific studies, and it is not only from the point of view of interest that a thorough study and knowledge of the heating business will pay him, but in actual dollars and cents. The manufacturers of heating apparatus would very probably be able to give better prices on their goods if they were not forced to go to such expense in placing them on the market. For instance a traveling man is called to figure for by far the greater number of jobs that are let at present. His railroad fare costs money. His hotel bill costs money. Somebody has to pay them. If the hardware dealers generally knew more about the heating business it would not be necessary to ask the traveling man to figure on jobs. The dealer would be capable of taking the responsibility himself. In this way a considerable saving would be effected to the manufacturer, and hence, probably, to the dealer.

To sum up. It pays to know your business, no matter what it may be; to know it from the bottom up and to know it thoroughly.

### OLDEST STOVE IN WEST.

A traveler in the northeast part of Saskatchewan recently saw a box stove of what he thought was a new design, but the owner informed him that it had been the property of his great-grandfather, and that it was made by the Carron Company 150 years ago. The stove belonged to the first settler's family that came out with Lord Selkirk.



## STORE DEMONSTRATIONS

By Geo. M. Evenson

I was recently approached by a dealer and asked what I thought of store demonstrations. Do they pay and why?

Can a doctor do you any good when you are ill? Yes, if he is a good one, and no, if he is a quack. A store demonstration is a good thing or otherwise just as you make it.

In order that you may get the best possible benefit out of it you must give it an abundance of publicity. Boom it as one of the business events of the season. Make a social event of it. Use generous newspaper space. But don't forget to send a nicely printed and worded invitation to every married lady whose name you have or can get on your mailing list.

After you have attended to the advertising of your scheme, plan to "fix up" the interior of your store. If you are demonstrating stoves, set aside a certain part of your store for the display of the line of stoves you are going to advertise and crowd all other makes out of the way; but keep the cheapest, lightest, poorest stove you can get your hands on where you can use it for a "stool pigeon." Get the best stove you possibly can for this purpose. Also buy from a catalogue house one that has the catalogue house name on it.

Now you are ready for callers, but you must get a clever woman to do the demonstrating. Select one who can talk while she works.

See to it that the manufacturer of the stove you are going to "boom" sends you a clean cut polished gentleman, a good talker, but not "windy," and with your assistance those two ought to make a "record week" of your demonstration.

If the season is such that you can buy reasonably a quantity of carnations, by all means do so. It is a very nice way to introduce yourself to any new trade to present the lady with a flower and it will please your old friends to receive the souvenir.

There is nothing better than "biscuits" to show off the oven of the stove. Have the cutter about two inches in diameter and tell your cook to make them rich. Serve coffee, but use the smallest cup you can get. Then you will not have your floor occupied with a "free lunch" element always attracted by cooking and baking exhibitions.

Creamery butter you must have, and a few pounds of comb honey will not be amiss. If possible have three or four small tables at which people can sit and enjoy their lunch and while they lunch, don't forget to talk interestingly and entertainingly. Tell them about the people who have already bought and as you pass the biscuit plate again ask the

lady to observe the rich brown appearance, both top and bottom, that the biscuits have.

Paint, if you can, or have them painted, a dozen cards with the word "sold" upon them, and when you sell a stove hang out your card. It makes new callers "itch" to possess one when they see so many that have been sold.

Discuss five things with the callers and let the "scientific construction" of the inside flues, etc., of the stove alone. Your callers will be interested in these points:

The size of the oven.

The size of the firebox.

The size and number of holes and reservoir.

The price.



Portable Fountain.

In these five subjects you will find material for an exhaustive talk.

Many of the people will call to see the stove operate who do not want to but "now," but who expect to buy in three, six, nine months or a year. Have a supply of "prospect cards" in your pocket arranged about like this:

### PROSPECTS.

Name .....  
 Address .....  
 Rating .....  
 Date of Call .....  
 Wanted About .....  
 Date of Sale ..... Delivered .....  
 Settlement ..... Salesman .....

Fill out this card in each and every case where a caller states that he or she will probably want a stove in the near or distant future. When your

cooking exhibition is over you will have a long list of names to which you should begin writing letters and sending advertising matter. Keep at them until you sell them or they tell you they have bought.

### PORTABLE FOUNTAIN.

A portable self-acting fountain can be made without a great deal of difficulty in almost any design and size and may be used for a toy or mantel ornament. One made recently by a western tinsmith was large enough to be used for conservatories or on the lawn. He also made a small one which throws water ten or twelve inches high for about an hour. By simply turning the fountain completely over it again charges itself and will play for another hour. This, of course, can be kept up indefinitely. The large one throws water three feet high for three hours.

While the tanners of the country have ceased to make standard goods such as coal scuttles, furnace pipe, elbows, etc., there is a big field for their ingenuity in the manufacture of small contrivances such as this fountain, which can be made at odd times and which usually sell at good prices. Steel boats are another specialty tanners can make when there is little else doing.

### A SALE WRINKLE.

A method frequently used by progressive merchants to force the sale of certain stoves is to display the stove in a prominent place in the show window, with a large card bearing the statement: "This stove will be sold to-day for \$32.50; to-morrow, and each subsequent day until sold, the price will be reduced 50 cents a day." This method often results in selling the stove on the second or third day, and always proves a drawing card to induce people to examine the stove on the floor.

### A NEW GAS RANGE.

The stove and hardware trade has had its attention called recently to a new design of range constructed for using artificial or natural gas. The stove has a French oven of large capacity, heated by direct action. The range has a cast front, top, base and swinging door, the latter of which is lined with blue steel, while the body of the range is of extra heavy refined japanned iron. One of the chief advantages of the range is that the oven burner can be used either for baking or cooking. It is especially suited for cooking foods which give off a disagreeable odor, as the fumes are always drawn directly into the flue.



# **PAINT, OIL AND BRUSH TRADES**

## **PAINTS NOT A SIDE LINE**

By J. H. Sayward.

Paint is one of the composite parts of the hardware business instead of, what a great many people have thought and still think, merely a side line. We necessarily go after the house owner for his finishings in the line of hardware throughout, and in doing this we necessarily have a splendid opportunity to sell, or at least try to, the paint.

Confidence in a very successful requisite in making a thorough success of the paint business as well as anything else; that is, confidence in the manufacturer from whom you purchase and in his ability to make good goods, and confidence in your own ability to instill into your customer your own thorough belief in the advantageous qualities of prepared paint over the much-mooted lead and oil.

Ability to thoroughly instill into your clerks your confidence in the product you purchase is a very important factor and, furthermore, they should be thoroughly competent to instill that same degree of confidence into the prospective customer. I fully realize that this is a pretty stiff problem for us all, yet we are very dependent on our clerks, and, as a matter of fact, from my own point of view, their thorough familiarity with the product is of even greater importance than my own.

### **A Personal Experience.**

I do not know of any better way of demonstrating to you the advisability of paying attention to the paint end of the business than by giving you a brief outline of my own experience. I have been in business for a great many years, and up to 1898, although I had handled paint for a number of years previous to that time, my paint purchases, aside from lead and oil, were very small.

In 1898 my lead sales were probably from 12 to 14 tons per year. In 1904 I possibly sold four tons. From a profit point of view, without my entering into it, you will note that the returns from lead sales were extremely small and, in fact, it has been contended, and rightfully so, for a good many years that you practically roll 15 per cent. out of your store with each keg of lead, and oil and turpentine would appear in the same category.

In 1898 I had an opportunity to take the agency of a reputable paint manufacturer, a concern who not only manu-

factured first-class goods, but also firmly believed in effective advertising and system in following up. I first visited the factory and spent some time in satisfying myself that the paint was what they claimed it to be. Instead of using my own methods I adopted theirs to a very great extent, and with the advertising which I have always done have reaped the reward not only in increased sales but in increased profits as well. From this concern I purchased in 1898 \$496 worth of goods, increasing my purchases year by year, until in 1904 I bought 842 per cent. more paint than in 1898, while there had been a decrease of 71 per cent. in my lead purchases.

Figuring my gross profit on lead in 1898 at 16 per cent., I made \$230, whereas, figuring 33 1-3 per cent. on paint, my net returns were \$1,560 in 1904. Therefore, you will readily see that attention to this important branch of our business pays.

### **Advantages of Prepared Paint.**

I have always made it a point to use a pencil to a very great extent in demonstrating to the prospective customer why he should use prepared paint instead of lead and oil, pointing out very clearly the fact that he should acknowledge the ability of the manufacturer to take lead, zinc, turpentine, dryer and tinting colors and thoroughly assemble same by formula and machinery much better than the average painter could take the same ingredients and mix them together by the rub of thumb and paddle. Furthermore, it has always been my contention that a painter in buying several different articles has the corresponding number of concerns to contend with in case of difficulty, whereas in using prepared paint, in case of any difficulty he has simply the dealer and the manufacturer to look to. In case of difficulty we find the reputable manufacturer ready to listen to his troubles through the dealer, whereas with lead and oil there is practically no redress and never has been.

I have also pointed out the fact that the painter is obliged to go to the manufacturer and buy the several ingredients contained in the paint, and such being the case, why is it not feasible that the manufacturer of the several ingredients should be in a better position than the painter to incorporate these ingredients by machinery? A

paint mixed by the painter from lead and oil is more expensive than a good paint purchased from the dealer, for the reason that although it costs less per gallon it costs more per quantity. In other words, it will take one-third less prepared paint to paint a house than a paint made from lead and oil; consequently you have appealed to the man's pocket, and your reputation as a merchant backed up by the reputable manufacturer's goods handled by you should clinch the argument.

### **Carry a Complete Line.**

I carry the complete line manufactured by this concern, and when a customer mentions paint I try to find out first what is to be painted and then proceed to sell the customer a special paint that is made for that particular purpose, and by doing so I show the customer I am interested in giving him what is right. When he finds out on using the goods that I was right and the job is even better than he expected that man is sure to come again for paint or anything else he may need in my line. I also display in a prominent place in my store all the different kinds of paint I have, and keep my windows talking paint 9 months out of the 12. In many other ways I keep reminding the public that I sell paint, and long before the painting season opens I have sold paint for several houses. I keep a record of each color of the house paint as it comes in, and it helps me to a great extent in ordering a new supply, as I can determine very quickly just how much of that particular kind I have sold in any given time.

### **Keep a Card Record.**

I keep a card record, a card index, of all the paint sold for outside painting, entering the date, quantity, different shades, and weather conditions, and in that way am not only able to determine when the paint was applied and under what conditions, in case of difficulty, but also have a means of interesting the new customer, for by referring him to or showing him where I have sold paint to Bill Smith and John Brown, men with whom he in the majority of cases is well acquainted, I impress upon him the fact that there must be some virtue in it or these men would not use it, and in this way I am also able to refer him to houses which in many instances have been painted for a number of years.



## ADVANCES IN PAINT MANUFACTURE

By G. B. Heckel

The manufacture of paint and of varnish as special industries is a comparatively recent development. Within less than a century painters ground their dry colors in oil with slab and muller and either "cut" shellac in alcohol in a churn or boiled up gums and solvents in a pot over the kitchen fire. It was the physical impossibility of meeting in this way the demand of a rapidly growing population of wooden-house builders that led to the establishment of paint and varnish factories.

At first only white lead and colors were ground in oil and supplied in paste form to painters, who combined them with the necessary thinners in the shop. But custom is a tyrant, yielding only to force, and up to fifty years ago there were still old painters who bought and "mulled" their own colors.

### Introduction of Machinery.

The second step towards specialization was the invention of ready-mixed paint, about the middle of the last century. The formula was patented by the inventor, and in some sections of the country all ready-mixed paints are still popularly known as "patent paint," though they bear no resemblance to the original patented article, and none of them are now patented.

The step was perfect logical: if white lead ground in oil by machinery, and pigments ground in oil by machinery are better and cheaper than the same materials ground by hand in the paint shop, why would it not be better and cheaper to leave the whole process of paint-making and mixing to the paint factory? Hence the modern paint factory and the modern ready-mixed paint. And they have come to stay. According to Dr. Toch, who has carefully compiled the statistics of the subject, the annual consumption of ready-mixed paints "increased from zero in 1860 to something like 30,000,000 gallons in 1903." In comparison with such figures, the increase in the consumption of lead in oil during the same period is not worth considering.

### In Line With Evolution.

Painters as a class are opposed to ready-mixed paints; partly because they have been educated to the use of another form of paint; partly because the workman is always conservative; and partly because painters believe, wrongly of course, that shop mixing is profitable, whereas it is a self-evident fact that hand labor can never compete, either in cost or efficiency, against machine labor—it is the old case of the grain cradle against the reaper and binder, the hand-loom against the power loom, the planing mill against the

carpenter's plane, the sewing machine against the thread and needle. The whole history of human progress is filled with illustrative incidents, showing that increased facilities of production and decreased cost always lead to increased consumption and a consequent increase of demand for labor. The sewing machine, to take but one instance, has increased the demand for needle work so that ten, yes a hundred, seamstresses are now healthily employed where one found precarious and unwholesome occupation before the days of Elias Howe.

So it will be with ready-mixed paint—in fact, is already so. Before 1860 paint was something of a luxury; to-day an unpainted building in the more progressive parts of the country is exceptional and "sticks up like a sore thumb." It will become rarer and rarer as property owners come more and more to realize the fact that it is cheaper to use paint than to save it. The statement sounds like a paradox, but it is bare truth. Unpainted wood or metal will decay, while the regular, judicious use of good paint will preserve wood or metal indefinitely. It is cheaper and safer for a property owner to neglect his fire insurance than to neglect painting, because while few buildings burn all buildings decay, unless protected with paint. That fact being self-evident, the choice of paint becomes the important consideration, and here we are led inevitably back to ready-mixed paint as the logical up-to-date conclusion.

### Ready Mixed Paints Best.

The case seems to me so clear and simple as to be scarcely worth arguing about. On the one hand, we have white lead, etc., ground to a thick paste in linseed oil and tinting colors of various kinds (pure or impure), also ground to a thick paste. These the painter must mix with a paddle in a paint bucket with large quantities of linseed oil, turpentine and liquid dryers. Whatever his skill or patience he cannot in this way produce a uniform mixture. This fact can be proved at any time by taking a few drops of such a mixture on a ground glass slab and rubbing it with a muller. The tint will gradually deepen, proving that the coloring matter was not thoroughly incorporated; and if the coloring matter, which we can distinguish is not evenly distributed, neither are the other ingredients, which we cannot distinguish. Moreover, the painter is more likely than not to get adulterated oil and turpentine and cheap rosin dryers. He does not know, the dealer does not know, but those who study paints know that this condition is at

the root of more than half the complaints of poor painting.

On the other hand we have ready-mixed paints, prepared by machinery in a paint factory, equipped for analysis and testing. The paint manufacturer's living depends on his ability to give the best satisfaction at the lowest cost. It is a matter of experience that the manufacturer in any line who fails to "make good" does not last. If a paint manufacturer's business grows steadily, there can be only one reason for it, and that is that his paint is good, and that old jobs are bringing new customers.

### Materials Used in Manufacture.

Mixed paints differ considerably in composition, and yet the higher grades of them are surprisingly alike in general results. They are based chiefly on certain proportions of white lead and oxide of zinc, etc., some with additions of "sublimed" lead or "zinc lead" and with or without inert materials. The painter is chiefly exercised over these inert materials (gypsum, barytes, etc.), ignoring the fact that the "good old lead" of the past generation was, three-fourths of it, loaded with these same "inert materials." He also overlooks the fact that the largest consumers of paint in the world, railroad companies, agricultural implement makers, etc., who specify exactly the components and proportions of their paints, have unanimously settled on combinations in which these inert materials play a conspicuous part.

As far as the consumer is concerned, if he does not make the "penny-wise-and-pound-foolish" mistake of trying to save money on the cost of his paint, he is perfectly safe in buying and using any high-grade ready-mixed paint in the market bearing the brand of a reputable manufacturer.

But it is far better and more economical to use any paint than to use no paint or to use paint too infrequently, and this, it strikes the writer, is a field where the press of the country have it in their power to do a great economic service, in the way of education.

### HOW TO REMOVE PAINT.

He was a painter; one of the gruff, cranky kind, who do not like any one around when they are working. He had almost finished graining the parlor woodwork when the door opened and the mistress of the house entered, slid her hand around the door on to his graining and screamed out:

"Oh dear me; Mr. Painter! I've got a lot of paint on my hand. How do you get it off?"

He glanced at his spoiled door; then at the woman, and answered:

"I wipe it off on my pants!"



## SELLING PAINTS AND BRUSHES.

By W. W.

Too much importance cannot be given to the display of paints and brushes during the Spring painting season. It has truly been said that "the windows are the eyes of the store." Don't let them get dim. Make it a point to have them well dressed and frequently dressed. Much depends on the impression made upon possible customers by the window display. If it's inviting he will buy much more readily than if the window looks as though it hadn't been cleaned and dressed since last Fall.

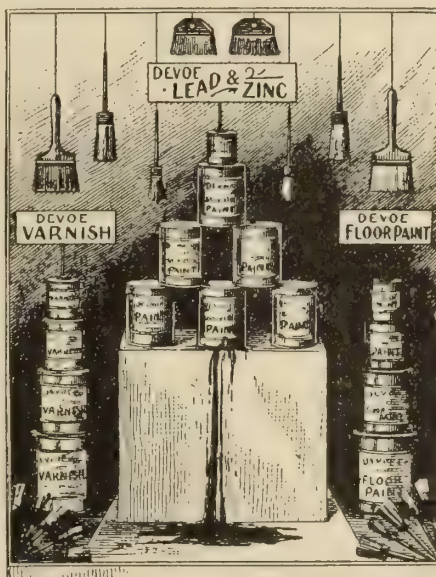
A display in a country store in New York which proved a most effective ad is shown in the small illustration in which Devoe's goods are shown. While the goods were presented in a neat and attractive manner the special feature of the display and the one which arrested so much attention was of course the apparent leak sprung in one of the cans. This effect was secured by opening a small can of red paint and pouring some of the contents over the window floor and box. The floor was covered with light colored glazed paper so that the paint would not run through. The box supporting the cans was covered with white paper. The result was so realistic that during the first two hours after the exhibit was exposed to view nearly 40 persons entered the store to inform the management that one of the paint cans in the window was leaking, while there was always somebody watching the "leak" during the four or five days that the display remained in the window.

But it requires more than window displays to sell paints to-day, when all the manufacturers are keen to supply unlimited quantities of advertising matter, color cards, etc. Instead of waiting for the business to come to him, as the merchant of a decade ago could do, the modern dealer finds it necessary to get out and rustle if he is to get his share of the business doing. He must make out lists of those who are going to build, and by personal work, backed up by matter supplied by the manufacturer whose goods he sells, follow up each possible customer until an order is secured. Before Spring opens every dealer should make a list of all the property in his district that is to be or ought to be painted during the season. Many a man who had no intention of doing any painting was made a customer by receiving the suggestion from the dealer's circular or newspaper advertising.

The paint department is an excellent one for the enterprising clerk to take hold of and push. It offers plenty of opportunities for him to develop his resourcefulness in securing business for

the store. He should not wait for the "boss" to direct him what to do—he should set a lively pace for himself—providing, of course, the "boss" is willing to encourage energy and enterprise on the part of his employees.

It is important that the town be sized up for possible customers. It is advisable that a list be kept and it is necessary that the window displays and advertisements be looked after. But that isn't all. The stock should be gone over, "shorts" filled up, the tins dusted and everything arranged in an attractive manner. And still more, the clerk can help wonderfully by obliging service to customers and by getting on the good side of painters and other large and regular buyers. Friendship counts for a whole lot—but it must be backed up by good goods.



Novel window Display—Note Leaking can of Paint.

## WHITE LEAD ADULTERANTS.

By J. C. L.

A recent article in the Paint, Oil and Drug Review calls attention to the alarming amount of adulteration undergone by the white lead which is sold in the United States. A distinction is made between the adulterated white lead and compounds of lead and zinc, which are pigments of genuine value, and the assertion is made that the substitutes contain little or no lead, and their only claim to consideration is that they look enough like white lead to deceive an inexperienced purchaser.

The question naturally arises whether the same conditions exist in Canada, but, so far as any deliberate attempt to deceive the public is concerned, we may say that such is not the case. It would be folly, however, to state that the many grades of "white lead" on the

market are all genuine, nor do they pretend to be so.

It is provided by a Dominion statute (for the infraction of which there are severe penalties) that no pigment which is not absolutely genuine may be branded "pure white lead," and so the merchant or consumer who gets an article with this mark is sure that his goods are right. In this respect the Canadian public are much more effectively protected against fraud than consumers in the Republic, where the varying laws in different states have not been able to put sufficient check on the dishonesty of some manufacturers.

But the greatest difference between conditions existing in the two countries lies in the fact that in the United States practically no pure white lead is ground, except by the corrodors themselves, while in Canada the corrodors do not grind lead and oil. The American grinders produce a ridiculous number of grades which are labelled in such a manner as to convey no idea of their real contents, and most of them containing little or no white lead. In Canada, on the other hand, all grinders handle pure lead and oil, which is so branded, but they also manufacture other lines containing adulterants in varying proportions, and grade them by number. These grades are well known by the trade to be adulterated to a greater or less extent, and no attempt is made to conceal the fact.

The chief oxide employed in adulterating white lead is barytes, or sulphate of barium, which is prepared from the two most common ores of the substance—the sulphate and carbonate of baryta. This is a highly caustic alkaline body and is very poisonous. Other adulterants are whiting and silica, but these generally form a very small percentage of the mixture for obvious reasons.

To the inexperienced eye there is very little difference between pure white lead and that graded as "No. 4." The latter is very white, is of good body, and of approximately the same specific gravity as the genuine article—the sulphate of baryta having a specific gravity of 4.59. But the adulterant has no covering capacity. It will not paint anything like the surface that could be covered by the same quantity of white lead, and, when the oil has lost its strength, it will cake and fall off, leaving scarcely a vestige behind.

In paints, as well as in so many other branches of the trade, the best is always the cheapest in the end. No painter ever worked up a permanently big business unless he adhered strictly to this principle. Fortunately the Canadian public are protected against dishonesty on the part of manufacturers, and they can invariably put confidence in the lead which is branded "pure."



### MINING IN NOVA SCOTIA.

During 1905 the notable feature in connection with the mining industry in Nova Scotia was the extensive improvements undertaken at all the leading mines, of all descriptions. Underground development was largely increased and machinery was added to and modernized. This means, of course, that the mining companies plan to largely increase their output in 1906. For the first month of the present year, the output from the coal mines of the province was 100,000 tons greater than in January, 1905. In gold mining the well-known Boston-Richardson mine, Abtsaac's Harbor appears on the list of producers again with a yield of 9,000 tons for January. The mine had been idle eighteen months, and during that time \$150,000 was expended in sinking a new shaft and building a large new mill right from the foundation. Other gold mines are also being newly equipped and English capital is being invested in several properties. Iron mining in Nova Scotia, which has slumbered for twenty years, took a spurt in 1905, with a production of 30,000 tons, and this year there will be at least 100,000 tons raised. Important developments in copper mining are looked for in 1906, as a large property at Chelicamp, Cape Breton, which has been under development for two years, now has a half million tons of ore blocked out, and it is intended to erect a concentrating plant and smelter the coming Summer. This property is owned by the Chelicamp Copper Co., of Halifax. Several new coal mines will be added to the list of producers this year and mining machinery men report inquiries commencing to be received for large orders for all classes of mining work.

### HOW TACKS ARE MADE.

The best tacks are made of imported Swedish iron, the next grade of American soft steel and the cheapest grade of common American iron. Tacks are also made of copper. Some tacks are tinned, and for ship use tacks are galvanized. Tacks are made of sizes ranging from half-ounce to twenty-four ounces. The tack commonly used as a carpet tack is an eight-ounce tack. A twenty-four-ounce tack is about 1 1/8 inches in length.

There are a great many kinds of tacks, made for a great variety of uses, and they are put up in many different forms. There are gimp tacks, looking-glass tacks, upholsters' tacks, trunk tacks, lace tacks, basket tacks, brush tacks, coffin tacks, shank tacks, lasting tacks, miners' tacks, cheesebox tacks, carpet tacks and tacks for a score of other uses. In the last dozen years the sale of

double-pointed tacks in all sizes has increased a hundredfold owing to the greatly increased use of electric wires. Double-pointed tacks are also used for tacking down straw matting and for other purposes. Tacks that are sold in papers are put up on full weight, halves and quarters, the weight indicating the size of the package. Almost all kinds of tacks are also sold in bulk in twenty-five and fifty pound boxes and 100-pound kegs.

A one-ounce tack machine will in a day make about 100,000 tacks, says the Boston Herald. The iron is fed into the machine in a long strip a little wider than the length of the finished tack, so as to allow of material to be upset for the head. An eight-ounce machine will make about 250,000 tacks in a day, or about 200 pounds. Tacks that are put up in papers are weighed out and the papers filled by hand. Comparatively few tacks are put out now in tied-up papers; they are mostly put up in little pasteboard boxes. These boxes are packed in larger boxes and in turn in cases for shipment. A common tack package is a case weighing about 100 pounds.

### EARLY SILVER PLATING.

The plating process was discovered in 1742 by Thomas Bolsover, and the manufacture was developed in Sheffield and afterwards in Birmingham, and during fifty years after 1784 there were fifty-one manufacturers of the plate established in Sheffield, seventy-seven in Birmingham, and one in London. The foundation to which the silver was applied was an alloy of copper. The earlier Sheffield articles were only plated with silver on one side, the other side being tinned. The manufacture continued until 1840, when electroplating was introduced. The earlier forms of Sheffield plate were plain in design. Later on the designs were pierced, but this class of work went out of fashion towards the close of the eighteenth century, and from that time on almost all the Sheffield plate was made solid. Teapots, spoons, forks, knife-handles, etc., which were made in silver were copied in Sheffield plate—all the genuine specimens of which were made between 1750 and 1850.

### FARM FENCES.

There is no subject about a farm that is of more importance than that of fencing. Fences have been used in one form or other ever since men engaged in the pursuit of stock raising. In ancient times sheep were corralled in enclosures made of tenting. Afterwards

came the stone fence, the picket fence and the zig-zag rail fence that are now relics of the past.

The three kinds of fences that are in use to-day are the board fence, the barbed wire fence, and the woven wire fence. Barbed wire has been used quite extensively, but it is no doubt nearing its end of service, since at the present time the woven wire fence, either alone or in combination with the barbed wire, is coming more and more into use. The woven wire is proving to be a very substantial fence and one best suited for ordinary farm fields, and it is one of the best lines to be sold by hardwaremen in country districts.

### EVEN THERE.

"Where do you go from here?"  
How tired I am of that phrase.  
Out of the year it greets my ear,  
Three hundred and sixty-five days.  
As I leave home after a rest  
The conductor of the train  
With his "How are you?" Are you  
going through?  
Echoes the old refrain.  
The hotel clerk gets sociable  
As-I pay for his high-priced cheer,  
And—dropping my bill in his yawning  
till  
Asks—"Where do you go from here?"

The barber stands with tip in hand  
And as I disappear—  
"Come in again," he yells and then  
"Say—where do you go from here?"  
The bell-boy grabs my grip and case,  
Flinging them on the train,  
Pockets my pelf, the grinning elf.  
And whistles the old refrain.  
"Where do you go from here?"  
I get it in every tongue,  
Nor matters it be Greek or Dutch,  
Or gurgled from half a lung  
The friends I meet upon the street,  
Keep dinging it in my ear;  
The whole day long life's sickening song  
Is—"Where do you go from here?"

Then at last I dreamed and to me it  
seemed  
That my time had come to die;  
And with angels white I winged my  
flight  
To the promised realm on high.  
There by the turnstile St. Peter stood  
At the foot of the golden stair  
With a look in his eyes of wild surprise  
He asked as I trembled there:  
"Your papers, please, what ails your  
knees?"  
Then grinning from ear to ear:  
"Oh! yes, you're one of those travel-  
ling men,  
Well, where do you go from here?"



# THE MAKING OF A HORSE NAIL

By William Smill.

Among the many articles represented in the stock of hardware dealers there are many which, though in constant daily use, they are not acquainted with the process of their manufacture. The number of those who have had an opportunity of seeing the interesting process by which horse nails are made is exceedingly small, but these few have found it exceedingly interesting, and it has served to clear away many previous misconceptions regarding their manufacture.

Those who have been engaged in the hardware trade for forty or more years will not have forgotten how the farrier in those days used to purchase small bundles of nail rods, from which he had to forge singly the nails he required. This crude method was in common use in Great Britain for many years, and these hand-made nails were the only ones exported to this country, being packed in jute bags of 56 pounds each or in kegs of 112 pounds.

The inventive genius of man sought a relief from the drudgery of forging out one by one nails by hand, and in due course there were machines invented, which not only did the work more quickly, but much more accurately, than could by any possibility be done by any hand-forged process. While the machines which replaced the hand-forging methods at the date of their introduction produced results which were a vast improvement on the nails then made, yet these have been in their turn replaced by improved mechanism, which are as great an advance over the earlier ones.

While there are a choice of sources from which nail rods may be obtained (both domestic and foreign) suitable for the manufacture of horse nails, there is one in particular which deservedly enjoys the reputation of affording the best material known or used in the world for this purpose, or in fact any purpose where the best iron and steel products are sought for. The iron ores of Sweden are of the highest class known in the world for the production of iron or steel. These ores are smelted with charcoal as a fuel, the forests of that country affording an abundant supply, and on which they are almost wholly dependent, as coal is not found except in small quantities in a limited area, and then not of a quality which is con-

ducive to producing the best results. We will follow, then, the production of the Swedish material, which is the basis of the best horse nails, taking as our standard the well-known "C" brand, whose process for the manufacture of horse nails we shall give in more detail.

The iron ores are blended and mixed in due proportion in the furnaces, according to the class of material which it is desired to make, the type of furnace used in Sweden for the best material being the well-known Siemens-Martin process. In general formation the furnace strongly resembles a baker's brick oven, the ores being placed in the centre of the furnace and the fuel towards the front. The flame and heat is deflected by an intercepting arch against the furnace roof on the ores lying on the bed of the furnace, the ores being thereby melted without coming in direct contact with the fuel. This process takes from ten to twelve hours, and affords ample opportunity for examining and testing the product at its several stages. When it has reached the point required, the fluid steel is poured into a ladle and transferred immediately into iron moulds, which form an ingot. These ingots are withdrawn and placed in "soaking pits" in order to retain the initial heat of the ingot as long as possible. The ingots are then reduced to a smaller size, which are called billets. These in turn are reheated and passed through rolls having grooves of the desired size and shape, which finally reduces the billet to the size required for the nail rods, the average size of which are about  $\frac{3}{8}$  to  $\frac{1}{4}$  inches.

These rods are now either bundled into coils or cut into uniform lengths of from ten to twelve feet and packed in uniform bundles of about 100 lbs. for convenience of shipment.

We have dealt with nail rods only as produced in Sweden; but it is not necessary to go to that country for this article, as large quantities are made elsewhere. The domestic rods produced by the United States makers are, however, more largely used for lower-priced classes of nails, but the best makers who aim to make the highest grade find it necessary to go to Sweden for the best quality of rods, in spite of the handicap of a heavy duty on their import.

The works in Sweden are situated well inland, and the bundles of rods ready for shipment are conveyed by canal or rail to one of the leading seaport points, which are Gothenburg on the west coast and Gelfe and Stockholm on the east coast. If the rods are destined for Canada they are usually despatched from one of these Swedish ports by one of the small coasting steamers to either Antwerp or Hamburg or to one of the leading shipping ports in Great Britain, where connections can be made and sailings thence for Canada obtained. These rods are conveyed for the most part during the season of navigation via the river St. Lawrence.

Having brought them to the point of manufacture (Montreal), let us deal with the further process required for transforming them into the horse nails of commerce.

There are several mechanical processes for the manufacture of horse nails, but these may be broadly divided into two divisions, namely, the "cold process" and the "hot-forged process," each claiming superiority for their own. Those using the former are conceded to have a process which enables them to produce nails more cheaply, and those using the latter seem to have the advantage in their favor in that it is the most natural process, the nail being forged from the rod while at a white heat, and therefore in a thoroughly malleable condition and more readily susceptible to being consolidated. It is with the latter that we have to deal in this description, that being the process exclusively used by the makers of "C" brand for the last forty years.

The nail rods described above are placed (about a dozen at a time) in a small heating furnace, which is supplied with the highest obtainable grade of anthracite coal, the heat of which is maintained at the desired point by air delivered through pipes by a fan blower revolving at a high rate of speed, and with the aid of check valves permitting any desired force or amount to be used according to requirements. About eighteen inches of each rod is heated at a time, the heated end of which is placed in a forging machine between a pair of dies, one of which delivers with great rapidity and force several blows which forge the nail into the desired shape. When done, the nail is



automatically cut off and drops into a pan placed under the machine. The nail in this form is really not a nail but a "blank," representing in general outline only the desired form. From this point they are passed through sieves which remove the scales, and then examined by girls whose duties are to discover any imperfections. They are then placed into steel cylinders about six feet long and six inches in diameter, in which they revolve for several hours, which polishes them. From this they are passed through rolling machines which draws the blank down to a graduated taper. Next they are passed on to another set of machines called the "pointing and finishing" machines, it being here that the point and bevel of the nail is made. They are again subjected for a short time to the tumbling process in sawdust, which removes any ragged edges, this completing the process of manufacturing. Before being packed in boxes, however, the nails are placed on zinc covered tables and passed under review by experienced sorters, who make an examination of every nail. The imperfect ones are discarded, and those passing this rigid examination are allowed to be placed in boxes.

When all the above particulars are contrasted, from the initial point of the ore in Sweden to the finished nail in Canada, with all the intermediate costs for labor, transportation and waste, with a small profit for the manufacturer, it will be readily seen that present prices are extremely low. The average size of nails sold in Canada is No. 8, which is sold at \$3 per box of 25 lbs. or 12c. per pound, for which the buyer will receive on the average about 100 nails. As it requires 32 nails to shoe a horse, or practically one-third of a pound, it therefore follows that the average cost of the nails required in the shoeing of a horse may be taken as about 4c. or 1c. per shoe.

The relation of the cost of the nails, therefore, to the cost of the work done is very small, and if these facts were presented to any intelligent farrier, he would not require anything further to clinch the argument for the use of the best nails, made from the highest obtainable material known, as we have endeavored to describe above.

### THE FIRST HORSESHOE.

Horseshoeing is an old art, it having been begun in Italy about the eleventh or twelfth centuries, but greater progress has been made in it during the past twenty-five years than in all the time before that period. The first horse-shoe was a thin iron plate having a rim on the outside which covered the whole ground surface of the foot. The shoes were held on by leather thongs fastened to the hoof and pastern. These were fol-

lowed by a plate which had a rim held to the outside of the hoof by pointed hooks. The hooks were soon displaced by nails which had square heads. The Germans made the first horseshoes with a crease in them during the fifteenth century, and soon after shoes were made

with calks. From these clumsy shoes to the present machine-made shoes was a work of slow growth, but perfection has not yet been reached by any means and the man who adds to the general knowledge of horseshoeing is a public benefactor.

## PROTECTION OF FISH AND GAME

It has probably never occurred to the average hardware merchant that taking an interest in the better protection of fish and game, of Ontario especially, means more money in his pocket.

This question of the economic value of game and game fish has been given considerable prominence by the efforts of the newly formed Ontario Fish and Game Protection Association which has brought to the public attention the enormous sums of money gained by the State of Maine through providing adequate protection for good fishing and shooting to attract thousands of sportsmen and their families from all over the American republic. The Government records and Blue Books of that state teach a startling lesson of what can be done in a few years by wise game laws, and their proper and strict enforcement.

In the year 1869 a commission was appointed to examine into the condition of the fisheries in the inland waters, and the game in the forests, they reporting that the fisheries were absolutely valueless, and that they could find only one small herd of deer in the whole state, and no traces whatever of moose. This condition of things had been brought about not by visiting sportsmen or tourists, but by the settlers and residents killing game out of season and without any restrictions, and fishing the waters with nets, spears and dynamite at all seasons of the year.

After this report was received the authorities of the State of Maine had placed upon the statute books stringent laws and regulations, and carried out the same fearlessly, and now the condition of things is improved to such a wonderful extent that when a house to house and hotel to hotel canvas was made in 1903, it was found that no less than 133,885 people came into the state attracted by the good fishing and shooting provided, and it was estimated that these persons would leave an average of \$100 each. A sum of about \$14,000,000 was therefore brought into the state. Besides this some \$300,000 was paid in license fees by these people, which sum more than covered the expenses and salaries of game wardens, and the carrying on of several state fish hatcheries.

The Hon. L. T. Carlton stated that

last year about 20,000 deer were killed in Maine, where in 1867 there was only one small herd. These figures are very startling, first proving how the country can be depleted of its fish and game by thoughtless settlers and residents, and secondly how such depleted territory can gradually be re-stocked.

The Province of Ontario contains the same forests, the same class of water, the same fish and the same game as does the State of Maine, but while their shooting and fishing territory amounts to only 23,000 square miles, ours might fairly be placed at 150,000 square miles.

One of the large railway companies estimates the number of cottages occupied by Americans to be 5,000. If we divide this number by one half we have 2,500. The hardware merchant finds good customers in these cottages, and he should realize that the chief attraction to the persons who built these cottages was the game and fishing.

It is stated without fear of denial that the game fish of Muskoka Lakes have almost disappeared, and those of the Kawatha Lakes are rapidly disappearing by netting out of season. If the hardware merchants and other business men will take the live interest they should take in this question, not only will this illegal netting cease entirely, but the spearing done by residents out of season will also diminish, and very rapidly the fish will increase in numbers and size, and many districts in Ontario will become more attractive to the American sportsman.

This will mean more money spent in cottages, club houses, boat houses and boats, more spent in the employment of guides, more received by the farmers and hotelmen, and the circulation of the constantly increasing annual expenditure of money earned outside the Province of Ontario, and for which we do not give our minerals, our pulp or our timber.

Wherever branches of the Ontario Fish and Game Protective Association are formed merchants should join whether or not they are sportsmen, and they should take an active interest in the organization. Those who wish to form a branch association in any locality can secure information from the secretary, A. Kelly Evans, 25 Front street east, Toronto.



**OUR LETTER BOX**

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

**A Ten Cent Store.**

Editor Hardware and Metal,—How many hands would be required to handle the business of a five or ten cent store referred to in a recent article in Hardware and Metal, starting with a capital of \$2,000 and carrying about 20 or 25 lines of goods?

What would be the main expense after wages and rent, and would you consider the vicinity of College street and Spadina avenue, Toronto, a good stand for this class of business? Thanking you for anything you may be able to tell me on these points, I remain,

Yours truly,

GEORGE WAKEFIELD.

Toronto, March 16, 1906.

Note.—A stock of the size mentioned could be handled very well with a man to superintend and do the heavy work, such as unpacking, and three or four girls to act as clerks. The expenses over and above wages and rent would be much the same as in other business, with the exception, perhaps, that more wrapping paper would be required. Freight, also, would be a larger item than in an ordinary business, as most of the articles are bulky in size as compared with their cost, besides coming from many different places. Fuel and light expenses will, of course, depend upon the size of the store.

The location you suggest would be a very desirable one, but the field is already pretty well covered there by a store similar to the one you are interested in, as well as several hardware stores.—Editor.

**Poor Display of Brushes.**

Editor Hardware and Metal, — The writer in visiting several hardware stores during the past few weeks was very much surprised to see such a poor display of brushes of any kind. Invariably they are put in boxes or cupboards out of sight from the customers coming in.

Now the hardware trade make as much or more margin on brushes as on any other goods they sell. I know of some of the largest retailers who display their brushes in a show case and sell as much or more than all the rest of the stores in the same line in their town. In one place I saw a very good display stand made for this purpose to stand on floor, and a smaller one for showcase or counter which revolves from centre of rack.

If the hardware trade would try a

system of display for one month they will find such good results that they will continue the displays during the whole year.

TRAVELER.

Toronto, March 15, 1906.

**Hot Water Heating.**

Editor Hardware and Metal,—I notice in the New York Plumbers' Trade Journal they are having a series of articles on hot water heating. I also notice they recommend in place of the mains rising from the boiler they claim a fall in the mains will give a better circulation and a more even distribution of heat. I would like to hear from some of our Canadian heating experts on this matter. I believe it would be greatly appreciated by the many readers.

The recent trials in Toronto and Hamilton, I believe, will injure the trade for some considerable time. I do hope they will pull together and make amends. The association is one of the greatest blessings to the general public, when conducted right, for many reasons, if only from a sanitary point of view, which is sufficient in itself; then again it gives the plumber a better change to give better material and first-class labor.

Yours truly,

H. SHOTTON.

Kamloops, March 11, 1906.

Note.—The interesting question raised by Mr. Shotton is interestingly discussed in an article in our plumbing and steamfitting department this week. More Canadian plumbers and fitters should avail themselves of our offer to reply to any questions asked or criticize any work done by the trade in any part of Canada. If any of our readers disagree with our article on the above subject we will welcome a further discussion on the point.—Editor.

**Cash or Credit?**

Editor Hardware and Metal, — Some time ago you had some articles re cash system and cash business in general in Hardware and Metal, and as I have always been an advocate of cash retail stores, and never lose an opportunity of spreading the idea amongst my many customers, I should be very pleased to know if you have any publications in book form that would give me a better and clearer idea of same. I have several customers at present hanging in the balance; cannot make up their minds, or screw up the requisite courage to make the change from credit to cash, and it is these I want to reach with more convincing arguments than I have been able to give them with my limited knowledge. I am perfectly satisfied in

my own mind that it is the only way to do business, especially in these days of keen competition. What I want is a book giving the system in detail such as would apply to general stores. Perhaps with the assistance of your valuable columns in Hardware and Metal we could gather some good ideas from your many readers. Again thanking you, I remain your well wisher,

H. H. CLARK.

Lennoxville, Que., March 8, 1906.

Note.—There is no book published in Canada or the United States on the subject of transferring a business from a credit to a cash basis. The subject is an interesting one, however, and it is the intention of this paper to follow up the articles already published with others along the same line.

Boiled down to its essence, however, the matter is a simple one, and if the merchant makes up his mind to follow the cash system solely in future it all depends upon his own ability to adhere to his decision. If there is competition it is more difficult, of course. In one town in Ontario where two hardware merchants were doing business they got together and compared notes. One found he had about as much on his books as his stock was worth, and the other wasn't much better off. They agreed to cut credit out after a certain date and got two large cards "We Sell for Cash Only" printed, placing these in a prominent position in their stores. The plan worked to perfection, as while some were wilfully blind and had to be told, the majority dug up the cash, a brief explanation being given to those who had been in the habit of running small accounts. One farmer wanted to add more to an old account, saying he would be selling his hogs in March, and protested that he would be losing interest if he drew any money out of the bank. The merchant pointed out that while the farmer was getting 3 per cent. on the money he owed the hardware dealer the latter was paying 6 per cent. for the money he had to borrow, and was losing money by being unable to take his cash discounts from the jobber, the farmer having to pay more for his goods in consequence. A telephone message put the other dealer on, and when the farmer tried to get credit there the point was rubbed in again. The result was that rather than go twenty miles to the next town, where he wasn't known enough to get credit, the farmer was forced to go to the bank and get money to pay cash for his goods.

A few letters from hardwaremen who have established the cash system would be very interesting. Can any of them give a brief explanation of how they made the change?—Editor.



# BUILDING AND CONSTRUCTION

## CONCRETE CHEAPER THAN WOOD.

While speaking of the present building conditions and the marked advance in the price of construction materials during the last few years, a New York gentleman who called on Hardware and Metal spoke of the prices that prevailed in that city, and his own particular ex-

perience in contemplating building a frame house. When the bill of material was made out it was found that the lumber would cost \$2,700. This seemed to him a very large figure, and he determined to build a concrete house reinforced with steel, which he did at a saving of \$1,100. This statement was considered rather startling, and it led to some investigations being made by a representative of this paper.

In Montreal last year a cement firm built three houses of reinforced concrete, which were in every way satisfactory, and considerably cheaper than brick, but unfortunately the actual figures are not obtainable. These houses were built with double walls, four inches thick, with a four-inch air space between. The walls were reinforced with steel rods running horizontally, and were bonded together at intervals with reinforced concrete studs. The walls were poured into molds and given a smooth coat outside, while on the inside the furring strips and lath and plaster were put on as usual. In addition to a saving in cost of material, these houses are said to be much easier heated than houses built of solid brick or cement, on account of the dead air space between walls.

In regard to building a house cheaper of cement than of lumber, this might be possible in New York, where cement is cheaper and lumber dearer than in Can-

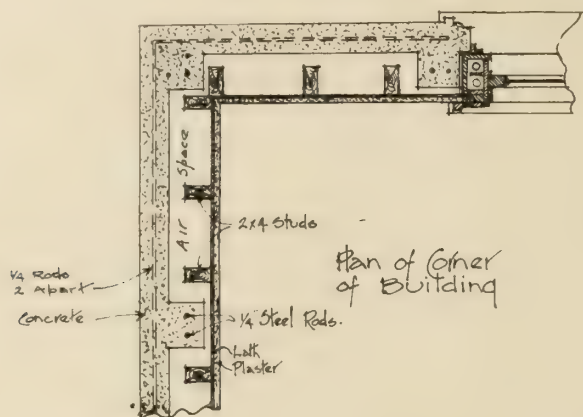
ada, but as yet it cannot be done in this country, where the conditions are reversed.

In comparing prices of cement and brick houses locality must be taken into consideration, and those who have made claims that concrete is cheaper than brick, or vice versa, often do not make sufficient allowance for their proximity to the mills or kilns, as the case

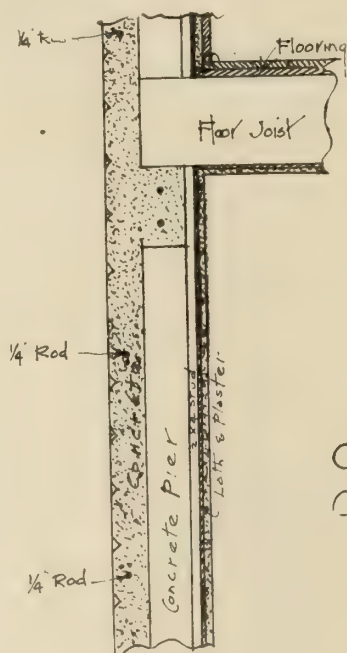
of bricks and mortar, he will be less timid in figuring on this class of structure.

The accompanying cut represents sections of the walls of a house built for Beaumont Jarvis, architect, Toronto, who has made a special study of concrete construction work. The footings of the foundation walls and piers were reinforced with three rows of  $\frac{3}{4}$ -inch steel rods running the full circumference of the building, lapping joints about 2 inches. After laying the foundation footing and drains, the cellar floor was concreted, which gave a level surface for the superstructure. The exterior walls were then cast, being 4 inches thick and reinforced every two feet in height with  $\frac{3}{4}$ -inch steel rods. When the walls for each storey were cast U-shaped molding forms 6 by 10 inches were set up against the walls to form concrete studs. On top of these studs similar forms were placed for the concrete beams which connected the studs, and which carried the weight of the floors and roof, no stress whatever being on the walls. The concrete studs were reinforced with two  $\frac{3}{4}$ -inch steel rods, and were spaced 5 feet on centres, but the foundation studs were spaced only 2 feet 6 inches on centres, this being done to take the thrust of the frost in the earth banks. The molded architrave shown around the window opening was cast after the walls were brought to a level with the window heads, and after the wall forms were taken down.

As shown, 2x4-inch wood studs are placed 1 inch inside face of concrete



may be, for in materials as heavy and bulky as these are, freight and teaming is no small item in the cost. There is, however, a growing feeling among those who have used both, that concrete will compare very favorably with brick con-



Section at Floor Level.

## CONCRETE WALL CONSTRUCTION

Beaumont Jarvis  
Architect  
508 McKinnon Bldg  
TORONTO, ONT.

struction in price, given the same conditions, and it is safe to assume that when the mechanic becomes as educated in the use of concrete as he is in the use

of studs, and used as furring, thereby giving a dead air space of over 10 inches, which makes an absolute insulation against heat or cold.



There is not a joint in the whole house, it being a monolith. It cost less than a brick house would have cost, and while built in a locality where wood structures are prohibited, it was not a great deal more expensive than a frame house would have been, being cheaper than brick and in appearance all that could be desired.

with a hammer. This is one of the most particular as well as the most interesting operations through which the blade passes, and it requires long practice to become proficient as a smith. A smithing machine is in use, somewhat resembling a trip hammer, but it does not do the work in as satisfactory a manner as it is done by hand, and is

bead on the back of the point of the saw are both done by hand, after which the teeth are set on an anvil with a hammer, by hand. The blade is now ready for the handle. The handles are bought in the white and varnished, French polished and engraved at the factory. With the highest priced goods the saw, after being handled, is subjected to the operation of being blocked, to take out any buckle caused by screwing on the handle. The saw is now ready for packing.

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*To Owner  
Cut Book 4 F  
page 40  
N.H.*



Concrete Bonding.

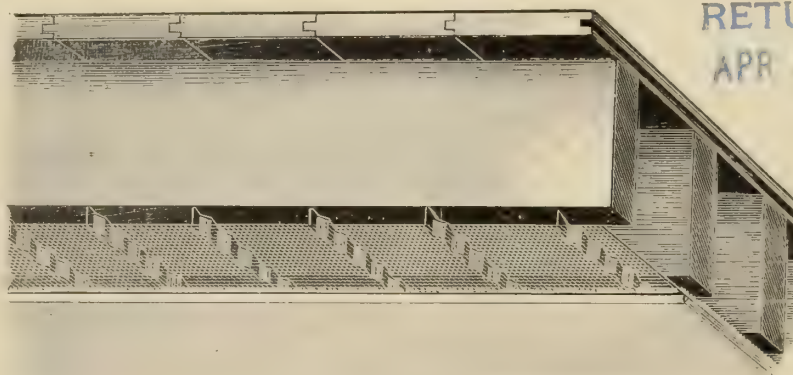
#### HOW SAWS ARE MADE.

A description of the methods of manufacturing saws will be of interest, the following being a brief outline of the course of the hand saw in the various stages of its manufacture in one of the largest saw factories in America. Other saws are made in a similar manner, with the exception of handling and packing in the case of circulars, cross-cuts, etc.

The sheet for a hand saw as received at the factory is large enough for two blades, and is cut diagonally through the centre with squaring shears. The blade is then toothed by a machine having a punch-like movement, which is set to punch the desired number of teeth to the inch. Their capacity for toothing hand saw blades is 100 dozen a day. The blade is then taken to a furnace, where it is heated and plunged into a fish-oil bath to harden it. The heat to which it is subjected depends upon the degree of hardness required. Upon being taken from the oil the blade is warped and as brittle as glass. It then goes into another furnace to be tempered, where at the same time it is submitted to a severe pressure to straighten the blade. The blade is then ground upon large broad stones. The blade is ground lengthwise, being held against the stone by a gauge so set as to grind it thinner on the back than at the teeth. It is then polished by being held against a rapidly revolving wheel covered with sea lion leather. The blade is next smithed, to make it level, or, as it is technically termed, to take out the buckle. In this operation the blade is laid on a large anvil and struck by hand

only used on the cheaper grade of goods.

The blade is then etched. This may be done in either of two ways. For the best goods the design to be etched is first printed on paper from a steel plate with specially prepared ink. The design is then transferred from the paper to the blade, leaving the design surrounded by a wide border of ink. Acid is then put upon the uncovered portion of the design and allowed to eat into the steel the required depth, but care is needed in this operation, as the acid would eat through the blade if allowed to remain on it long. The other plan is to print



Fire-Proof Lathing.

the design on the blade with a rubber stamp and subject it to acid. The former plan is pursued in etching the finest finished goods.

The teeth are now filed, or, in other words, the saw is sharpened, and the

#### CONCRETE BONDING.

The fire-resisting qualities and load-carrying capacity of concrete reinforced with steel bonding has made this combination one that is largely specified by leading architects and engineers. The use of concrete for foundations and abutments at first demonstrated its strength and lasting powers, and later, by its application to general construction work, many building difficulties were overcome as its adaptability became known. From the decorative point of view, there is nothing else that can be so readily fashioned in the formation of arches, stairways and wall curves as can the wire cement bonding, and be withal so durable. In the construction of sewers, drains and tunnels, it is rapidly supplanting both iron and wood, as it can be made of any desired size or shape, and its resistance to decaying influences make it a thing to endure throughout the ages.

The advantages of wire lathing over wooden lath are numerous, and it may be but a matter of time until wooden lathing becomes a thing of the past. The wire lathing gives a perfect key, and the absence of shrinking and warping entire-

ly prevents the cracking of plaster so common in the best of wood lathed buildings. In Paris, wire lathing that was put in buildings during the reign of the first Napoleon remains intact to this day. The high price of wood is another

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feature that contributes to the popularity of metallic lathing, and though while as yet the metallic is slightly higher in price, its many advantages amply compensate for its cost.

These lines are essentially the hard-woman's, and he would do well to

push this trade and establish for himself the sale of these goods. The B. Greening Wire Company, of Hamilton, have issued a pamphlet fully describing and illustrating wire bonding and lathing, which with its table of breaking strains is very instructive and complete.

## THE CEMENT INDUSTRY.

Perhaps no better illustration of history repeating itself can be found than the extensive use of concrete again, after its desuetude of centuries. The decline of the Roman Empire marked the lessening use of concrete in any large enterprises or structures. It was a material largely used by the Romans, and in strength and durability no mass, however hard or large the blocks, equalled the concrete which they built, and which even at this date can be removed only by quarrying, in the same way that rock is removed from its native bed. Of its endurance, the Pantheon at Rome has stood as a monument for over two thousand years, the dome of which is cast in one solid mass of concrete 142½ feet in diameter, covering the building like a nut-shell.

In England, Portland cement was first made in 1827, and was so named from its resemblance to stone that was brought from the island of Portland, but it was some years after this before it was used as a constituent of what is known as concrete. It seemed to take a long time for its worth to become known, and it was not until comparatively late in the nineteenth century that it had a recognized place in heavy construction work. The using of steel reinforcements greatly assisted its advent into the building world, and it is this combination that is bound to be the type of construction which will be more extensively used than all others.

Some five or six years ago building blocks made of Portland cement and sand were first introduced and the rapidity with which they were adopted bid fair to make them successfully compete with brick and stone. In this line there is yet greater advancement to be made, for while they make an excellent building material, something more than durability is required to make a dwelling of inviting appearance, and the chief fault of cement block houses has been their monotony. This, however, is being overcome by the introduction of variety and artistic design by architects in this class of houses, and there is no reason why it should not be, for no other building material lends itself to decorative design as does concrete. In the better class of work that has been done during the past year, such as banks and public buildings, this sameness of architecture has been

entirely eliminated, as no attempt at imitation of anything else was made, nor should there be. The future of concrete construction is now firmly established, and it cannot by any means be considered in the light of an imitation, but as a complete and independent material, which by its beauty, durability and resistance to fire will stand in a class by itself.

The development of the Portland cement industry in Canada has been very rapid. There are now some fifteen or twenty large mills operating with a present annual output of considerably over a million barrels of cement. The cement prospects for 1906 are brighter than ever, for with the building of the new railroads, and the general prosperity of the Dominion, there will be a market for all that will be produced. The large deposits of marl, shale and limestone used in the making of cement have caused the building of mills which now form a chain from Cape Breton to Vancouver Island. One of the latest plants to be established is at Fort Frances, Ont. This mill, which will employ 300 hands, is but an indication of the proportions the cement industry in Canada will reach in the time to come.

## STEEL FOR BUILDING.

The constantly increasing consumption of steel in the building industry marks a development which is likely to have important and lasting results. The use of steel shapes in the construction of office buildings, industrial plants, public edifices and dwellings was more extensive last year than ever before. Architects recommend this durable material more freely every year and the use of wood framing is rapidly diminishing. A recent order for several thousand tons of steel for the supporting skeleton of a saw mill calls attention to the complete surrender of wood to its rival.

The structural mills of the United States are at present unequal to the demand upon their productive capacity, and it is safe to predict that the new and improved plants planned during the past few months will not remain idle long. Hitherto New York has been the best customer of the shape makers, the lofty construction necessary there by reason of the pressure for ground space

making the use of slender, durable framing members more obviously desirable than elsewhere. The builders of skyscrapers are not, however, the only source of the demand at present. The advantages of steel are felt everywhere throughout the country, and if the movement from wood to steel continues to extend, there is no knowing where it will stop.

The use of rails is almost wholly confined to the transportation and mining companies, but the need of buildings is universal. Every industry contributes to the prosperity in the business of rolling beams, angles and channels. This is only one of the reasons why the steel output is increasing by leaps and bounds but it is not the least important one. The leaders in the industry who are now planning immense new steel plants are not unmindful of these facts and have good reason for their confidence in the future. The present prosperity in the steel trade is not a bubble likely to burst in the course of a few weeks or months.—The Iron Trade Review.

## LAYING CONCRETE IN WINTER.

By G. E. Silvester, Chief Engineer Canadian Copper Co.

In the Winter of 1904-5 a great deal of concrete was put in at the High Falls power development near Nairn. Much of this was in structures of heavy cross section such as dams, retaining walls, and wall footings. The work was carried on during intensely cold weather, the thermometer being many degrees below zero. None of this work has as yet shown any signs of weakness or imperfect setting.

During the present Winter, 1905-6, the electric power house at Copper Cliff was built. This building has foundations and walls entirely of concrete. The walls are only nine inches thick above the water table, and this portion has all been erected since Winter began, much of it in zero weather. These walls are well dried out inside now, the building having been heated for some weeks, and show no indication of weakness. A surface of 9-inch wall carried up about 3 feet at a lift could not be called a heavy mass of concrete. The methods adopted to insure sound concrete under the above conditions were as follows:

The forms were made of two-inch lumber, dressed, tongued and grooved for exposed surfaces. The sand, when much frozen, and unless loose and free from lumps, was run through a sand heater made as follows:

A horizontal cylindrical sheet-iron box stove was fitted with an outer casing of sheet-iron leaving a space of four or five inches between. This outer casing had a hopper top the full length of the stove to feed the sand into, and was open at the bottom on each side to rake the sand out.



Steam or water was piped to the barrel or tank at the mixer and the water kept hot by steam. A steam nozzle was shoved into the mixer after charging, and the mixing kept up till the whole mass was steaming hot.

After a section of wall was laid it was covered tightly with cement bags or tarpaulins in moderate weather, and in severe weather the covering was left a few inches above the surface of the concrete and a live steam pipe or hose carried along in the space then left.

The initial heat in the mixture with the non-conducting properties of the 2-inch lumber in the forms seemed to take care perfectly of that portion of the wall below the effect of the steam heated cover.

All that seems to be necessary to insure concrete against damage by frost is that it shall be kept from freezing till after the initial set, after that period it seems to be quite unaffected even by severe frost.

### BUILDINGS UNDER CONSTRUCTION.

Do you know to whom building permits have recently been issued in your town? Are you in touch with the work upon the architects' draughting boards? Do you know how nearly finished the various buildings are which are being erected, and how soon the hardware will be needed? Have you a list of the architects and building contractors in your city with records showing how many are called upon and when last visited — in short, are you occupying your field thoroughly after the most modern methods?

In the present stage of business affairs the man who wants business must go after it. There is continually less bought at the seller's desk and more at the buyer's, and the dealer who fully covers his territory must inaugurate a drag-net system that keeps him in touch with all the business done, and gives him a chance to try for it. Such a system is not hard to devise and is not difficult to carry out in a well regulated establishment.

Like all salesmen, the builders' hardwareman must guard against confining his efforts to an established clientele, and neglecting opportunities to widen his influence. One hears occasionally of "unfair" people who are wedded to one line of goods and will not consider another. Oftener than not, the fact is that the line favored has given satisfaction, and the only reason for ignoring other goods is that their good qualities are not known. It does not pay to neglect such an opportunity to give information and make a business connection which will be of value.

Owners should not be passed over. If the dealer will look through the printed

circulars furnished for distribution by the manufacturers of the goods he handles, he can easily lay out a series of from a dozen to twenty circulars which will cover his line of building materials from foundation grates to skylight lifters. If he has not what he wants, the makers of the goods he sells will cheerfully furnish it. He can have his office boy or telephone clerk mail to the owner of the new building one circular each week until the series is completed, and the chances are more than even that he will hit the spot with at least one of his specialties.

### THE BUILDING OUTLOOK.

The building situation is of vital interest to the hardware trade, and it is gratifying to know that since the first of the year it continues to show the same substantial increase over that of the corresponding period of last year as was in evidence throughout the entire year of 1905 over similar periods of 1904, so that hardware merchants feel that they can safely depend upon as good a market as prevailed last year, if not a better one.

From all parts of the country come reports of building activity, the mild Winter having enabled builders to commence much earlier than in former years. The demand for builders' hardware and tools indicates that the volume of trade during the year will be exceptionally large.

The evolution from wood and brick to steel and concrete would indicate that the trade will suffer a loss through the sale of nails and other lines, but where one branch of trade is affected adversely by the introduction of new lines there usually follows some compensating advantage. In this case the advantage appears to be in the increased sale of cement and cement block machines, both lines which hardwaremen can handle to advantage. The large orders for structural steel will, of course, go direct to the steel mills, but it is the lumberman, more than the hardware dealer, who is hurt by the introduction of steel into construction work.

Many progressive hardware merchants are taking up contracting on a commission basis and consider the commissions they pick up as "found money," as they do not have to carry a stock of goods. For instance, a man comes into a store and asks if the merchant knows who can put down some hardwood flooring for him, put on a metal ceiling, install a hot water heating system or light an office or store by acetylene or by some special glass. Instead of referring the inquirer to some one else it is better to offer to supply an estimate and having secured the customer pass the job on to someone who makes a specialty of that particular line, and earning a commis-

sion for the trouble taken. It will also pay to get out amongst your townspeople and make a specialty of taking on this contracting work. Know the people around town as well as those who come into the store. It is worth while, as these side lines pay well.

### MODERN TENDENCIES IN BUILDING.

The flat has come to stay. Forced into existence by the high values of ground space, which made the building of small self-contained houses a more than doubtful investment, it is now forging ahead solely on its merits.

Many domestic causes have contributed to this result, and the self-contained houses in large Canadian cities, notably in Montreal, are less and less in demand as time goes by. The scarcity of domestic help is one good reason which is advanced for this condition. But perhaps the most potent factor in the situation is the freedom from worries about heating and lighting, which are assumed by the owner. The janitor service in all modern apartment houses, too, is of a high order, and attracts a good class of tenants.

At any rate, as we have already said, the flat has come to stay, and if any proof is needed for this statement it will be found in the press of Montreal, where announcements are made almost daily of new apartment houses to be built. Montreal, too, has given this system a more thorough trial than any other Canadian city, and its approval may be taken as a prediction of future conditions elsewhere.

Builders! You will do well to study the problem of apartment house construction.

### SKYLIGHT LIFT AND LOCK.

A new article of this class has recently been introduced. It is constructed of steel and malleable iron. A movable slide holder adjusts itself, raises and lowers the skylight quite easily and is locked automatically. The inconvenience of tying a rope is avoidable, and the lift can be applied to either hip or flat skylights easily. A special corner hinge is manufactured to be used in connection with the lift. This hinge secures the corners of the skylights from breaking and assures easy movement.

### METAL SHINGLING THE BOY.

"Pop!"

"Yes, my son."

"Is it a fact that metal shingles are coming into general use?"

"Yes, my boy."

"Well, I suppose you're glad you went to school before they came into general use?"



# PLUMBING AND STEAMFITTING

## PLAIN TALKS ON PLUMBING, HEATING AND VENTILATION

*A Series of Practical Articles Written in Plain Terms, Devoid of Technical Phrases, Algebraical Signs, etc., so as to be Easily Understood by all Interested in these Subjects.*

By M. J. QUINN, Mechanical Superintendent for the Ontario Government.  
[Registered in accordance with the Copyright Act]

### ARTICLE XXVIII.

#### HINTS ON HOUSE HEATING.

A correspondent in this issue asks for an opinion upon the relative merits of the system of hot water heating which has been in general use in Canada for many years—where indeed the science of heating buildings through the medium of hot water has been studied and developed to a greater extent than, perhaps, in any other place in the world—and the system which is said to be finding favor in some places in the United States, and which is being dealt with from time to time in American trade publications, notably the Plumbers' Trade Journal.

For the purpose of discussing the ques-

Referring to the illustrations, which for obvious reasons are made as much alike in detail as possible, it will be noted that each has the same number of risers to the ground and first floors, that the outlets in each case are the same size, and that each outlet supplies the same amount of radiation, the difference between the two systems being that in one case (upper drawing) the mains rise continuously from the boiler and are reduced in size as they have less work to do, and the returns fall back to the boiler and are increased in size as they have more work to do, and the other system where the main falls away

Dealing with the last argument first, we must take issue at once, because we believe that extremely rapid circulation is impossible without a consequent loss in fuel consumed, the reason being that circulation is established only by the difference in temperature between the water leaving the boiler and that returning to it, and it is an undisputed fact that the hotter the fire, the greater is the proportion of the products of combustion that escape up the flue, and the cooler the fire, the greater is the proportion of these same products that are absorbed by the iron and transmitted to the water, so that the ideal in hot water heating plants is the one which has generous boiler surface for absorbing the greatest amount of heat from the fuel consumed, and a generous amount of radiating surface for distributing that heat, at a moderate temperature, in the apartments to be heated, and with such a system we cannot have other than a

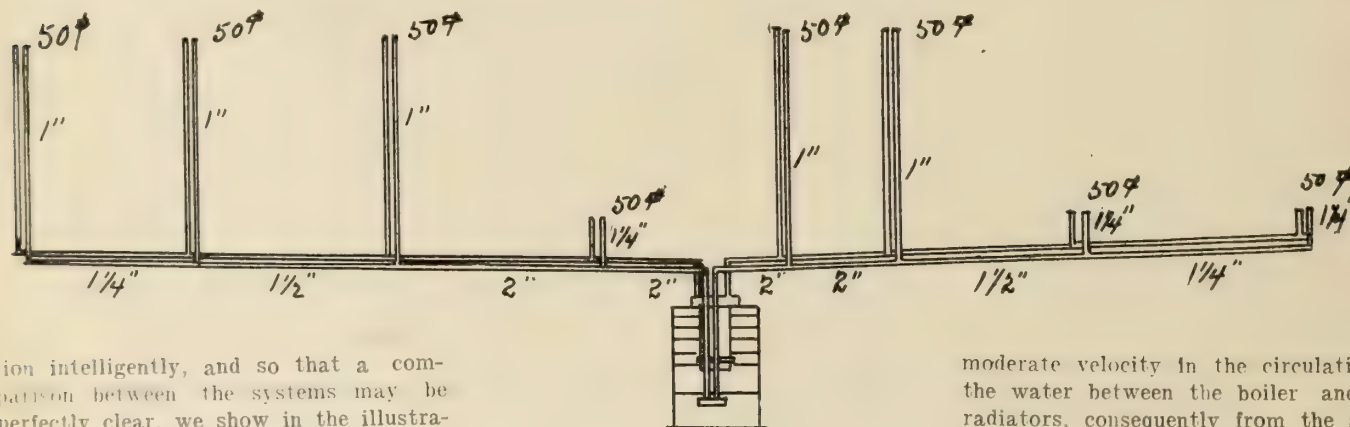


Figure 1

tion intelligently, and so that a comparison between the systems may be perfectly clear, we show in the illustrations a sketch of each system, the upper one being that which has already been very fully described in these articles, and which is the only system generally used in Canada, and the lower one being that which is said to be an improvement on the former; the chief advantage claimed for it is that it ensures a more even distribution of the water than is possible in the older system.

Before going further we must admit that we have never seen a plant installed on the lines indicated in the lower drawing, and do not know of a single one in Canada, and in consequence any argument is based on theory only, but we are of opinion that there is not only not any advantage in such a system, but that it is not as good as the older system, when the latter is properly piped

from the boiler, and it and the return pipe are the same size throughout, and provision is made for the escape of the air in the basement piping through pipes marked "air," which are connected to the nearest riser, or run direct to the expansion tank, which, however, is not shown.

Now let us deal with the claims set up by the friends of this latter system, which are apparently three in number, and are, first, that it is capable of producing a more equal distribution of the water, and second, that the circulation will be much more rapid than is possible in the older system, and third, the latter condition is of great advantage.

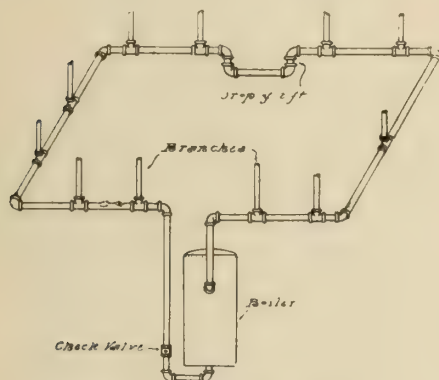
moderate velocity in the circulation of the water between the boiler and the radiators, consequently from the standpoint of economy combined with good service the last argument must fail.

The second argument, viz., an improved distribution of the water, seems to us to also be unsound for the following reasons: In the first place an equal distribution means that the radiator furthest away from the boiler will receive as much hot water as that nearest it, and that in the same way, the difference in altitude will make no difference in the amount of water supplied to each radiator, and the question at once arises, what obstacle prevents an equal distribution? The answer, and only answer, is "friction," so that if we reduce the friction between the water and the pipes which convey it to any radiator, we will get more hot water in that radiator and if we increase the frictional resistance



we will get less, and this as has been said more than once in preceding articles is the chief point to keep in mind in designing a system.

In this respect let us make a comparison. In the upper sketch the hot water main starts away from the boiler 2 inches in diameter, and as has been said is gradually reduced as the work grows less, a 1-inch connection being taken off for the radiators on the highest floor, while for radiators of a like size on the lower floor a connection of  $1\frac{1}{4}$  inches is used; the greater size in the latter connection will counterbalance the tendency to greater velocity in the former, because of the greater difference in the weight of the water in the flow and re-



Defective Hot Water Heating.

turn pipes, due to greater height (this phase of heating has been fully covered before). The mains are ample in size, and in order to conform to the natural tendency of the water to rise, they maintain a steady upward grade until the last radiator is reached, and, as will be freely admitted, the more rapid the rise of the main, the better is the chance of the more distant radiators to obtain their fair share of hot water; however, a rise of one inch in ten feet is ample in any well proportioned plant.

Now, if it is admitted that the more rapid is the rise of the main from the

tained water move, and to follow the point to a conclusion, if the main falls away from the boiler the circulation must be slower still, and the crux of the whole matter seems to us to be that in addition to the natural tendency of the highest and nearest radiator to the boiler to take more than their share of the water because of the resistance due to friction in the pipes supplying the more distant radiators, is added in the system shown in the lower sketch the resistance, which is also natural, of the hottest water in the system to dropping to a lower point.

In conclusion we would say that while we have no doubt that the new system, as it may be called, would work reasonably well, we are unable to see any single feature to commend it, and in addition to the objections already noted, it requires a larger amount of large pipe and fittings, and takes up a great deal more cellar room, than the other, and in our opinion, better, system.

### DEFECTIVE STEAMFITTING.

A Montreal plumber draws attention to a job of hot water piping done in a large apartment house in that city, as shown in the accompanying sketch. The drop in the line of the hot water pipe is undoubtedly a bad feature, as a trap is formed by the drop and the water cannot pass freely through this as it must be forced and this requires pressure from behind. To remedy the error the pipe should be straightened and the flow pipe taken from the top of the boiler instead of the side. It is also pointed out that the check valve is unnecessary.

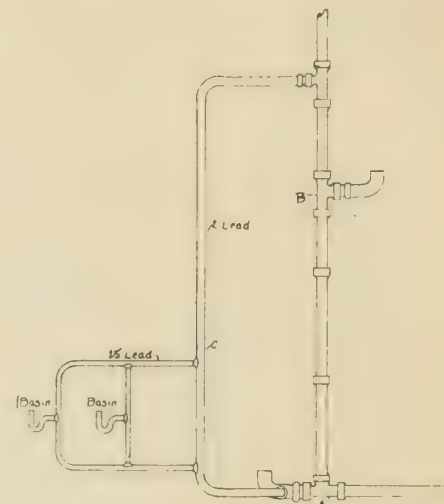
### SAMPLE OF VANCOUVER PLUMBING.

A correspondent in Vancouver sends us the accompanying sketch of some plumbing work done in that city, and requests an opinion regarding it.

upper fixtures would be diverted in the proper direction before entering the drain, instead of striking square on the bottom and perhaps going both ways; in addition, should any foreign substance such as for instance a lead pencil, get through the closet, there would be much less liability of chokage.

In the case of a single closet, set just above the drain, we have no objection to the use of a T Y, but in the case of a stack, as shown, nothing but a Y and  $\frac{1}{8}$  bend should be used.

The fitting shown at (B) should be a T Y instead of a T.



A Job done in Vancouver.

It is not the best practice to connect waste pipes with the lead bend under a closet, though when it is done the waste pipe should enter the bend as near the top as possible. The proper connection would be to place a 4x2-inch Y on the drain, just beyond (A) for the connection from wash basins. Provision should also be made for a proper clean out fitting at the foot of the stack.

The wastes and vents for basins are properly connected and make a good job.

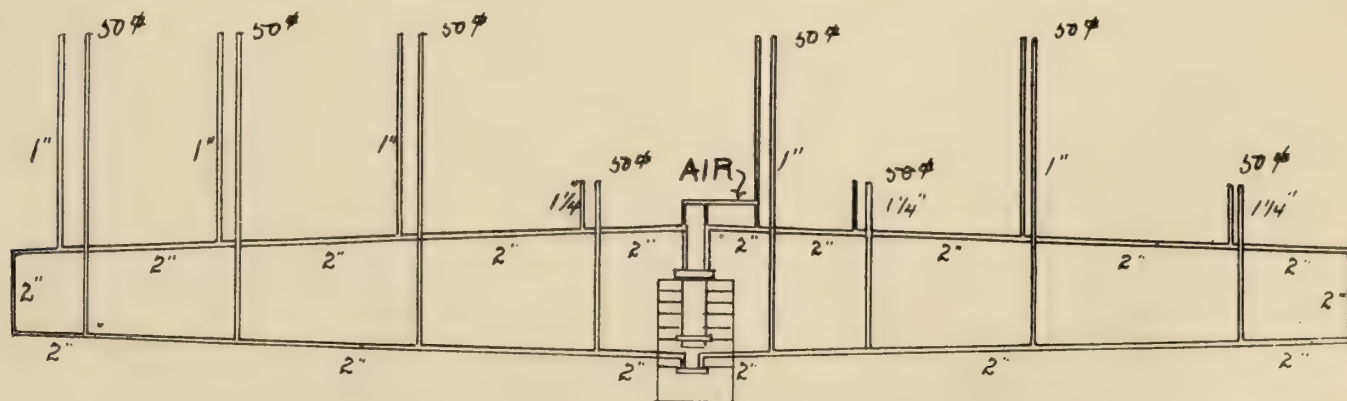


Figure 2.

boiler, the greater will be the velocity of the water through it, it follows as a matter of course that the less is the upward grade, the slower will the con-

The objections seem to be, first and most important, that the T shown at (A) should be a Y with a  $\frac{1}{8}$  bend set in the top, so that the discharge from

It is often desirable, and is quite permissible, to use galvanized wrought iron pipe for the vent from the point marked (C) to where it joins the stack.



## EVOLUTION OF SANITARY APPLIANCES AND PRACTICE.

An Address Delivered by M Ingram, Manchester, England

To appreciate to some extent the advance in sanitary appliances and practices we enjoy, beyond that ever dreamed of by our ancestors, it is desirable to compare the past with the present and to deduce therefrom in what direction we may hope and expect improvements and reform in sanitary appliances and practice in the near future. The Plumbers' Guild was established about the thirteenth or fourteenth century. At that time it is reasonable to suppose the craft had become a body of importance and influence in the country. Its influence, however, had not then been exercised in the interest of sanitation,

The process of evolution, from this open drain within the palace, to the socketed, highly glazed, non-porous, water tested, disconnected and ventilated drain of the cottage of to-day, is little short of a revolution. Vast as the improvements have been, we are still far from perfection.

It is 600 years since our ancestors began to turn their domestic refuse into the flowing river. That the baneful practice is still in operation we have ample evidence in the present filthy condition of the rivers. A generation has gone by since the force of public opinion was directed to the danger to public health

The practice of construction and the arrangements of domestic drainage of later years have been aiming at a quick exit of sewage into the public sewer, and by reducing their sectional area, the passage of sewage has a scouring effect on the interior of the drain, and at the same time avoiding any impediment which would permit any considerable volume of stagnant matter remaining therein. The beneficial value of this improvement in the arrangement and disposition of domestic drains may be appreciated by reciting one of many incidents in my own experience in London—the richest city in the world—and at a mansion in the aristocratic quarters of that city.

### Appalling Conditions in London Mansion.

I found in a cellar under the public footpath a cesspool about 5 feet in diameter and from 9 to 10 feet deep, the overflow of which was connected to the public sewers in the street. This may be termed the major cesspool, for there were several minor ones at important junctions of drains from the stable buildings in the rear of this mansion, and the kitchens and other offices, all of which passed through the basement portion of the house and conducted the sewage into the major cesspool referred to. Think of it! What state do you suppose the whole surrounding soil would be in after decades of festering putrefaction of this mass of filth? It must also be borne in mind that butt jointed pipes were everywhere in evidence at that period, and the sewage, escaping therefrom, percolated through the soil, practically contaminating the whole basement of the building. A blockage at the major cesspool caused the sewage to back up in the minor cesspool and branch drains, and under the wooden floors of the basement rooms a lake of sewage several inches deep covered the space occupied by the supporting joists. The illustrious occupant (Hon. W. E. Gladstone) of this undesirable residence was induced to vacate it for a while for a more congenial quarter, and thus for more than 30 years after that event was preserved the life of one of the greatest and most trusted statesmen of modern times.

### Progress in Personal Cleanliness.

Many of our forefathers had but two good washes on earth—one at birth and another at death. Now, however, the public properly demands a bath just whenever desired. Changes in the social habits and conditions of a community have brought about a general desire to practice the healthy habit of cleanliness. The Victorian reign may be considered the Alpha of modern sanitary evolution, but in its early years a sentence of a



An English Plumbing Shop.

for at that period an open drain or sewer ran through the Great Hall at Westminster, an old historical record informing us that: "The refuse from the king's kitchen had long ran through the Great Hall in an open channel, to the serious injury to health and danger to life of those congregated at court. It was, therefore, ordered that a subterraneous conduit should be made to carry away the filth into the Thames."

At that period this Great Hall at Westminster was not merely the banqueting room of the king, but was also the sleeping room of his numerous followers and retainers. With this evidence of the unsanitary state of the dwellings of the king and his peers before us, what must have been the state of the dwellings of the peasants, the yeomanry and the industrial classes at that period?

by the wilful pollution of rivers and water courses, and Parliament made it unlawful to so dispose of either animal or vegetable refuse. This law is most flagrantly evaded.

### Dumping Sewage into River.

The researches of science demonstrate that sewage can be made practically innocuous, and until it fulfils this condition it should be prohibited from being put into any river or public water course and any infringement of the law in this respect should be deemed a criminal offense and punished accordingly. The biological treatment of sewage, in properly constructed bacteria beds, has been a triumph of latter day science, but he would be a bold man who declared we had reached in this respect the pinnacle of perfection.



month's imprisonment in an English jail was synonymous to a sentence of death. Such was the unsanitary condition of prisons at that period that judges, officials and juries attending the courts did so carrying their lives in their hands. But to-day prisons are the most healthy institutions in the kingdom, and the prison death rate is but about 9 per 1,000, while the more moral and industrious population of Manchester is penalized with a death rate more than double that number. We who are actively engaged in the practice of sanitation should not be content until we secure to the poorest of our honest industrial classes conditions of health and chances of life equal at least to confirmed criminals in our jails.

#### Not God's Will but Man's Ignorance.

Less than 50 years ago the parson exhorted us to submit to the will of God, who sent disease as a punishment for the sins of our disobedience to His divine will. Now, however, it is recognized that disease is the consequence of the non-observance of sanitary laws.

#### Simplicity in Sanitary Appliances.

In sanitary appliances the later tendency has been in the direction of simplicity and cleanliness, the florid designs and decorations having given place to the severely plain and simple, they being more easily kept clean and therefore free from the baneful attacks of malevolent microbes, which, according to our scientific teachers, exist in millions in the very dust. The domestic bath is now considered essential to all self-respecting citizens. In this respect we have in some degree reverted back to the customs of our Roman forefathers, who considered that cleanliness was godliness.

In respect to cleanliness, and safety from possible infection, the cheap, independent bath of the cottage of to-day is far more efficient than the bath in the mansion of less than 40 years ago, enclosed as it was within wooden framework, often with a movable panel, through which were placed within the enclosure vessels and other utensils of a domestic nature, which, for reasons of health, would be far better exposed to view. Moreover, the bath was fixed upon a lead bed with all its outer edges turned up about two or three inches; in short, it became a lead flat, its purpose being to retain any water splashed over the bath during the process of bathing, and so prevent damage to room or ceiling thereunder, as also any leakage which might occur from the waste fittings. The practice was to carry away the water therefrom in a small lead pipe with a trap inserted therein and connected to the bath waste, which at this period was invariably connected direct to the untrapped drain. But in

practice this bed seldom had sufficient water splashed upon it even to charge the trap before mentioned, so it followed that the trap was invariably empty and in direct communication with both drain and sewer, an admirable contrivance by which infectious diseases could be, and in fact were, contracted.

Present day practice of thoughtful sanitary experts is to aim at obtaining a non-absorbent material with which all vessels and their appurtenances should be made, and in respect to baths, lavatories and urinals, it is desirable that simplicity in form and design should be the means by which cleanliness can be reached. Moldings with sharp internal or external angles or ornamentation on which dust can rest and accumulate should be avoided as a danger to health, these being congenial places for promot-

tle studied by the plumbing fraternity." The shop shown belongs to A. E. Green, of Amble, England, and for the small space available he has certainly made a good display.

#### PLUMBING SHOWROOM DISPLAY.

The two illustrations on this page of plumbing showrooms are excellent examples of two distinct methods of treatment, and interestingly enough both are found in the same establishment, that of J. A. Ahler Plumbing Co., Knoxville, Tenn., says the Valve World.

In a small establishment, where only a single showroom is possible, probably the time-honored method of placing lavatories and closets along the side walls, and tubs in a row down the middle of the room, is as satisfactory as any, be-



Compartment Method of Plumbing Display.

ing the growth of microbes and a breeding ground for disease.

In the matter of arrangement and disposition of internal pipes, both water, gas, soil and wastes, during the last 20 or 30 years, is in itself little short of a revolution, for in the past those responsible for the design and construction of our domestic dwellings were so ashamed of their arrangement of pipes that they hid them by casings, plaster or other equally efficient covering.

#### AN ENGLISH PLUMBING SHOP.

A good specimen of effective display of plumbing and lighting fixtures comes from England as shown in the accompanying illustration from the English Plumbers' Review, which paper in commending this display for its neatness, says: "The pity is that the art of arranging a show window should be so lit-

ing arranged at but little expense and yet making an attractive display.

Where the space is available, the method of dividing a room into booths or compartments makes a pleasing contrast to rooms arranged in the more usual manner. The compartment method permits, as is done in this case, an advantageous display of the various designs and shades of tile, and affords an opportunity for grouping goods as they will appear when installed, which adds immensely to the effectiveness of the display. There is something cozy and homelike in this arrangement.

While it is largely a matter of taste as to which of the two methods is preferred, the location, shape, and natural light of the room must be taken into account before a choice of methods is made, or disastrous results may ensue.

The Ahler Plumbing Company not only appreciate the value, from a business-

RETURNED

APR 8 - 1906

To J. A. Ahler  
Chestnut St. & 4th  
Knoxville, Tenn.  
Page 4  
W. H.



getting, standpoint, of an attractive display of their wares, but also understand that many of the articles they handle make very suitable and acceptable holiday presents, as they are both useful and ornamental. The great department stores in the large cities have widely advertised some of these articles, especially lighting fixtures, as making very satisfactory gifts. If the department stores find it profitable to push these goods during the holiday rush, there is no reason why the plumber and steamfitter should not take advantage of the same opportunity.

### PERMANENT SANITARY EXHIBITION.

A movement is on foot in Montreal to establish, in connection with the civic department, a permanent exhibition of sanitary appliances, fittings, and other articles.

of Syrian and other immigrants living in the poor quarters of the city. It has been greatly commended and will probably be adopted, as the expense will be light. Rent and caretaker's wages would probably be the only items to be met, as it is thought that manufacturers of sanitary goods would be glad to supply samples on account of the advertisement they would thus obtain.

### ADVERTISING THE PLUMBING BUSINESS.

The number of plumbers who have taken steps to improve their business by advertising is steadily increasing, and it is only surprising that opportunities developed by advertising were not taken advantage of more generally long ago.

While the experimental stage in plumbing is a matter of the past, and the basis and principles on which plumbing and sanitation are now conducted are

entrust his work to a competent and reliable plumber or firm of plumbers.

Now arises the question, how to advertise to obtain the best results. Experience, gathered from intimate and broad acquaintance with the trade, con-builder, mindful of the effects of bad advertising, supplemented with a neatly arranged showroom, is the most profitable system which can be adopted by the plumber.

The proper use of newspaper space can be made a very powerful factor in the plumber's business. The day is no more when a plumber can insert his business card in the paper and allow it to run without change for a long time. The space, to be profitable, should be occupied with a well written argument conducted on conservative, educational lines and the advertisement will be doubly attractive if a good illustration relating directly to the business be used. If the advertisement be worded in the same language which would be used in an actual conversation with the prospective customer, and the illustration used apply directly to the article advertised, there is a very good chance that any interested reader of the advertisement will call on the advertiser to see the advertised article, and, as it were, finish the conversation started in the newspaper space well occupied.

Mere publicity for such a craft as plumbing will not result in profit. The successful advertisement must embody a tone and argument which will entertain, enlighten and convince the reader. — Modern Sanitation.

### PLUMBING TRADE IN NOVA SCOTIA.

The plumbing trade at Halifax is dull, there being very little building operations going on, and the mild weather also has a bad effect on the business. The outlook, however, is very promising. There are only two large contracts on hand now, the heating of the new Customs building, which contract amounts to about \$9,000, and the metal work and plumbing on the same building will cost about \$9,500. The Halifax plumbing rules are very stringent, and the city plumbing inspector is a practical man who sees that the law is carried out.

Electricity is fast replacing gas in this city. The cost is cheaper, and it is found to be more convenient and healthier. The electrical workers are kept quite busy and with the many new buildings in sight, the business promises to be brisk this year. The City Council has just passed an ordinance that all electrical work must be inspected, and the trade is perfectly satisfied with this new order of things. In future the city electrician will be required to inspect all work.



General Show Room Display.

The utility of such a department would be great, and it is to be hoped, in the interests of the public and of the plumbing trade, that it will be carried out. By this means the general public who have only a limited knowledge of the advantages to be derived from modern sanitation can be given a useful object lesson, which will teach them what to demand from their landlords, and also enable them to get what they want when obtaining plumbing supplies of any kind for domestic purposes.

Another use to which the exhibition could be put would be the examination of sanitary engineers to be employed in the city, which, at present, has to be conducted in the basement of the City Hall.

The idea was formulated as a result of reports made by the city sanitary inspector of incredible ignorance on the part

conceded by expert sanitary engineers to be as correct as the skill and genius of the twentieth century can devise, there still lingers with the public an undercurrent of doubt, due principally to its lack of education on the subject. This is a matter which both the plumber and manufacturer must work together to overcome.

Many persons who have but vague ideas on sanitation realize at least that inestimable harm can be done through carelessness or incompetency. They need not study the subject to learn this, for the very fact that in nearly every city throughout the country stringent plumbing regulations have been adopted is sufficient to impress them.

Herein lies the opportunity for the progressive plumber. The prospective builder, mindful of the effects of bad plumbing, starts at the very outset to



# ELECTRIC NOVELTIES

## MAKING INCANDESCENT LAMPS.

Unscrew an incandescent lamp from its socket and glance over it. It appears to be of the simplest construction—an ordinary glass bulb with a fine wire inside—and it seems incredible that such a trifling little article should have passed through eighty different operations before it reaches your hands. No less than forty tests and examinations are made during the process of manufacture, and a list is shown of 117 possible faults to be found in a lamp, which is a vivid indication of the care and attention required to produce a good one.

Almost all of the bulbs used by the different lamp manufacturers are supplied by one of the best-known makers of cut glass, the difficulties attending their manufacture having proved an effectual barrier to other makers. Although there are lamp factories which produce from 50,000 to 100,000 complete lamps a day, there is not now in the United States one factory which makes its own glass. One firm tried to experiment several years ago, but gave it up after sinking \$50,000.

These bulbs come to the lampmaker in shape quite different from that of the finished article, a long piece of tube being left on where the lamp enters the brass socket; and the first operation they undergo is the attachment of still another short piece of very fine glass tube to the bottom of the bulb, this being for the purpose of exhausting the air when all the other operations are completed.

The little curled wire inside, the heating of which by the electric current causes the incandescence and light is called the filament, and it was this tiny thread that gave a most striking illustration of the splendid determination and perseverance of Thomas Edison in his experimental investigations. After trying several hundreds of different materials without satisfactory results, he sent letters to the United States consuls in all parts of the world, requesting samples of bamboos, reeds and other vegetable fibres; and he followed this up by despatching special explorers to search wild and uncivilized countries, where, as Frank McGowan (one of the explorers) said, "A United States consul was usually eaten before he had time to open much mail." Between 3,000 and 4,000 samples were the result of

this systematic search, and of all these only two or three were found to be of any use.

At the present time most of the filament used is clean, raw cotton, dissolved in hot concentrated zinc chloride. At the consistency of molasses this is run through glass dies of the shape and size of the required filament, dried in plush covered rollers and then wound on a form of graphite, to give the desired curve and twist. A tiny platinum clip is fastened on each end of the filament.



A Handsome Fixture made by the James Morrison Brass Mfg. Co.

which then goes through the process of carbonizing.

Copper wires are next soldered to the platinum clips, and the film is inserted in the bulb, the end of which is then melted by a blow pipe and closed up securely around the wires. The air is then exhausted through the short tube on the lower part of the bulb, which in its turn is melted together and the bulb thus hermetically sealed. Next comes the mounting in the brass cap, the attaching of two little brass contacts and the plaster of paris filling.

Incandescent lamps are made in great variety of shapes and strength. There is the tiny bulb used by jewelers for personal decorations—scarfpins and hairpins, emitting a light no stronger than a vigorous firefly. Lamps of from one-half candle power up to 150 candle power are made, and one ingenious form contains two filaments, one of normal size, the other very small, so that by turning a switch either sixteen candle power or two candle power are made in the same lamp.

There has been strong competition among lamp manufacturers, which has resulted in the invention of most remarkable machines and appliances for doing the work. On an article requiring eighty different operations, and which sells at eleven to fourteen cents, finished, the slightest saving in cost at any point means much to the manufacturer.

In the early days of lamp making the amount of platinum wire used cost more than a finished lamp now sells for, and although the demand for platinum has increased so enormously as to place its value above that of gold, the changes in the designs of the lamps and methods of making them have been so great as to reduce the quantity of platinum required to a value of about one cent.

Nine-tenths of the work is performed by girls, and is almost entirely of a clean, light and interesting nature. The factories are necessarily well arranged, well lighted and well ordered, and all this is reflected in the bright, hearty appearance of these well-dressed and mostly good-looking little women, whose handiwork is contributing perhaps more than any other line of manufacture to the luxury, pleasure and comfort of up-to-date living.

## A HANDSOME FIXTURE.

The beautiful flower girl lighting fixture shown in the accompanying engraving is of a type suitable for hallways or drawing rooms, and hardware dealers in towns and cities where electric lighting plants are established should find a ready sale for these goods amongst the better class of their customers if they go after the trade by circular letter or newspaper advertising, backing this up by carrying a few fixtures and a catalogue showing a more elaborate display than the merchant can be expected to keep in stock.



**ELECTRIC REFRIGERATION.**

The application of electricity in the manufacture of ice and in producing refrigeration is now accomplished by mechanical apparatus, one machine made by the Brunswick Refrigerating Company being shown in the accompanying illustration. The machine is practically automatic throughout and almost entirely free from complicated mechanism. It was designed to operate by one-half horse-power electric motor, although it was adapted to the use of any other form of power if desired. A plant of the character shown, by being operated from ten to twelve hours a day could manufacture ten pounds of ice in addition to refrigerating the storage compartments to a temperature of from 35 to 38 degrees

ed by a Chicago firm to overcome this difficulty is shown in the accompanying illustrations.

This "poke bonnet" reflector, as it is called, is of a trough shape, constructed in sections, each 14 inches in length and complete in itself. These units can be combined to give any desired length required, but the light from them is so great, it is claimed, that they can be erected at intervals instead of being used as a continuous trough, thus making a saving of one or more lights every 3 feet.

It is claimed for this reflector that it will give double the light with the same current, or as much light with half the current now used. Each section, being separate and independent, can be adjusted to any desired angle to throw

ports or by a flange on the end, attached to the wall.

The reflector is made of heavy glass,



Reflectors for Window Lighting.



View Showing Diffusion of Light.

with a spiral corrugated surface, plated with sterling silver. It is a well-known fact that sterling silver provides the highest reflective surface known, on account of its whiteness and brilliancy, far superior to mercury or German silver plating. The spiral corrugations break the rays of light, and there is absolutely no shadow thrown by the filament of the lamp.

Each "poke bonnet" section is furnished with a nickel-plated twin socket, so that two lamps of any desired candle power may be used—8, 16 or 32—according to the volume of light required. The back of the "bonnet" is covered with an elastic enamel, which will not crack. The surface of the reflector can be easily washed without the slightest injury.

It is claimed that a saving of one-third the lighting expense is effected by the use of these reflectors. Four of them will light a 12-foot window with great brilliancy.

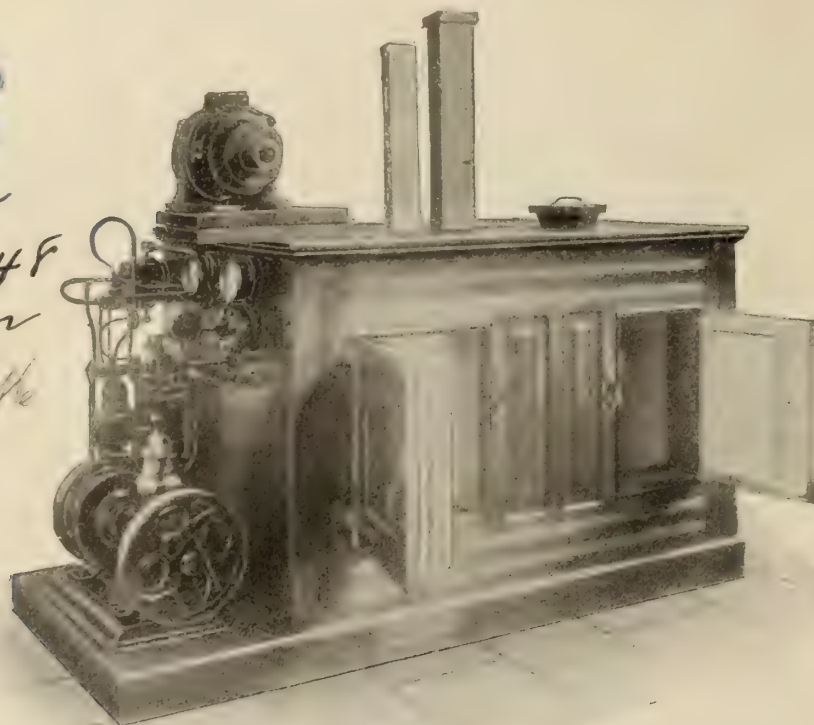
**ELECTRIC COOKING APPARATUS.**

Two exhibits of electric cooking apparatus attracted a great deal of atten-



An Electric Kitchen.

tion at the recent New York Electrical Show, one of the most interesting being a complete electric kitchen, which will be of interest to readers of Hard-



Electric Refrigerating Apparatus.

Fahrenheit. During the time when the machine is in operation it is so built that sufficient cold is stored in the ice-making compartments to maintain the temperature desired throughout the hours when the machine is idle. In this way the entire operation for the day makes the machine cheaper than ice. Economy, cleanliness and hygienic qualities are among the advantages claimed for this type of refrigeration.

**REFLECTORS FOR WINDOW LIGHTING.**

Proper light for show windows has always been a perplexing problem, often requiring special orders for fixtures to fit windows exactly. A reflector design-

the rays of light where they are most needed. When used in the window, they can be placed in the front, back, top or end. Where only a few are needed, each reflector may be used as a separate lighting fixture and easily installed by anyone. The reflectors are adjustable so that any desired angle may be obtained.

While these "poke bonnets" were intended primarily for window reflectors, they have met with great favor for picture lighting and for illuminating art displays. Where a considerable number are necessary for a large window or around the sides of an art room, they are attached to 1-inch tubing, through which the wires run. This tubing is suspended from the ceiling by chain sup-



ware and Metal as showing the probable development of the next few years when the development of Canada's water powers brings electric power within reach of the mass of the people.

This equipment included an electric over, an electric plate warmer, and broilers, frying pans, tea kettles, coffee pots, boilers, waffle irons, and, in fact, almost a complete kitchen outfit, all operated by electricity. These devices have not yet been reduced to a price which makes them very alluring for common use, but it is claimed for them that after they are once installed, the fact that the current is only used when absolutely needed and there is therefore no waste, makes them a not very expensive luxury if one is willing to charge off part of the expense to the saving in the matter of cleanliness and convenience. A kitchen equipped with an outfit of this kind is as clean and attractive looking as a chemical laboratory and in places where electric current is reasonably cheap, the difference in cost in the long run is not excessive.

Electric stoves of various sizes were also shown. A small traveler's stove, about as small and compact as an alcohol lamp, a coil heater for rapid heating of water, another for heating nursery bottles, an electric heating pad to take the place of hot water bottles, curling iron heaters, electric radiators, foot warmers and other devices, were also on exhibition.

### A NEW ELECTRIC LIGHT.

At the recent Electrical Show in New York the vestibule of Madison Square Garden was lighted at night by means of the Moore Electric Light, which is an application of the principle of securing radiation of light by passing an electric current through a glass tube filled with an attenuated gas. This form of light is the most elaborate and ambitious application of the vacuum tube principle to lighting that has yet been undertaken. The character of the gas which fills the tube is one of the secrets of the makers of the light, but it is claimed for it that it is possible to vary it in such a way as to produce any desired shade of light.

The Moore equipment which had been put in place in the vestibule consisted of a glass tube about an inch and three-quarters in diameter and 157 feet long, running all about the room and suspended from brackets at a distance of three feet from the walls and ceiling. Tubes for lights of this character are made up of joints about 8 feet long, welded together by a special blowing process so that they form one continuous and unbroken tube following the general contour of the walls. The two ends of the tube of the Moore light en-

ter a small terminal box containing the electrodes and other apparatus used in the operation of the light and being supplied with an ordinary low voltage alternating current from the street. That in operation at the show was running at 1.5 watts per candle power from the street mains. A large number of advantages are claimed for this light, the first being that it is about 50 per cent. less in cost of operation than would be an equivalent equipment of incandescent lights. In the second place, there is practically no heat radiated from the Moore light, it being claimed for it that it is the coldest light known. In the third place, the life of the tubes is practically unlimited. If the tube be broken it can be repaired and if the chemical composition deteriorates in its light-giving power it can be renewed. Against an average useful light-giving existence of about 400 hours for the ordinary incandescent

### ELECTRICITY SUPERSEDING GAS.

Electricity is rapidly displacing gas as an illuminant throughout Europe, but the demand for coal is not consequently diminished; on the contrary, it is stimulated. In addition to the coal required for generating electricity, the demand for coal gas for power purposes increases faster than illuminating gas is displaced by electricity. A decrease in the purity of the coal gas supplied to consumers is becoming noticeable in many cities. This is due to the use of inferior kinds of coal in gas making. The highest grade of coal is chiefly employed for naval purposes.

### ELECTRICAL COOKING.

Electrical cooking was a feature of a recent exhibition at Olympia, London, where a dinner for 65 guests was cooked by electricity before them. The electric meter was read before the cooking began and again directly after the coffee



A New Electric Light.

lamp, Moore vacuum tubes are now in use which have been operated for more than 2,000 hours without any loss of efficiency indicated by photometric and electrometric tests. In case of accident, or if the radiating material in the tube should burn out, it is not necessary to abandon the entire tube, but simply to renew the charge of gas, which makes the light as good as new. Another advantage claimed for the Moore light is the fact that it does away with 90 per cent. of the concealed electric wiring which is recognized as so serious a cause of danger from fire. All the electric appliances for operating the tube, including fuses, switches, etc., are concentrated in the steel terminal box. The light, in addition to its use for ordinary illuminating purposes, has been successfully employed in producing artificial daylight for photographic studios.

was served. There were five courses served hot and the meter showed that 56 k.w.-hours of electrical energy had been consumed. At 2c. per kilowatt-hour, which is the unit cost announced by several London electrical supply companies, it shows that the dinner for the 65 people was prepared at a cost of about \$1.12. It was admitted at the dinner that at present some of the electrical cooking apparatus was expensive, but it was felt that cheaper articles would be produced with a growing impetus toward the electrical method of cooking. It was looked upon hitherto as a costly thing, but it was held that the dinner served to show that it was the best and cheapest form of cooking. The presiding officer expressed the belief that the present exhibition would do for cooking what the exhibition at the Crystal Palace in 1882 did for electric lighting.



## METAL SITUATION IN CANADA

By George T. Papall.

The first part of the year 1905 was characterized by listlessness in the metal markets, but during the latter half the demand quickened and finally the year closed in a period of immense and unprecedented activity in all branches.

As is usual in this class of business, a pronounced upward movement is rapidly turned into a boom, and not infrequently what is called a runaway market. The prevailing condition in iron and steel is either "a fever or a chill," or, to borrow Carnegie's phrase, "the ironmaster is either a prince or a pauper."

It is difficult to imagine how the metal market could be effectively controlled and prices kept within narrow limits of fluctuation. As a rule stocks are not kept, and as the metal is produced it is marketed immediately at the best price it will bring. Various efforts on the part of huge consolidations to control prices have met with scanty success. The copper trust maintained the price of copper at 17c. per pound for considerable time, with the only result that competition increased on every hand, competitors became more and more numerous, and increasingly formidable. At last the price was suddenly dropped 6c. per pound, and every allied trade disturbed as a consequence.

Imagine the feelings of a manufacturer of brass goods having in stock a large quantity of finished products when in one day his wares are greatly reduced in value by such an extreme fluctuation.

### Outlook for 1906.

Broadly speaking, the outlook for 1906 in all lines of metals is one of firmness, with slight fluctuations and perhaps gradual declines towards the close of the year in ingot metals.

Tin has reached a high level, but it is found in such restricted areas, and is controlled by such strong interests, that in all probability present prices will be well maintained. Tin is a speculative article, more being sold on the London Metal Exchange each year than is produced.

Copper is at what might be called a dangerously high figure were it not for the fact that electrical development is proceeding on a scale so prodigious that this metal will be consumed in almost illimitable quantities. At present prices copper mining should be a lucrative investment, and production will be stimulated in every quarter of the globe.

Lead has been receding lately, but is still at a fairly high figure. The general expansion of trade will help to maintain present levels. Current fig-

ures should develop production in British Columbia and give a needed impetus to the mining industries of that section of the Dominion.

Zinc has commanded high figures for some time, and prices are likely to be maintained within present limits. The galvanizing trade, one of the principal users of zinc, is continually expanding, and unless production is greatly increased the metal should remain steady.

### Iron and Steel.

It is not unreasonable at the present time to predict a continuance of high prices in iron and steel. The advance of civilization is marked by the use of iron and steel, and the energetic or civilized portion of the world is increasing so rapidly that the demand for iron and steel products proceeds without end. The awakening of the Orient and the strenuous eagerness to produce in America are factors it is impossible to estimate or to mark the limits.

Statistics are overwhelming in this branch of industry. In 1800 the world's production of iron was 825,000 tons, in 1905 it was 50,000,000 tons. At the same ratio of increase at the end of this century the world's production of iron will be 3,000,000,000 tons, which would mean under the present system the mining of 6,000,000,000 tons of ore and 9,000,000,000 tons of fuel. These figures are so colossal that it will need a twenty-first century man to grasp them.

In Canada, where the common talk is of undeveloped resources, there are seemingly lots of people who imagine that with the aid of a tariff we could rapidly develop into a great metal producing country. Such people have never stopped to analyse the development in other countries, nor to note the tedious evolution necessary before success becomes assured.

The great areas and the sparse settlement are at the present time inseparable barriers to the creation of enormous plants characteristic of the great metal producing countries of the world.

Furthermore, at present the consuming centres are far distant from the coal producing areas, and coal is the industrial diamond, in contiguity to which metals, particularly iron and steel, must be produced.

Canadians should be patient, and in time the turn of the Dominion will come. Already to the south the country which is the colossus of the metal world begins to find that areas are being worked out and new fields must be found. So in good time, when the magnificent waterpowers of the Dominion are thoroughly developed and manufacturing industries become more and

more numerous. Canada will become a great metal producing country.

## CANADA LEADS WORLD IN NICKEL.

The nickel-mining industry in Canada, which is producing more of this metal than all the rest of the world, is referred to as follows in a recent report by U. S. Consul Harvey, of Fort Erie: "The opening of Canadian nickel mining was the result of a \$2,500,000 Cleveland concern starting mines in 1886 at Copper Cliff for copper. Its product was sent to New Jersey reduction works, where the nickel was run off in slag as worthless. Soon it was discovered that the nickel in the ore was valuable, and the ore now analyzes: 6 per cent. nickel, 120 pounds a ton, worth 40c. a pound, gives \$48; 2½ per cent. copper, 50 pounds per ton, worth 15c. per pound, gives \$7.50; 40 per cent. iron, and 30 per cent. sulphur. The International Nickel Company now owns 20,000 acres of nickel lands, including the original Cleveland company's, and produces 700 tons of nickel matte daily, which goes to New Jersey refineries. Its output amounts to over \$1,000,000 annually.

"There are other mines in the Lake Superior region. Nickel has great strength and toughness, neither rusts nor corrodes, and would be used much more extensively were it less expensive. It is not affected by heat or cold. Nickel-steel rails are used on dangerous curves and in bridge building and other structures."

## METAL MIXTURES.

A mixture of copper containing 2½ per cent. of silicon may be readily drawn into wire or rolled into sheets and excellent spring metal has been made from it.

Iridium is one of the non-ferrous metals which rival steel in hardness, and there are many instances in which it could be used where a hard, non-corrosive metal is necessary.

A brass mixture which has nearly the same coefficient of expansion and contraction as cast iron is the ordinary gun metal or 88 parts of copper, 10 parts of tin, and 2 parts of zinc.

W. G. Crosthwaite, of Leeds (British patent 20,842) states that a valuable alloy for making firebars is obtained by adding aluminum to molten pig iron, and then steel borings; the proportions used being preferably 100 parts of pig iron to one part of aluminum and five parts of steel, by weight. The alloy when formed may be cast into firebars in the usual way.



## AMERICA'S IRON ORE RESOURCES

Considerable speculation has recently been indulged in by European and American writers regarding the iron ore resources in various parts of the world, and the conclusion has been reached that the conditions which at present govern the iron ore supply of the world must suffer revolutionary changes within the next half-century, and the prediction is made that the conditions now obtaining will be profoundly modified within only ten years.

An American writer states that it may be necessary to find a substitute for iron and steel before the twentieth century is half gone and estimates that the total available tonnage of iron ore in the United States ranges from 1,100,000,000 to 2,000,000,000 tons. By adding the proved figures of the two leading iron districts he arrives at a total of about 1,600,000,000 tons, of which experts are comparatively sure, and as there are unsurveyed ore fields in Texas and the Rocky Mountains, in addition to a few scattered deposits in New York, New Jersey and Pennsylvania, it is practically safe to accept the estimate of from 1,500,000,000 to 2,000,000,000 tons of iron ore available at the present time in the United States.

### Supply in United States Limited.

"Figuring on 66 per cent. of the total supply in the United States as being high-grade ore, there is indicated about 600,000,000 tons of high-grade ore in the Lake Superior region and 400,000,000 tons in the southern or Alabama region.

"Everything must come to an end—even the iron ore resources of the United States, which are now being so heavily drawn upon. At the present moment iron ore of a high grade is being used up at the rate of more than 50,000,000 tons yearly, and the total for 1906 will be far in excess of that. The production of pig iron is a good barometer by which to judge the consumption of iron ore. In 1905 the output of pig iron was 22,800,478 tons, and, as it takes approximately two tons of ore to make one ton of pig, about 46,000,000 tons of ore were used last year. The productive capacity in December last was at the rate of 25,000,000 tons of pig yearly, which is equivalent to 50,000,000 tons of iron ore.

"Even if the known high-grade iron ore tonnage underground reached 2,000,000,000 tons, which it does not, the supply would be exhausted in 25 years, and what is a quarter of a century in the life of a nation like the United States? It naturally follows that we must quit using so much ore, but in that case, how about the demand? What shall we get as a substitute for steel and iron? In

1905 less than \$100,000,000 was paid for all the locomotives built in this country, while it cost \$106,000,000 to turn out the automobiles constructed in the United States last year. The principle of the automobile is the solution of the traction problem, and hundreds of millions will be spent on this solution. Automobiles and kindred vehicles may cost \$150,000,000 or more in 1906, and steel enters largely into their construction. When the steel gives out, what is to be done? I am not talking of this year, nor next year, nor 10 years from now. I am looking further into the future."

### Canada's Resources.

The Canadian Mining Review states that "the enormous resources of the Lake Superior region, embracing five ranges and supplying 70 per cent. of the total production of the United States, are almost entirely required by home furnaces and that there is no surplus for export. In Spain, the Bilbao ores have more markets than can easily be supplied; Sweden has little or no surplus for export, and such new deposits as are opening in other parts of the world cannot be considered as prospective producers of ore for export for some time yet. It is at this point that the resources of the Dominion of Canada in respect to iron ore loom up quite largely, and are entitled to most serious consideration. The present Wabana deposit of Newfoundland is singular in that it is the one which is most vigorously worked, with the possible exception of the Helen mine, in the Michipicoten range, but at other points in Newfoundland, and at many points throughout Labrador, large but unexploited deposits of iron ore have been noted and examined by A. P. Low, of the Canadian Geological Survey, and, from his reports, seem only to require exploitation to become very large sources of supply. In the new district in the northern part of Quebec, lying west of lakes Chibogamoo and Wahkonichi, magnetic iron ore is a possibility, having already been found in small bodies with indications of much larger ones. Westerly in Ontario, the Hutton, Atikokan and Animikie districts, or ranges, are not only being exploited but are actually producing small quantities of merchantable ore. For these Ontario ranges transportation only requires to be supplied to enable them to be important factors in the supply of iron ores. Westerly, in British Columbia, the high-grade deposits at Kitchenner and the reported discovery of hematite in Cariboo district must be noted, in addition to which there are the tide-water deposits of the western side of Vancouver Island, near Port Renfrew,

the ores of Texada Island and the entirely unexploited resources of the coast to the north. It is not, we think, optimistic for Canadians to believe that within their own Dominion they have supplies of iron ore sufficient to last their own requirements for the next 100 years, and this without going into the matter of the smaller and less pure deposits which are known to exist in Cape Breton, portions of Quebec, and the older and eastern portions of Ontario. At the present time with the large production of high-grade ores, many of which are Bessemer, in the republic to the south of us, there has been no commercial need for the exploitation of our iron resources, but with the continued rapid growth of Canada which we have witnessed during the last ten years, it is only a question of a short time before we shall have positive knowledge, not only of the quality, but also as to the quantity, of these iron ore deposits."

### Production as Yet Small.

Compared with the Mining Review's optimistic outlook the Iron and Coal Trade Review is somewhat skeptical, it stating that "no one can quarrel with the Canadians for believing in themselves and in their manifest destiny as an iron-producing nation. Nor can it be believed that a country with an area equal to that of the United States, and more than equal to that of the whole of Europe, can be without important iron ore deposits, which, in the future, will be valuable probably to the Mother Country as well as to the Dominion. But it is not without importance to note that up to the present time those ores have not crystallized into the practical form of a large home consumption. The greatest producer of iron in the Dominion—the Dominion Steel Company—produced in 1905, 162,000 tons of pig iron, nearly all from Newfoundland ores. The Dominion Iron Company are also drawing in considerable supplies of iron ore, manganese ore, and pyrite ore from the United States, Spain, and other countries. The total quantity of iron ore produced in Canada in 1904 was under 300,000 tons, and it is hardly credible that if the ore resources generally were of great extent or special value they would not now be used on a larger scale. However, we are glad to note that the Canadians themselves are more sanguine as to the future of their iron ore supplies than some outsiders seem to be, and we can only hope that in the near future those supplies will realize their hopes and expectations. At present we would hardly like to recommend our readers to attempt to rear the superstructure of an extensive and profitable Canadian iron industry on Canadian ores alone."



## SOLVING THE DOMESTIC PROBLEM.

Perhaps the hardwareman is too modest—he has not been in the habit of considering himself the public benefactor that we can prove he is, and so, when he has read these words, let him brush the dust off his coat, polish his

chimes and clothes wringers, while to Mrs. Jones, he will expatiate in glowing terms on the superb advantages of his steam cookers, bread slicers, and cream separators, at the same time explaining how she can polish her silverware, and sharpen the butcher knife, by simply turning the water tap.

To the tired-out wife of Farmer Brown, who has always been accustomed to think that "woman's work is never done," this seems like the dawn of the millennium. She promptly persuades her husband to leave some money in the hardware store the next time he goes to town, and soon becomes a superintendent, where, before, she was only a day laborer.

In the morning, she walks across the floor wheeling a small perambulator in

## RECORD YEAR FOR MINERALS.

Canada's mineral production during 1905 amounted to \$68,574,707, which as compared with the output of 1904 shows an increase of \$10,795,791, or about 14 per cent. In 1895 the mineral produc-



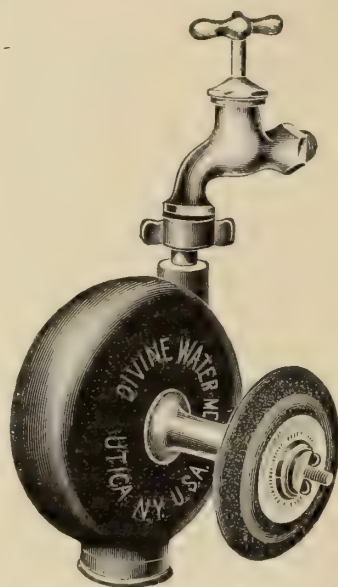
"Wheeling a perambulator."

tion of the Dominion amounted to \$20,648,965, or less than one-third the value of last year's output. Coal still leads in the proportionate value of minerals. In 1905 it represented 25.77 per cent. of the total.

The value of gold and copper produced in 1905, with the increase or decrease as compared with 1904, is as follows: Copper, \$7,420,541, increase \$2,117,875. Gold, Yukon, \$8,327,200, other gold, \$1,159,633; total gold, \$14,486,833, a decrease of about \$2,000,000.

The total production of pig iron from Canadian and imported ores amounted to 527,932 tons, valued at \$6,492,922, of which it is estimated 70,554 tons, valued at \$1,047,860, should be attributed to Canadian ore and \$457,378 tons, valued at \$5,445,112, to imported ore.

The lead production of 1905 is valued at \$2,634,084, increase \$1,016,836; nick-



"Sharpen the butcher knife by turning the water tap."

front of her, and Presto! the room is swept. To cook the dinner she has only to light the gas ring and put on the steam cooker, the shelves of which she loads with the "raw material," and the rest is automatic. In the afternoon, by way of amusement, she performs the week's washing by a slight motion of one foot, and churns the butter with the other. Her youngest daughter meanwhile sets the bread by a similar use of her hands, and four-year-old Willie grinds out cream in the far corner. But there is no sign of a "hired girl."

This is a good start. Our readers will now begin to think something of themselves as promoters of peace and harmony. For fear of making them too "puffed up" we'll save the rest for another time.



"Washing, churning and grinding out cream."

hardwareman pushes himself forward as the Roosevelt of the occasion. He will show Mrs. Smith his carpet sweepers, bread and cake mixers, washing ma-



"Loads the shelves with 'raw material'."

el, \$7,550,526, increase \$3,331,373; silver, \$3,605,957, increase \$1,558,862.

The total amount of bounty paid on lead was \$334,224, and on iron and steel \$1,900,206.



# Little Sermons on Advertising

Delivered by John C. Kirkwood.

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## THE MAN BEHIND THE COUNTER.

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LOBBYING is a practical method in modern politics. Indeed, it is a practice in almost all cases where the ballot-box determines the issue.

It is not necessarily a corrupt or corrupting practice. It is oftentimes legitimate. In any event, it is by common consent considered effective.

There is a class of men in every community, whose votes are highly desirable when it comes to a question of influence or decision, a class commonly known as the retail merchants. These men stand between the manufacturer or wholesaler and the consumer. Whichever way the decree goes. They constitute a class of men worth while cultivating, or "lobbying," if you like this word better.

Here is a merchant or one of his salesmen serving a customer, who is asking for a door-lock. The customer says, "What lock do you recommend? Have you the Oxford lock? I have heard that it is a good lock."

So far so good.

Advertising to that consumer is bearing fruit. He is actually inquiring concerning the Oxford lock.

But listen!

"Yes sir, we have the Oxford lock, a very good lock too. But here is a lock quite the equal of the Oxford at a dollar less. We have sold hundreds of this lock with never a complaint."

What lock sells, the Oxford or the other?

There it is, you see—The man behind the counter. Worth lobbying that man? He casts votes; he influences sales. He can kill advertising to the consumer.

Why did he "knock" the Oxford lock?

The answer is: the makers of the other lock, the S. & T., cultivated him very thoroughly. They persuaded him to believe that the S. & T. lock was as good as any other lock made. They showed him that the S. & T. lock yielded him 15% better margin than did the Oxford, even at a dollar less in the retail price. They treated him with full consideration. They recognized his place of influence. They advertised to him. No wonder the merchant favored those that showed favor to him.

And the Oxford people, what about their methods?

First of all, and chiefly, their point of view was wrong. They placed their confidence in the consumer and disregarded the distributor. Advertising to the consumer is good, but advertising to consumer and distributor is far, far better. And if one cannot advertise to both consumer and retailer, select the retailer for the campaign of influence. He is the strategic point in the selling plan. Cultivate him, he will be pleased, and will respond.

Advertising in the retailers' trade newspaper is business wisdom. It is business insurance.



## HARDWARE TRADE GOSSIP

### Ontario.

Wm. Clark, of Adam Clark & Son, plumbers, Hamilton, visited Toronto on Wednesday.

Chas. Hall, of Trafalgar, Ont., called on the hardware jobbers of Toronto this week.

Geo. McGuire, of W. J. McGuire & Co., Toronto, visited Montreal on Thursday last.

S. Adolph, hardware merchant, of Listowel, was in Toronto for a day or two during the week.

W. A. Fuller's hardware store at Tamworth was destroyed by fire, the insurance being \$2,500.

Mr. Schopflocher, of the Canadian Bronze Powder Works, Montreal, was a visitor in Toronto during the week.

L. Dobbin, of Anderson & Dobbin, plumbers, Peterborough, spent three or four days in Toronto during the past week.

Brickman Bros., plumbers, of Stratford, have dissolved partnership. Daniel Brickman leaves and W. W. Oman takes his place.

The Kennedy Hardware Co. are now comfortably located in their new and commodious offices at 51 Colborne street, Toronto.

J. H. Warwick, plumber, Wellesley street, Toronto, purposes disposing of his business with the intention of removing to Edmonton.

R. W. Harrison, of Harrison & Robertson, plumbers and steamfitters, Toronto, has been suffering during the past ten days with a bad attack of la-grippe.

S. A. McCartney, of Orangeville, has taken into partnership J. P. Bradley, of Palmerston, a practical tinsmith. The firm will be known as McCartney & Bradley.

J. B. Morris, secretary of the Central Supply Association, Toronto, is around again after his recent accident. Joe says that falling downstairs isn't as much of a joke as some people imagine.

Power Bros., plumbers and steamfitters, Toronto, have removed from their Queen street premises to Spadina avenue, near College street. There are now four plumbing firms in the block between Cecil and College streets on the east side of Spadina.

Herbert C. Birge, son of Cyrus A. Birge, president of the Canada Screw Co., died suddenly at Hamilton a few days ago from heart failure. The deceased was 32 years of age, and had

been for ten or twelve years the secretary of the Canadian Screw Co.

James C. King, president of Warden King & Son, Montreal, was in Toronto on Wednesday. The foundation of their new building next to the post office on Lombard street is completed, and R. J. Cluff & Co. expect to be in their offices in the new building by the first of June.

Baby & Ecclestone, Hamilton, who last September took over the hardware store of Farwell & Noden, are running a mail order business under the name of the Cash With Order Co., selling carriage goods as well as the regular hardware lines.

C. F. Fawcett, hardware merchant, of Tiverton, called at the Toronto office of Hardware and Metal on Thursday. Mr. Fawcett recently remodelled his store and now claims to have one of the finest pair of hardware display windows north of Guelph. His store has 48 feet frontage.

Harold Kelly, formerly with Brown & Mitchell, hardware merchants, Brandon, has purchased the hardware business of the Hunter Smith Co., Brandon. Mr. Kelly will take over the business on April 1, and intends to place it in the front ranks by applying up-to-date methods.

The committee in charge of the coming automobile and motor boat show in Toronto report very satisfactory progress. The automobile show will open on Saturday, March 31. The Toronto Automobile Club is giving the enterprise its hearty support, and much interest is manifested by the motoring public in general.

Jos. Harrison, steamfitter, Toronto, was in the police court this week charged with doing business without a license. His defence was that as a steamfitter he did not require a plumber's license. It is understood that the law will be amended making it necessary for steamfitters to secure a license as well as plumbers if the judge decides that Mr. Harrison's objection is valid.

Mr. Slater, manager of the F. Hamilton Co., Hamilton, states that the past Winter has been a particularly good one with his house owing to the large amount of building done during the mild weather. The F. Hamilton store is very attractively arranged and Mr. Slater has promised to forward a photo of it shortly for reproduction in Hardware and Metal.

### Quebec.

W. B. Skinner, of Henry Skinner & Co., Kingston, spent part of the week in Montreal.

J. W. Fabien, representative in the Province of Quebec of the Maritime Nail Co., was in Montreal a few days ago.

C. O. Gervais, of C. O. Gervais & Frere, general merchants, St. Johns, was a visitor in Montreal this week.

F. B. Bamford, Canadian manager of Pilkington Bros., Limited, glass manufacturers, has left on a trip to England.

C. D. Ten Eyck, of Toronto, Canadian representative of E. C. Atkins & Co., called on the Montreal trade on Wednesday.

L. I. Matts, general merchant, of Buckingham, was in Montreal one day this week, looking after business interests.

J. R. Terrill, of the traveling staff of Caverhill, Learmont & Co., was detained from business through illness during the early part of the week.

M. P. Shea, formerly advertising manager of the Canadian Fairbanks Company, has been promoted to be manager of the gas engine department.

C. C. Ballantyne, manager of the Canadian division, Sherwin-Williams Company, delivered an address before the Canadian Club of Montreal last Monday.

A. Leonard, Jr., and David McQuaid, who carried on business in Montreal under the name of the Electric Engineering Company, have assigned. The assets are put down at \$20,000, and the liabilities at \$11,600.

R. J. McKelvey, of McKelvey & Birch, plumbers, Kingston, spent the week end in Montreal, making purchases for Spring. He was the guest of Capt. Johnston, of the Richelieu & Ontario Navigation Company.

H. H. Clark, of Lennoxville, representing Lewis Bros., Limited, was laid up with a bad attack of grippe for a few days this week. Incidentally, we might mention that Mr. Clark is handing around the cigars on the occasion of the arrival of a young daughter at his home.

### Western Canada.

The A. M. Forbes Hardware Co., of Vancouver, have purchased a new site and will erect a new factory building thereon.

### BRADSTREET'S IN CALGARY.

The Bradstreet Company, who have had a representative stationed in Calgary for some time, have decided to open a fully equipped office in that city. This move on their part is greatly appreciated not only by the local bankers and wholesalers, but also by all that trade which is more or less tributary to Calgary.



## BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Edmonton Tent & Mattress Company will build a new factory.

The London Fence Company will build a fence factory at Portage La Prairie, Man.

The Montreal Mining Exchange are considering the question of holding daily sessions.

Prince Albert council has voted \$3,800 to the Board of Trade for advertising purposes.

John Hinds, of Barrie, has reported making a valuable find of mica near Carney, Ont.

The Elk Lumber Company will have their new mill running by April 1 at Fernie, B.C.

The Canadian-American Coal Company will spend \$60,000 on a tippie and other improvements at Frank.

At the annual meeting of the Hamilton Gas Light Company a dividend of 8 per cent. was declared.

The International Brick & Tile Co. ask for tenders for the sale of their plant at Bridgetown, N.S.

The largest steel ingot that has ever been made has just been cast at Manchester, Eng. It weighed 120 tons.

J. M. Gardiner, Chatham, and Wm. Milner, of Petrolia, are promoters of an auto factory to be built at Chatham.

An oil strike was made near Aylmer while boring for water. It is said to pump three barrels of lubricating oil per day.

The city of Calgary is advertising for industries to locate there and offers inducements in the way of power and light.

G. E. Fisher and J. D. Johnston, of Chatham, are at the head of a company who will build a grist mill in that town.

The Quebec-Jacques Cartier Water Power Company will either acquire the Quebec Gas Works or will build a new plant.

The contract for a spinning mill for the Eagle Knitting Company at Hamilton has been let. The cost will be about \$30,000.

The Arbutnot Fuel Company, of Winnipeg, has been declared insolvent, and application has been made for a winding up order.

The Lake Superior Corporation has adopted plans for new open hearth furnaces at the Soo, and contracts are about to be let.

The Toronto Board of Control has under consideration the purchase of the Erindale plant of the Southern Light & Power Company.

Cayuga, Ont., ratepayers carried a by-law to raise \$5,000 to purchase 50 acres of land for the Pittsburg Window Glass Machine Company.

The Imperial Bank have opened a branch in Red Deer, Alberta, and also contemplate opening branches in Quebec, London and Banff.

The value of mineral products for 1905 in Canada was \$68,574,707. Coal amounted to \$17,000,000, copper \$7,420,451, lead \$2,634,084.

Gibson & Company's roller mill at Morrisburg was destroyed by fire on the 20th inst. The loss is about \$25,000, partly covered by insurance.

The Canadian Flax Cordage Company purpose building a factory at St. Mary's, Ont. The town is surrounded by a good flax-growing district.

Walkey Bros.' furniture factory, Fordwich, Ont., was destroyed on the 20th inst. by fire. The loss is over \$5,000, covered by insurance of \$2,700.

The Canada Plate Glass Company suffered loss by fire on Tuesday last to the extent of \$15,000. The fire occurred in their Richmond street, Toronto, warehouse.

The Chas. Fawcett Manufacturing Co., of Sackville, N.B., will build an addition 65 by 120 feet to their molding shop, and will also enlarge their steel range building.

Agents of J. J. Hill are spying out the land in Saskatchewan and making large purchases. It is said this is only part of a project to build a line from Lethbridge to Winnipeg.

The by-law granting a 99-year franchise to the Western Power Company of Brandon has been reconsidered, as an act of the Legislature prohibits the granting of such franchise for more than 30 years.

The Montreal Power Company have plans to place a considerable portion of their wire underground. They will commence work as soon as the frost is out of the ground, and will expend this year \$100,000.

Patents have recently been issued to E. G. Edwards, of Gladstone, Man., for a smoothing-iron heater, C. A. Stater, Toronto, adjustable stair carpet fasteners, and J. Brouse, Rapides des Joachims, Que., chain hooks.

The Manufacturers' Association has asked the Ontario Government to amend the Assessment Act. It was shown that Ontario manufacturers paid from 30 to 40 per cent. more taxes than those of Quebec. The Government promised consideration.

The council of the Montreal Board of Trade has decided to send a delegation to England to attend the sixth congress of the Chambers of Commerce of the Empire. The delegates will be F. H. Mathewson, Geo. L. Cains, George E. Drummond and George Hadrill.

The International Railway Company, of Buffalo, and the Toronto Railway Company purpose building an international bridge on the Niagara River below the Falls. The purpose of this

bridge is the connecting of Buffalo and Toronto by a double tracked electric express line.

A company with \$5,000,000 will develop the following mining interests near the boundary in British Columbia: War Eagle, Bald Eagle, Lulu, Red Rock, Missing Link No. 2, Pinhook, World's Fair and Dandy. The new company will be known as the Phoenix Amalgamated Copper Mines.

The decision of the C.P.R. shareholders to increase the capital stock of the company from \$110,000,000 to \$150,000,000 shows a commendable optimism and belief in the future of the country. It was announced at the meeting that the earnings during the current year would reach \$60,000,000.

Senator Domville, who has just returned from England, has made the announcement that \$20,000,000 of British capital will be invested in the Canada Central Railway. It will run from Montreal to Ottawa and thence westward between the lines of the Canada Atlantic and the Grand Trunk to Orillia.

Considerable interest has been aroused by the announcement that both the C. P. R. and G. T. P. will strive to reach Saskatoon this Summer. The C.P.R. contract for the construction of the eighty miles extension of the Pheasant Hills section has been let, and work is already under way for the G.T.P. section from Touchwood Hills to Saskatoon.

Duncan McMartin, one of the Cobalt pioneers, was in Montreal last week, and in discussing the wonders of that district stated that his company had, a few days ago, sent to Jersey City a car-load of ore which had sold for \$130,000. The mining of the ore cost a thousand and the freight fifteen hundred dollars, thus giving a net profit on the transaction of \$127,000. Mr. McMartin is of the opinion that the coming season will see a greater influx into the Cobalt district than ever migrated to the Klondike, even in its palmiest days.

### Companies Incorporated.

The James Ballantyne Company has been incorporated with a capital stock of \$50,000 for the purpose of carrying on the business of plumbers and steamfitters, electricians, etc. The provisional directors are Jas. Ballantyne, Georgina Arnot Ballantyne, G. A. Young, W. A. Fenn and A. W. P. Buchanan, with chief place of business at Winnipeg.

Willis & Company have been incorporated under Dominion charter with a capital stock of \$1,000,000 for the purpose of manufacturing and dealing in furniture, sewing machines, motors and machinery. The provisional directors are A. P. Willis, R. A. Willis, W. D. Willis, G. H. Willis, C. D. Patterson, W. A. Willis and G. L. Duncan, with chief place of business at Montreal.

A company known as the Watroil, Limited, has been incorporated under Dominion charter with a capital stock of \$20,000 for the purpose of manufacturing and dealing in lubricating and lighting oils and greases. The provisional directors are D. H. Ferguson, C. E. E. Dawson, A. G. MacDonald, A. W. McMaster and A. W. Cameron, with chief place of business at Montreal.



## CHAIN MAKING BY MACHINERY

One of the last industries to be invaded by the all-conquering machine is that of chain making. The manufacture of chains, which in England has had its seat in Cradley Heath and the neighboring villages for certainly over a century, has held out for long against the falling into line of modern economy and the supersession of the old hand process by labor-saving machinery.

The old process of chain making was the anvil one, indeed still is, because, although chain making machinery is being introduced, conservatism dies hard, and the methods of our grandfathers are far from extinct. Under this old process the iron was cut into short lengths, each sufficient to make one link. After being heated in the furnace once, the bar was bent into a U-shape; after a second heating the two ends were tapered down, and after a third heating the link was welded on the horn of the anvil, the whole operation being performed with a hand hammer. An expert chain smith at such work might turn out, perhaps, 40 ft. of  $\frac{3}{4}$  in. coil chain per day, but could scarcely do more.

Under the new machinery output has been multiplied by four, and the quality is not inferior. One heavy machine—called the link-winding machine—coils the round iron bar of any thickness within the compass of the machine's power around a mandril without heating. The mere fact of the iron being wound cold ensures a certain standard of quality, as poor iron would not stand the process. The result of the coil-winding is that the bar issues in the form of a close spiral spring, the circle of each coil containing a sufficient length of iron for one link. The size of the mandril used is, of course, suited to the chain which is in process of manufacture. The next process is that these coiled bars are subjected to the link-cutting machine, which also operates upon the iron in a cold state. Each coil is cut off at an angle of 60 deg. from the face of the flat section, this form being best suited for the subsequent welding. The welding machine is the last, and not the least, ingenious of the three called into requisition in the modern process of chain making. It is really a spring hammer driven by power, and controlled by a foot lever. When the foot lever is not depressed, the hammer is raised clear from the anvil or bed. Thus there is always space to allow the chain to be placed in position or withdrawn. The depression of the controlling foot lever brings the hammer into action, and blow succeeds blow, until the operator, believing the welding to be satisfactory, releases the lever, and the hammer rests ready to descend for the next link. This opera-

tion is, of course, performed with the half-formed links heated to a welding heat. The hammer and the anvil are fitted with steel dies or molds suited to the shape of the link being manufactured. These dies are easily removable, so that different sizes of chain may be made on the same welding machine. Before putting the link to be formed under the hammer it is hooked into the link last formed, and thus the chain is built up.

The output possible with the three machines to which we have referred is an object lesson of the advantages of special machinery designed and applied to a special purpose. Taking  $\frac{7}{8}$  in. chain as typical, during a working day the link-winding machine can treat 4 tons of rod, yielding 5,000 links; the cutting machine can operate on 20,000 links per day, allowing for the necessary stops, when one coiled bar is finished and another being put into place; and the welding machine can be made responsible for 130 ft. of this size of chain, when the hand-welder could not have accomplished more than one-fourth of this task. The expense of the chain-making plant is not specially prohibitive. A light and a heavy winding machine, a cutting machine suitable for all sizes of work, and three or four welding machines, an assortment adjusted to the respective outputs of the different operations, would cost about \$5,000.

## BUSINESS CHANGES.

### Ontario.

Anthony & Howes, hardware merchants, Georgetown, dissolved and W. C. Anthony is continuing the business.

H. L. Walker, hardware merchant, Norwood, has sold his business to Thos. Rahal.

J. E. Filsinger, hardware and coal merchant, Southampton, meeting of creditors 22nd inst.

### Quebec.

Bertrand & Bernier, hardware merchants, have dissolved partnership.

M. Cadieux & Co., hardware merchants, Montreal, registered.

Pichette & Belair, plumbers, Iberville, registered.

A. A. Belanger, plumbers, Montreal, registered.

### Manitoba and the West.

The stock of Bennett & Hulme, hardware, has been sold.

E. T. Johnson, hardware merchant, Minto, has been succeeded by Johnson Bros.

## HOW BINDER TWINE HAPPENED.

The first reaping machines brought out by McCormick bound the sheaves with fine wire, a method both neat and economical, but one that was followed by disastrous results. Flour mill after flour mill was destroyed by fire and investigation showed that bits of broken wire getting into the millstones with the wheat was the cause. This difficulty was overcome by a Yankee who proposed drawing the wire from the wheat by means of a magnet.

A little later horses and cattle all over the country died from a strange disease, which post-mortem examinations revealed was caused by swallowing wire with their fodder. The magnet would not work in this case and so John Good, the rope worker, produced a loosely-spun yarn made of coarser fibre as a substitute for the wire binding. \$12,000,000 worth of binder twine is made and sold in this country in a single year.

## METAL SALESMEN DINE.

The firm of A. C. Leslie & Co. were the hosts Tuesday night at the Canada Club, Board of Trade Building, Montreal, of a dinner to their hockey club, which was made the occasion for a general gathering together of their eastern and western salesmen and a few friends.

The grill room was very prettily decorated, and with the tastefully arranged table presented a most imposing effect. Covers were laid for about twenty who took their seats at 6.45 o'clock.

After full justice had been done to the menu, toasts were honored, and the balance of the evening consisted of stories and interchanges of experiences since the last gathering about a year ago, and another most enjoyable evening was added to the social records of the firm.

## NEW LEAD CORRODING PLANT.

Negotiations are under way for the establishment at Montreal of large corroding works. They will be the Canadian plant of Brandram & Sons, for whom Henderson & Potts are now Canadian selling agents.

It is understood that these two firms will both be interested in the new venture, but so far no definite agreement has been reached. As soon as the details are arranged they will be announced through these columns.

A demand for fishing tackle will soon be evident. Is your stock ready for the trade?

The cold weather season is the time to sell clothes-horses to the housewife. Move the stock now before Spring arrives in earnest.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 142.)

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street,

Montreal, March 23, 1906.

Business is on the jump this week and all the jobbers are full of orders. The demand for all classes of goods is very brisk, but no particular emphasis can be laid on any.

The new lists on machine screws, reported last week, did not hold good for any length of time with most jobbers, and a further advance has now been declared. The latest prices are given in our quotations.

Peter Wright's vises have risen in price, some of the local jobbers quoting 40 lbs. and up at 12 3-4c. Other prices remain very steady, in spite of the fact that conditions in iron and steel are scarcely as strong. Latest reports from New York market apparently show that a reaction is now beginning.

**Axes**—Our prices remain as follows: \$7.60 to \$9.50 per doz.; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Lanterns**—Business is normal. Quotations are for cold blast, \$4.25.

**Rivets and Burrs**—Jobbers are shipping good sized orders almost daily and the outlook for large increases in the immediate future is considered very bright. Our prices are: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

**Hay Wire**—Weather conditions have been very unfavorable for this trade, which consequently was very light. Our quotations are as follows: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Machine Screws**—Last week's list has again been amended and we are now quoting: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

**Bolts and Nuts**—As this is a line which is always in good demand, the present state of activity is very favorable to large shipments. We quote price:

3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

**Horsenails**—Sales are large and prices steady. We give the following discounts: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—The near approach of the building season is making trade very brisk. We still quote: \$2.15 per keg, f.o.b., Montreal.

**Cut Nails**—Business is normal and price remains, \$2.20 per keg, f.o.b., Montreal.

**Horseshoes**—No change in market conditions is noticed this week. Trade remains very good and prices are firmly held at the following figures: P. B. new pattern, base price, \$3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15. Light steel shoes, No. 2 and larger, \$4; No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

**Sporting Goods**—Inquiries are becoming more frequent and sales are looking up. Fishing tackle, bicycle sundries and ammunition are the lines which show the greatest strength. Prices are given on application.

**Building Paper**—The turnover has not yet reached the proportions of a genuine Spring trade. Prices are still the same as last week and no change is to be expected.

**Cement and Firebrick**—Orders are now coming in with greater regularity for cement, which will be required for the great construction works of the coming season. Firebrick remains very active and many dealers report that they are finding it difficult to fill orders. We give prices: \$1.80 to \$1.90; Belgium, \$1.60 to \$1.90 per barrel; ex-store, American, \$2 to \$2.10 ex-cars; Canadian Portland, \$2 to \$2.05. Firebrick, English and Scotch, \$17 to \$21; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—Business remains just about the same as it has all Winter. The slackness apparent in lumber districts throughout the season naturally affected trade, which has throughout shown only normal proportions. Prices have remained steady and are still quoted as follows: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16

inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Freezers**—Dealers are ordering their Summer supply now and jobbers are kept busy filling orders in the more popular lines. Even power motors, which are pretty high in price, are being sold to a considerable extent. We quote as follows: American Twin, 2 qt. \$2.30, 3 qt. \$2.65, 4 qt. \$3.25, 6 qt. \$4.15, 8 qt. \$5.10. 10 qt. \$6.40, 12 qt. \$7.75, 15 qt. \$9.95, and 20 qt. \$13; Gem, 1 pt. \$1.35, 1 qt. \$1.60, 2 qt. \$1.75, 3 qt. \$2.15, 4 qt. \$2.60, 6 qt. \$3.25, 8 qt. \$4.20, 10 qt. \$5.45, 12 qt. \$6.50, 14 qt. \$7.25; Blizzard, 1 qt. \$1.25, 2 qt. \$1.70, 3 qt. \$1.95, 4 qt. \$2.35, 6 qt. \$2.95, 8 qt. \$3.70, 10 qt. \$4.80, 12 qt. \$5.75, 14 qt. \$6.75.

**Green Wire Cloth**—Conditions in this branch of the trade show no change. There is still a very brisk demand and prices are steadily held at \$1.45 per hundred square feet.

**Binder Twine**—Manufacturers' lists have not yet been issued, though it is only a matter of a short time before they will be compelled to do so.

**Raw Furs**—Our prices are:

	No. 1.	No. 2.	No. 3.	No. 4.
Bear.....	Black \$12 00	\$8 00	\$4 00	\$1 00
Yearlings.....	7 00	5 00	2 00	0 30
Fisher.....	7 00	6 00	5 00	....
Fox.....	Red 3 00	2 25	1 00	0 20
.....	Cross 5 00	4 00	2 00	0 50
Lynx.....	7 00	5 00	4 00	....
Marten.....	Dark 10 00	5 00	2 00	0 50
.....	Pale 6 00	3 00	1 25	0 50
Mink.....	Dark 6 00	4 00	1 50	0 50
.....	Pale 3 25	2 50	1 50	....
Muskrat.....	Spring 0 25	0 18	0 15	0 03
Raccoon.....	1 50	1 00	0 50	0 20
Skunk.....	1 75	1 50	0 75	0 45
Weasel.....	White 35 to 50c.	for prime skins.		
Wolf.....	Timber 3 00			
.....	Prairie 1 25 to 1 50	0 75	0 35	....
Wolverine.....	5 00 to 6 00			

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
10 Front Street East.

Toronto, March 23, 1906.

Orders are coming in steadily and small lots are moving out, but there is nothing particularly startling in any line. The present season is usually a little quiet, and until the first of April there is no rush feature of business looked for. The Summer freight rates come into effect on that date, and shipments, unless particularly urgent, will not go forward until then.

Cement continues firm in price and active in demand. Builders and jobbers look to a large amount of this material to be used this year, and the probabilities are that prices will keep up pretty well.

Jute packing is very strong and there are indications of higher prices prevailing, as the demand is at present exceeding the supply.

**Axes and Handles**—Business quiet, with no change in prices.

**Cutlery and Silverware**—A sorting trade is being done.







**Galvanized Iron**—Conditions are much the same as at our last report. Prices are held very steady. Our prices are as follows: Queen's Head, 28 gauge, \$4.25; 26 gauge, \$4; 22 to 24 gauge, \$3.75; 16 to 20 gauge, \$3.50; Apollo, 28 gauge, \$4.10; 26 gauge, \$3.85; 22 and 24 gauge, \$3.85; 16 to 20 gauge, gauge, \$3.85; 22 to 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Comet, 28 gauge, \$4.10 to \$4.35; 26 gauge, \$3.85; 22 and 24 gauge, \$3.60; 16 to 20 gauge, \$3.35; Bell brand, 28 gauge, \$4.20 to \$4.25; Gorbals' "Best Best," 28 gauge, \$4.10; "Windmill Best," 28 gauge, \$3.95; Sword and Torch, 28 gauge, \$4.05; in less than case lots, 25c. extra.

**Black Sheets**—Our prices remain as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—Prices in England have risen about £2. As there is almost no stock of this metal here, however, this has not forced up Canadian prices, which, at present are purely nominal. The main difficulty is in obtaining deliveries. We quote from 18 1-2 to 19c. for Cookson's.

**Tin Plates**—Quotations are steady as follows: Cokes, base size, i.e. 14 x 20, \$4; charcoal, base size, i.e. 14 x 20, \$4.25.

**Terne Plates**—There is at present a serious difficulty in securing deliveries on these goods. It is felt the more keenly, as this is the season for the greatest consumption. Jobbers have been compelled, on this account, to raise their prices, and we now quote \$7.00.

**Ingot Zinc**—Conditions are about the same as at our last report. We quote: 7c. to 7 1-4c.

**Sheet Zinc**—The market is not steady, but ruling prices are: \$7.50 in casks, \$7.75 in less than casks.

**Sheet Lead**—We still quote: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—The price remains steady at \$2.05 f.o.b. Montreal.

**Old Material**—We quote as follows: Copper wire, 14 1-2c.; light copper, 13 3-4c.; heavy red brass, 13; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 90c. to \$1 per 100 lbs.; old rubbers, 6 7-8c. to 7 1-8c.

## ONTARIO.

Office of HARDWARE AND METAL,  
10 Front Street East,

Toronto, Feb. 24, 1906.

Increased activity in buying is shown this week and the demand for both ingots and sheets is greater than for some time. A fair quantity is called for delivery at once, but the bulk of the business is for future delivery. With the demand heavier, and no very large stocks, prices are necessarily firm. Buyers, too, are getting more used to the high quotations prevailing recently. Indications point to most of the stiffness in prices being well maintained during the Summer.

While there have been no changes in prices, both iron and tin are held very firm, light stocks of bar iron being reported. Outside markets report tin very high and locally, considerable strength is developing. Copper and brass are both meeting with a better demand and prices are well maintained, with a feeling that higher figures will have to be paid for stocks later on. Lead also is strengthening, and higher prices are looked for.

**Pig Iron**—Some sales are being made with many inquiries for delivery in the Spring. A large tonnage is looked for during the Summer.

Middleboro, f.o.b. Toronto.....	\$21 50	\$22 50
Hamilton, No. 1, at furnace.....	20 20	20 20
No. 2, ".....	20 00	20 00
Midland, No. 1, ".....	20 50	20 50
No. 2, ".....	20 00	20 00
Radnor, at furnace.....	30 00	30 00
Londonderry, f.o.b. Toronto, No. 1.....	22 00	22 00
No. 2.....	21 50	21 50

**Bar Iron**—Although the demand is brisk and stocks light, quotations are as follows: \$2.10 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—The local market is active and strong. Prices remain unchanged, however, and we still quote: 40c. per pound.

**Tin Plates**—Indications point to much stronger conditions.

**Galvanized Sheets**—There is a good demand with conditions very much as they have been for some time.

**Brass**—There is more business being done, and the increasing strength of copper has a tendency to strengthen brass.

**Boiler Plates and Tubes**—The demand is reported steady, and we quote: Plates per 100 lbs., \$2.20; heads, per 100 lbs., \$2.45; tubes, per 100 feet, 1 1-2 inch, \$8.50; 2, \$8.70; 2 1-2, \$10.50; 3, \$11.80; 3 1-2, \$15.80; 4, \$20.00. Terms, 2 per cent off.

**Lead**—More activity has developed, and the market is regaining its former strength. The alleged shortness in the supply would indicate that prices will advance considerably if the shortage proves true. We still quote as follows: Canadian pig lead at \$4.40 and English pig at \$4.65 per 100 lbs., with bar lead at \$5 per 100 lbs.

**Zinc Spelter**—Conditions are unchanged from last week. We quote: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—The market is active and a stronger demand is developing. We quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—Stocks are completely exhausted and there is nothing offering. We quote a nominal price of 18 1-2c.

**Old Material**—The continued open Winter has had a tendency to weaken the scrap iron market. Foundries have usually taken large quantities at this time of year, but as pig iron is being freely transported, scrap iron has consequently weakened. Dealers' buying prices are as follows: Heavy copper and wire, 14 1-2c. per lb.; light copper 13c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10 to \$10.50, No. 2 wrought \$3

to \$5; machinery cast scrap, \$13.50 to \$14; stove plate, \$10; malleable and steel \$5; old rubbers, 7 1-4c. per lb.; country mixed rags, \$1 to \$1.25 per 100 lbs., according to quality.

**Coal**—Conditions remain practically the same despite the unsettled state of affairs in the States. Prices are unchanged. Anthracite in cars at bridges, grate, \$5.25 per gross ton; pea, \$3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, \$1.50; 3-4 inch, \$1.40, run of mine, \$1.30, nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.60; 3-4 inch, \$2.50; mine run, \$2.40; slack, \$2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## LONDON METAL MARKETS.

From Metal Market Report, March 21, 1906.

**PIG IRON**—Cleveland warrants are quoted at 47s. 10<sup>1</sup>/<sub>2</sub>d and Glasgow standard warrants at 47s. 10d, making prices as compared with last week 10<sup>1</sup>/<sub>2</sub>d lower for Cleveland warrants and 11d lower for standard warrants.

**TIN**—Spot tin opened firm at £168, futures at £166 5s., and after sales of 240 tons of spot and 110 tons of futures closed easy at £167 12s. 6d for spot, £165 17s. 6d for futures, making prices compared with last week 12s. 6d higher on spot and 10s. higher on futures.

**COPPER**—Spot copper opened firm at £81 2s. 6, futures £17 12s. 6d and after sales of 400 tons of spot and 200 tons of futures closed steady at £81 6s for spot and £78 15s. for futures making price as compared with last week £1 5s. higher on spot and 10s. higher on futures.

**SPELTER**—The market closed at £24 15s., making prices as compared with last week 2s. 1d lower.

**LEAD**—The market closed at £16 1s. 3d, making price as compared with last week 1s. 3d lower.

## UNITED STATES METAL MARKETS.

Advance proofs furnished HARDWARE AND METAL by  
The Iron Age, March 22, 1906.

The iron market drifts on and the week has brought few signs of anything more stirring ahead, so far as new business is concerned. The coal situation undoubtedly is the immediately restraining factor, and it covers for the time influences of a more permanent significance. Preparations for a strike affecting at least three states in the bituminous territory go on, the coke market reflecting them in a slight advance.

Pig iron buyers do not appear concerned about the possible effect of a coal strike, at least there is no buying that is recognized as precautionary. Leading southern producers of foundry iron maintain their prices, while consumers wait. The buying at concessions involves but small tonnage. Northern foundry iron is weaker in the Central West. Negotiations between the steel corporation and the Bessemer Pig Iron Association for second quarter iron will be taken up shortly. It is likely that purchases in



## Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, March 23, 1906.)

Office of HARDWARE AND METAL

Room 511, Union Bank Building

Winnipeg, Man.

the second quarter will be month by month.

Then, with its production at the unprecedented rate of 48,000 tons of ingots a day the steel corporation is being pressed for more steel by one important subsidiary. Specifications on contracts in all finished lines are at a record rate and the lighter materials accumulations against Spring demand are still impossible.

The Pennsylvania Railroad has not bought 15,000 tons of open hearth steel rails, as widely reported. It has several thousand tons of such rails in track for experimental purposes, and if results are as favorable as anticipated will undoubtedly use considerable quantities. The Southern mill is filled up to February, 1907, and any quantity of open hearth rail business taken by other mills would mean the shipment of steel from open hearth plants to rail mills and its reheating.

The rail trade is a conspicuous exception to the general market condition. Each week adds heavily to the bookings of the mills, and the production record of 1906 now promises to go well beyond the 3,300,000 tons of 1905. In the present week the Northern Pacific has bought 30,000 tons, the Great Northern 20,000 tons, the Lake Shore 15,000 tons and the Santa Fe 7,000 tons, while trolley lines and miscellaneous business have brought the total beyond 100,000 tons. The light rail trade is in exceptionally good condition.

Plate mill capacity is more in evidence and in some cases prompt business would be welcome.

Pipe line work projected includes 21 miles in Washington county, Pa., for the Carnegie Steel Company natural gas department. About 4,000 tons will be required.

A cloud on the lake ore situation is the issue raised in the past week by the longshoremen's union, which controls the dock labor at Lake Erie ports. The dock managers are told by the longshoremen that no agreement can be made until the lake carriers consent to recognize the mates' union. Apart from this complication there are unexpected obstacles to an early opening of navigation in the ice formed in March in the channels between upper lakes.

The steel corporation and other important Lake Superior iron mining interests have advanced wages, beginning March 1, the average being about 7 per cent.

A slight improvement is noted in the Russian manganese ore situation, but it will require many months to right it fully.

Henry J. Fuller, president of the Canadian Fairbanks Company, Limited, has returned to Montreal after a four weeks' visit to the branch houses of the company at Toronto, Winnipeg and Vancouver.

The Canadian Dairy Supply Company, which has heretofore been operating under Quebec charter, has been incorporated under Dominion charter with a capital stock of \$125,000 for the purpose of carrying on their usual business of manufacturers and dealers in dairy supplies, etc., throughout Canada. The provisional directors are Joseph Ward, J. S. Clunie, Joseph D. Plante, W. Bashaw and Simon Senecal, with chief place of business at Montreal.

## Abbreviated Market Notes for Current Week.

Canada Plates have declined.

Cut Nails reduced 30c. per keg.

Dleston Saws, discount increased to 20 per cent.

Auger Bits, discount increased to 70 per cent.

Game Traps, discounts on "Victor" now 65 and 10 per cent.

Spring trade is now in full swing, and local jobbing houses are kept busy handling the rush of orders. Values are steady in most lines, but there have been a few trifling changes, as noted above. The most interesting is a decline in cut nails and it will be interesting to see whether this reduction will be sufficient to create any demand. For some months no cut nails have been selling because of the relatively high price as compared with wire nails.

Game Traps—As noted above, the discounts on "Victor" traps are now 65 and 10 per cent. The season is now practically over and hence the change will have little effect at present. Quotations are as follows:

Screen Wire Cloth—As noted last week the price of screen wire cloth for 1906 is same as 1905, viz. \$1.55 per 100 square feet.

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	66½ p.c.
Newhouse, ".....	35 p.c.
Beal.....	\$7 each

Lanterns—Prices are quoted as follows:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

Bluestone—Selling well at \$6.25 to \$6.50 per cwt.

Wire—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8.....	\$3 39 9... \$4 50 2 90
" " 10.....	3 50 12... 3 10
" " 13.....	3 20 14... 3 90
" " 15.....	4 45 16... 4 60
Plain twist.....	3 00
Staples.....	1 50
Oiled annealed wire, 10.....	\$2 96 11... \$3 02
" " 12.....	3 10 13... 3 20
" " 14.....	3 30 15... 3 45
Annealed wires (uncoiled) 100. less.	

Horseshoes—Quotations are as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
" " No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
" " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " No. 2 and larger.....	4 75

Horsenails—Revised list and discounts are now as follows:

per lb.		per lb.	
No. 10.....	\$0 20	No. 6.....	\$0 28
" 9.....	0 22	" 5.....	0 32
" 8.....	0 24	" 4.....	0 40
" 7.....	0 26		

Discounts are quoted as follows:  
 "C" brand, 40, 10 and 7 1-2 per cent.  
 "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

Wire Nails—Steady at \$2.60 per keg.

Cut Nails—The price has been reduced to \$2.70 per keg.

Pressed Spikes—Prices are as follows:

Pressed spikes, ½ x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " ¾ x 6, 7 and 8.....	4 10
" " 7-16 x 7 and 9.....	4 00
" " ½ x 8, 9, 10 and 12.....	3 90
" " ¾ x 10 and 12.....	3 75

Screws—With the return of the building season there is an increased demand. Discounts are still as follows:

Screws, flat head, iron, bright.....	85 and 10 p.c.
Round " ".....	80 p.c.
Flat " brass.....	75 and 10 p.c.
Round " ".....	70 and 10 p.c.
Coach " ".....	70 p.c.

Nuts and Bolts—Discounts are unchanged and continue as follows:

Bolts, carriage, ¾ or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, ¾ and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.
Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2½c. "
Hex " case lots.....	3c. "
" " smaller lots.....	2½c. "

Rivets—Quoted now as follows:

Rivets, iron.....	60 and 10 p.c.
Copper, No. 8.....	34½
" No. 12.....	40

Coil Chain—Unchanged in price. We quote:

Coil chain—	
3-16 inch....	\$1 25 ¼ inch... \$7 20
5-16 inch....	5 20 ¾ inch.... 4 60
7-16 inch....	4 45 1 inch.... 4 30
¾ inch....	4 10 1½ inch.... 4 00

Shovels—Discounts on spades and shovels continue 40 and 5 per cent.

Harvest Tools—Discounts are now 60 and 5 per cent.

Axe Handles—Quoted as follows:

Axe handles, turned, s.g. hickory, doz... ..	\$3 15
No. 1.....	1 90 No. 2..... 1 60
Octagon extra. 2 30	No. 1..... 1 60

Axes—Prices are quoted as follows:

Bench axes, discount off list.....	25 p.c.
Broad " ".....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model ".....	8.50
Black Prince ".....	7.25
Black Diamond ".....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian, ".....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King per doz.....	11.00

Butts—The discount on wrought iron butts is 70 per cent.

Churns—The discounts from list prices are 45 and 5 per cent.

Chisels—Quoted at 70 per cent. off list prices.

Auger Bits—The discount has been increased to 70 per cent. off list.

Blocks—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.



**Fittings**—Discounts continue as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T's and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	55 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.

**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T" and strap hinges is 65 per cent. off list prices.

**Hooks**—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " " per doz.....	1.70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

**Wringers**—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

**Files**—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62½ p.c.

**Building Paper**—Prices are as follows:

Joliette, plain.....	40c.
" tarred.....	65c.
Cyclone, plain.....	55c.
" tarred.....	80c.
Anchor, plain.....	55c.
" tarred.....	65c.
Pure fibre, plain.....	60c.
" tarred.....	80c.

**Tinware, Etc.**—Quoted as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" plain.....	75 and 2½ p.c.
" pieced.....	30 p.c.
Japanned ware.....	37½ p.c.
Enamelled ware, Famous.....	50 p.c.
" Imperial.....	50 and 10 p.c.
" (one coat).....	60 p.c.
" Premier.....	50 p.c.
" Colonial.....	50 and 10 p.c.
" Royal.....	60 p.c.
" Victoria.....	45 p.c.
" White.....	45 p.c.
" Diamond.....	50 p.c.
" Granite.....	60 p.c.

**Cordage**—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lathyrus.....	11 25
Cotton rope, per lb.....	00 21

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

**Vises**—Prices are quoted as follows:

" Peter Wright," 30 to 34.....	14½c. per lb.
" " 35 to 39.....	14c.
" " 40 and larger.....	13½c.

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$6. The "1904" sheep shearing machines are sold at \$13.60.

**Ammunition, Etc.**—We quote:

Ammunition, cartridges, Dominion R.F.....	50 and 5 p.c.
" Dominion, C.F., pistol.....	30 p.c.
" military.....	20 p.c.
Ammunition, cartridges, American R.F.....	33½ p.c.
C.F. pistol.....	5 p.c.
C.F. military.....	10 p.c. advance.

**Loaded shells:**

Dominion Eley's and Kynoch's soft,	
12 gauge.....	
black.....	16 50
chilled, 12 gauge.....	17 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	20 50
Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F., keg, Hamilton.....	4 75
F.F.G., Dupont's.....	5 00

**Iron and Steel**—We quote:

Bar iron (basis).....	2 70
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100lb.....	9 50
Jessop.....	13 00

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

**Pig Lead**—The price is steady since the recent reduction to \$4.85 for small orders. Large buyers can obtain a closer margin.

**Iron Pipe**—Quotations are:

Black iron pipe, ½ inch.....	....
" ¾ ".....	2 5
Black iron pipe, ¾ inch.....	2 85
" 1 ".....	3 15
" 1 ¼ ".....	4 00
" 1 ½ ".....	5 75
" 2 ".....	7 85
" 2 ½ ".....	9 40
" 3 ".....	12 90

**Galvanized Iron**—Gauge 24 Queen's head is now quoted at \$4.65, the same price as gauge 26. Prices are:

Apollo, 16 gauge.....	3 90
18 and 20 gauge.....	4 10
22 and 24 gauge.....	4 45
26 gauge.....	4 40
28 gauge.....	4 65
30 gauge or 10½ oz.....	4 95
Queen's Head, 24 gauge.....	4 65
26 gauge.....	4 65
28 ".....	4 90

**Tin Plates**—We now quote as follows:

Tinplate, 1C charcoal, 20 x 28, box.....	9 50
" IX ".....	11 50
" XXI ".....	13 50

**Terne Plates**—Quoted at \$9.00.

**Canada Plates**—The price has been reduced 35 cents per box both for half polished and for polished plates. Quotations now are:

Canada plate, 18 x 21, 18 x 24.....	3 15
Canada plate, 20 x 28.....	3 40
Canada plate, full polished.....	3 90

**Black Sheets**—Prices are:

Black Sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10

**Petroleum and Gasoline**—Prices are steady. We quote:

Silver Star, per gal.....	21¼c.
Sunlight.....	22¼c.
Eocene.....	24¼c.
Pennoline.....	25¼c.
Crystal Spray.....	24¼c.
Silver Light.....	22¼c.
Gasoline, 70-72 (Engine).....	25¼c.
(In barrels f.o.b. Winnipeg.)	

**Paints, Oils and Turpentine**—Spring business in paints and general painters' supplies is now very active. There is a good supply of turpentine on hand now which is a welcome change after the scarcity of a fortnight ago. We quote:

White lead (pure).....	\$6 50
Bladder putty, in bbls.....	0 02½
" in kegs.....	0 02½
Turpentine, pure in barrels.....	1 01
Less than barrel lots.....	1 09
Linseed oil, raw.....	0 66
Boiled.....	0 69

**Window Glass**—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches.....	\$2.25
26 to 40 ".....	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches.....	4.00
26 to 40 ".....	4.52
41 to 50 ".....	4.75
51 to 60 ".....	5.25
61 to 70 ".....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches.....	7.35
41 to 50 ".....	8.40
51 to 60 ".....	9.45
61 to 70 ".....	10.50
71 to 80 ".....	11.55
81 to 85 ".....	12.60
86 to 90 ".....	14.75
16 to 95 ".....	17.30
6 to 100 ".....	

## A BIG PURCHASE.

Taylor, Forbes & Co., Guelph, have purchased from H. R. Ives & Co., iron-founders, Montreal, their entire hardware business, including their patterns. The transfer has already been made and the goods forwarded to Guelph. The Taylor-Forbes Co. is keeping up its reputation of being one of the most go-ahead and enterprising concerns in Canada.

## A HINT ON COLLECTIONS.

An amusing incident occurred during the course of a discussion on "Credit and Collection Systems," in the Montreal Y.M.C.A.'s series of "Business Talks" recently.

The speaker of the evening was asked to illustrate the kind of letters he would send out to delinquent customers, and this gave rise to the following story, told by one of the audience:

A large business house in London, Eng., had just employed a Japanese clerk to look after collections. As a test of his abilities he was asked to write a "dunning" letter to one of the most notoriously "bad pay" customers on the books.

A few days later, much to the surprise of the manager, a cheque for the full amount came to hand. The manager immediately asked the new clerk what means he had adopted to gain such instant response, and the clerk, taking down the letter book, pointed to one which ran:

"Dear Sir,—Unless you remit cheque for your overdue account we shall be compelled to do something which will cause you the utmost astonishment.

"Yours truly, etc."

Have you any left-over Winter goods? A bargain table at the front of the store may help to unload them.



## PAINT AND OIL MARKETS

### TORONTO.

Office of HARDWARE AND METAL,  
10 Front Street East.

Toronto, March 23, 1906

Conditions show scarcely any change this week. White lead is very firm and still scarce, but there has been little appreciable change in prices. The report that another lead corroding works is to be established at Montreal is good news to all who have had difficulty in getting supplies during the past few months.

Both linseed oil and turpentine remain the same as previous quotations, although jobbers say there is very little in turpentine at the present high prices paid for it in the south.

On account of the continued cold spell mixed paints have somewhat lost the activity that characterized the dealing of a few days ago, but in any case the orders taken for early shipment will be much larger than in previous years.

Paris green remains in an unsettled state and there are few indications of any immediate adjustment.

**White Lead**—Ex Toronto, pure white, \$6.30; No. 1, \$5.92 1-2c.; No. 2, \$5.5; No. 3, \$5.30; No. 4, \$5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, \$5.40.

**Red Lead**—Genuine in casks of 560 lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.60; No. 1, in casks of 500 lbs., \$5.50, ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs. 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

**Single Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

**Paris Green**—Prices have been withdrawn owing to recent advances.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 59c.; 5 to 9 barrels, 55s.; boiled, 1 to 4 barrels, 59c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, \$1.00 to \$1.02 f.o.b. point of shipment, net 30 days. For less quantities than barrels, \$1.10 per gallon will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in

barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

### MONTREAL.

Office of HARDWARE AND METAL,

232 McGill Street,

Montreal, March 23, 1906

The most interesting feature of the week in paint and oil circles is the report that a new lead corroding plant will be established in this city in the near future. In view of the difficulty which grinders have experienced in procuring dry white lead during the past few months, this news will be very welcome to consumers throughout the country.

Some of the Montreal lead grinders have been purchasing foreign lead of late, owing to the utter impossibility of procuring enough domestic material to fill their orders. As time goes on, however, the local corrodors are getting in a better position to supply the demand and if the new plant materializes the market will not be short next year.

No changes have occurred in linseed oil and turpentine. In England linseed oil experienced an advance of about £1 a few days ago, but has since gone back about 5s. The mills here, however, have been able to keep a little lower than English prices and have captured the bulk of the business.

Foreign markets show a drop in zinc oxide, which brings the price back to its former level. As the Canadian prices did not advance at the same time as the French and Belgian, there will be no change in prices here as a consequence of this latest development.

**Linseed Oil**—We quote. Raw. 1 to 4, barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c. f.o.b., Montreal, net 30 days.

**Turpentine**—Prices are still firmly held at the following figures: Single barrel, 98c. per gallon; two barrels or over, 97c.; for smaller

quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

**Ground White Lead**—We give prices as follows: Best brand Government standards, \$6.00 to \$6.25; No. 1, \$5.65 to \$5.90; No. 2, \$5.30 to \$5.65; No. 3, \$5.05 to \$5.30, all f.o.b. Montreal.

**Dry White Zinc**—A drop in foreign markets has not affected the Canadian dealers. Prices here are still quoted as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc** (ground in oil)—We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We quote as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—Prices are firmly held as follows: Genuine red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Prices range from \$1.20 to \$1.40 per gallon.

**Castor Oil**—The market is firm at the following prices: Firsts in cases 8 1-2c., in barrels 8c.; seconds, in cases 8c., in barrels, 7 1-2c.

**Refined Petroleum**—Our prices are as follows: American water white, 17c.; Canadian prime white, 15 1-2c.; astral, 20c., ex warehouse.

**Paris Green**—New prices have not yet been issued and meanwhile quotations can only be obtained from the dealers direct.

**Window Glass**—The market shows merely a state of expectancy, as all the large dealers are awaiting arrival of their first orders from European manufacturers. We quote prices: —NN— : facturers. We quote: First break, 50 ft., \$2.10; second break, \$2.20; first break, 100 feet, \$4.00; second break, \$4.20; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5.00; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8.00, and seventh do., \$9.00. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00; and twelfth do., \$28.50.



## PLUMBING MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 23, 1906.

A gradually increasing business in plumbing and steamfitting supplies is reported by all the jobbing houses in this city. No particular lines are specialized, and the demand is well distributed.

The iron pipe situation remains a puzzling one. Dealers here are not selling any quantities where the competition of Toronto houses is felt, as they refuse to throw away their goods at the cut prices ruling in the west.

There seems no justification for the conditions existing in that part of the country. Iron pipe is being sold by the makers at very stiff prices—higher than for a long time past—and, if jobbers were buying now, they could not dispose of many sizes at present cut prices, without positive loss.

Meanwhile, the Montreal supply houses are content with a slightly diminished output in this line. They do not show the slightest disposition to participate in the price war.

**Range Boilers**—There is a fairly good turnover, with prices steady. We quote prices as follows: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.50; 35 gallon, \$27; 40 gallon, \$30.75 net.

**Lead Pipe**—As pig lead has been firming up during the past week, prices in pipe are stronger at time of writing. Our discounts are as follows: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Business continues good. We quote: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—Conditions here are much the same as at our last reports. Western jobbers are said to be endeavoring to steady their market, and when prices get on a more equitable basis there, the Montreal supply houses will no doubt increase their output. We quote as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and

upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inches, \$30.00; 1 1-2 inches, \$36.00; 2 inches, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—Business is opening up strongly. Our quotations are as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—Sales are larger at steady prices. We still quote: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder) 18c.

**Enamelware**—Market conditions show no change since our last report. We quote prices as follows: Canadian bath tubs, plate E 1, 5 feet, 1st quality, \$20.65, special \$18.65; plate E11 and E21, 5 feet, 1st quality, \$19.15, special, \$17.15; plate E35, 5 feet, 1st quality, \$24.65, special \$22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, \$22.25; 3 inch rim, \$29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, \$2.60, special \$2.45.

### TORONTO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto March 23, 1906.

The demand for iron pipe is increasing as the season advances. The price cutting has ceased and quotations are again normal. The cutting was particularly severe in the smaller sizes of piping, which in many cases were sold at actual cost, not even allowing anything for teaming and handling. This condition of things was of course soon bound to run its limit and find a readjustment.

All lines of plumbing goods have been in active demand this week. Finishing goods, particularly, have gone out quite freely to complete the work that has been roughed in during the Winter. Shipments of general supplies are being got ready in anticipation of an early opening of navigation on the upper lakes. The opening up of the lower lake navigation is also being felt in increased business.

New lists of bath tubs are published this week, which include a 50-cent

charge for crating. A good demand is being experienced for these goods.

**Lead Pipe**—There is no change in lead pipe prices, and conditions remain pretty much the same. We quote: Lead pipe, 8c.; discount, 20 per cent.

**Soil Pipe and Fittings**—Soil pipe is being more extensively used as the season opens up, with prices stationary. We quote: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—A further advance in price has been made during the week, and a good demand is being experienced. We quote as follows: Black, 1 inch pipe, \$4.37; galvanized, 1 inch pipe, \$6.02. See current market quotations for other sizes.

**Iron Pipe Fittings**—An active trade is being done in these goods. Figures remain as before. We quote as follows: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—No change in prices to report. Business rather quiet. We quote: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Radiators**—The demand for radiators is not large at present. Prices remain the same. Our quotations are as follows: Hot water, 47 1-2 per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

**Solder**—Prices are firm and a good demand has been experienced. Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enamelware**—A good demand is reported in this line, both for new contracts, and for the completion of work roughed in during the past weeks. We quote as follows: Plate E1, 5 feet, first quality, \$20.65, special \$18.65; plate E11, 5 feet, first quality, \$19.15, special \$17.15; plate E21, 5 feet, first quality, \$19.15, special \$17.15; plate E35, 5 feet, first quality, \$24.65, special \$22.40. Fittings extra.



Carriage, No. 1 .....	1 50	1 60
Pale durable body.....	4 10	4 25
"    rubbing .....	2 85	3 20
Gold size, japan.....	1 50	1 60



Elastic oak .....	1 50	
Furniture, extra .....	1 10	1 25
No. 1 .....	0 90	1 00
Hard oil finish .....	1 35	1 50
Light oil finish .....	1 60	1 70
Damar .....	1 75	2 00
Shellac, white .....	2 40	2 50
orange .....	2 30	2 40
Surpentine, brown japan .....	1 10	1 20
black japan .....	1 10	1 20
No. 1 .....	0 85	0 90
Elastilite varnish, 1 gal. can, each ..	2 00	
Granitine floor finish, per gal. ..	2 00	
Maple Leaf coach enamel; size 1, \$1.20		
size 2, 70c.; size 3, 40c. each ..	2 00	
Sherwin-Williams' kopal varnish, assorted		
case, from 1 gal., \$2.50 ..	2 00	
Canada Paint Co's sun varnish ..	2 00	
Copaline, per gal. can ..	2 40	
Kyanize "Interior Finish" ..	1 80	
"Flint-Lac" coach ..	2 00	
"Gold Medal," per gal., in cases ..	2 00	
GLUE.		
Common .....	0 08	0 08½
French medal .....	0 10	0 14
White, extra .....	0 16	0 18
Strip .....	0 18	0 20
Coopers .....	0 19	0 20
Ground .....	0 12	0 16

## HARDWARE.

## AMMUNITION.

## Cartridges.

B. B. Cape Dominion, 50 and 55 per cent. American \$2.00 per 1000.	
C. B. Cape American, \$5.60 per 1000.	
Rim Fire Pistol, discount 30 p.c., American.	
Rim Fire Cartridge, Dominion, 50 and 5 p.c. Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.	
Central Fire Pistol and Rifle, list net Amer.	
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.	
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.	
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.	
Brass Shot Shells, 55 per cent.	
Primers, Dom., 30 per cent.; American \$1.75	

## Wads, per lb.

Best thick brown or grey felt wads, in ½-lb. bags .....	\$0 70	
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges ..	0 29	
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges ..	0 20	
Thin card wads, in boxes of 1,000 each, 10 gauge ..	0 25	
Chemically prepared black edge grey cloth wads, in boxes of 250 each—		
11 and smaller gauge ..	Per M.	
9 and 10 gauges ..	0 70	
7 and 8 ..	0 90	
5 and 6 ..	1 10	
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—		
11 and smaller gauge ..	1 15	
9 and 10 gauges ..	1 40	
7 and 8 ..	1 65	
5 and 6 ..	1 90	

## ADZES.

Discount 22½ per cent.

## ANVILS.

Wright's, 80-lb. and over .....	0 10½	
Hay Budden, 80-lb. and over .....	0 09½	
Brook's, 80-lb. and over .....	0 11½	

## APPLE PARERS.

Woodyatt Hudson, per doz., net .....	4 50	
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## AUGERS.

Gilmour's, discount 60 per cent. off list.

## AXES.

Chopping Axes .....		
Single bit, per doz. ....	7 00	10 00
Double bit, " .....	10 00	18 00
Bench Axes, 40 per cent. ....		
Broad Axes, 25 per cent. ....		
Hunters' Axes .....	5 50	6 00
Boys' Axes .....	6 25	7 00
Splitting Axes .....	7 00	12 00
Handled Axes .....	10 00	
Red Ridge, boys', handled ..	5 75	
hunters' ..	5 25	
Underhill American Bench Axes, 40 p.c.		

## AXLE GREASE.

Ordinary, per gross .....	6 00	7 00
Best quality .....	10 00	12 00

## BELLS.

## Hand.

Brass, 60 per cent. ....		
Nickel, 55 per cent. ....		

## Cow.

American make, discount 63½ per cent.		
Canadian, discount 45 and 50 per cent.		

## Door.

Gongs, Sargent's .....	5 50	8 00
"Peterboro", discount 60 and 10 per cent. off new list.		

Farm.		
American, each .....	1 35	3 00
House.		
American, per lb. ....	0 35	0 40
BELTING.		
Extra, 60 per cent. ....		
Standard, 60 and 10 per cent.		
No. 1, not wider than 6 in., 60, 10 and 10 per cent.		
Agricultural, not wider than 4 in., 75 per cent.		
BITS.		
Auger.		
Gilmour's, discount 60 per cent.		
Rockford, discount 50 and 10 per cent.		
Jennings Gen., net list.		
Car.		
Gilmour's, 47½ per cent.		
Expansive.		
Clark's, 40 per cent.		
Gimlet.		
Clark's, per doz. ....	0 65	0 90
Diamond, Shell, per doz. ....	1 00	1 50
Nail and Spike, per gross. ....	2 25	5 20
BLIND AND BED STAPLES.		
All sizes, per lb. ....	0 07½	0 12

## BOLTS AND NUTS

Carriage Bolts, common (\$1 list		Per cent.
" " ½ and smaller ..	60	and 10
" " 7-16 and up ..	55	and 5
" " full sq. (\$2.40 list) ..	60	
" " Norway Iron (\$3 list) ..	60	

Machine Bolts, all sizes, ½ and less ..	55	and 5
Machine Bolts, 7-16 and up ..	55	and 5
Plough Bolts ..	55	and 5
Blank Bolts ..	55	and 5
Bolt Ends ..	55	and 5
Sleigh Shoe Bolts ..	70	
Coach Screws, cone point ..	70	and 5
Nuts, square, all sizes, 4c. per lb. off.		
Nuts, hexagon, all sizes, 4c. per lb. off.		
Stove Rods per lb., 5½ to 6c.		

## BOOT CALKS.

Small and medium, ball .....	per M	4 25
Small heel .....		4 50

## BRIGHT WIRE GOODS.

Discount 62½ per cent.

## BUTCHERS' CLEAVERS.

German .....	per doz.	6 00	9 00
American .....		12 00	18 00

## BUILDING PAPER, ETC.

Tarred Felt, per 100 lb. ....	2 00	
Ready roofing, 2-ply, not under 45 lb. per roll ..	0 95	
Ready roofing, 3-ply, not under 65 lb. per roll ..	1 20	
Carpet Felt ..	per ton	50 00
Heavy Straw Sheathing ..	per ton	35 00
Dry Surprise ..		0 42½
Dry Sheathing ..	per roll, 400 sq. ft.	0 40
Tar ..	" 400 "	0 50
Dry Fibre ..	" 400 "	0 55
Tarred Fibre ..	" 400 "	0 65
O. K. & I. X. L. ..	" 400 "	0 70
Resin-coated ..	" 400 "	0 45
Oiled Sheathing ..	" 600 "	1 00
Oiled ..	" 400 "	0 70
Roof Coating, in barrels ..	per gal.	0 17
Roof ..	small packages	0 25
Refined Tar ..	per barrel	5 00
Coal Tar ..		4 00
Coal Tar, less than barrels ..	per gal.	0 15
Roofing Pitch ..	per 100 lb.	0 80
Slater's felt ..	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax ..		37 50

## BULL RINGS.

Copper, \$1.30 for 2½-inch, and \$1.70		
--	--	--

## BUTTS.

Wrought Brass, net revised list.

## Cast Iron.

Loose Pin, discount 60 per cent.

## Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.		
Loose Pin, discount 70 to 70 and 5 per cent.		

## CARPET STRETCHERS.

American .....	per doz.	1 00	1 50
Bullard's .....		6 50	

## CASTORS.

Bed, new list, discount 55 to 57½ per cent.		
Plate, discount 52½ to 57½ per cent.		

## CATTLE LEADERS.

Nos. 32 and 33 ..	per gross	7 50	8 50
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## CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump.....per cwt.	0 60	0 65
Red .....	0 05	0 06
Crayon.....per gross	0 14	0 18

## CHISELS.

## Socket, Framing and Firmer.

Broad's, discount 70 per cent.		
Warnock's, discount 70 per cent.		
P. S. & W. Extra, discount 60 and 10 per cent.		

## CLOTHES REELS.

Davis Clothes Reels, dia. 40 per cent.

## CONDUCTOR PIPE.

## Plain or Corrugated.

3-inch .....	per 100 feet	3 00
4 " ..	" "	4 00
4 " ..	" "	5 25
5 " ..	" "	6 75
5 " ..	" "	9 00

## COPPER AND NICKEL WARE.

Copper boiler, kettles, teapots, etc., 15 per cent.

Copper pitta, 35 per cent.

## CROSSCUT SAW HANDLES.

S. & D., No. 3 ..	per pair	0 15
S. & D., " 5 ..	" "	0 22½
S. & D., " 6 ..	" "	0 15
Boynton pattern ..	" "	0 20

## DOOR SPRINGS.

Torrey's Rod.....	per doz.	....	1 75
Coil, 9 to 11 in.....	"	0 95	1 65
English.....	"	2 00	4 00

## DRAW KNIVES.

Coach and Wagon, discount 70 per cent. new list.

Carpenters' discount 70 per cent.

## DRILLS.

Hand and Breast.

Miller's Falls, per doz., net list.

## DRILL BITS.

Morse, discount 37½ to 40 per cent.

Standard, discount 50 and 5 to 55 per cent.

## FAUCETS.

Common, cork-lined, discount 35 per cent.

## EAVETROUGHS.

10-inch ..... per 100 ft. | 3 00 |

ELBOWS (stovepipe.)

5 and 6-inch, common ..	per doz.	1 32
7-inch ..	" "	1 48
Polished, 15c. per dozen extra.		

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.

Diamond, Famous, Premier, discount 50 and 10 per cent.

Pearl, Imperial Crescent, discount 60 and 10 per cent.

Premier steel ware, 40 per cent.

"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list.

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western ..	70 and 10 cent.
Arcade ..	" 10 "
Kearney & Foot ..	" 10 "
Dixson's ..	" 10 "
American ..	" 10 "
J. Barton Smith ..	" 10 "
McClellan ..	" 10 "
Eagle ..	" 10 "
Nicholson ..	66½ "
Royal ..	80 "
Globe ..	70 to 75 "
Black Diamond, 60 and 10 to 60, 10 and 5 per cent.	
Jowitt's, English list, 27½ to 30 per cent.	

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26 ..	\$4 25	\$6 25
26 to 40 ..	4 65	6 75
41 to 50 ..	5 10	7 50
51 to 60 ..	5 35	8 50
61 to 70 ..	5 75	9 75
71 to 80 ..	6 25	11 00
81 to 85 ..	7 00	12 50
86 to 90 ..		15 00
91 to 95 ..		17 50
96 to 100 ..		20 50
101 to 105 ..		24 00
106 to 110 ..		27 50

For less than 100 feet of one size, pane list less 33½. Terms 90 days net 2½ 30 days.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ..	each	1 65	2 40
--------------------------	------	------	------

GILLETT'S POWDERED LYE.

1-case, \$3.70; 3-case, \$3.60; 5-case and over \$3.50.

HEAD HALTERS.

Jute Rope, ½-inch .. per gross | 9 00 |

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic ..... per doz. | 1 10 |

Sledge.

Canadian ..... per lb. | 0 07 | 0 |

Ball Pen.

English and Canadian, per lb. ....  | 0 22 | 0 25 |

HANDLES.

Axe, 2nd growth, per doz. net ..  | 3 00 | 4 00 |

Store door .. per doz. | 1 00 | 1 50 |

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American ..... per doz. | 1 00 | 1 25 |

Plane.

American ..... per gross | 3 15 | 3 75 |

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door ..	8 00	10 00
Stearns, 4-inch ..		4 50
" 5-inch ..		6 00
Zenith ..		9 00
Acme, 4-inch ..		5 00
" 5-inch ..		6 50
Atlas, No. 0 ..		5 00
" 1 ..		5 50
" 2 ..		6 00



144

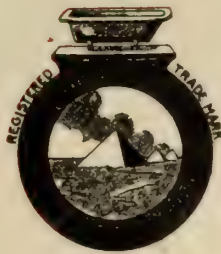


*The* **Standard IDEAL Sanitary Co.** *Ltd.*

MANUFACTURERS OF

CAST IRON

# Porcelain Enameled WARE



Our  
Illustrated Catalogue  
Mailed  
on Request

CAST IRON

## PORCELAIN ENAMELED

BATH TUBS.....  
LAVATORIES.....  
SINKS.....  
FACTORY RANGE CLOSETS.....  
URINAL WASH-DOWN RANGES.....  
LAUNDRY TUBS.....  
SLOP HOPPERS.....  
.....Etc., Etc.....

## PEDESTAL LAVATORY



PLATE E 100

A  
COMPLETE LINE  
IN

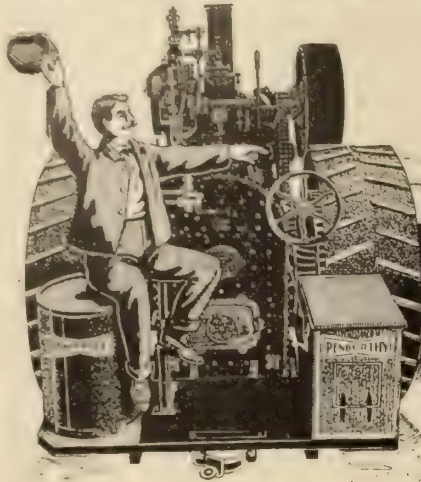
# Cast Iron Porcelain Enameled Ware

HEAD OFFICE AND FACTORY:

## PORT HOPE, CANADA



PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



FOR SALE BY ALL LEADING JOBBERS AND DEALERS

WATER GAUGES  
GAUGE COCKS  
AIR COCKS  
CYLINDER COCKS

GENUINE  
**PENBERTHY**  
AUTOMATIC  
INJECTORS

STEAM WHISTLES  
OIL AND GREASE CUPS  
PLAIN ENGINE LUBRICATORS  
FORCE FEED OIL PUMPS

## Practical Goods for Practical People

A good Engineer will always insist on **Penberthy Brasses**. Why? Because he recognizes a substantial article and wants the best. Mr. Dealer: Have you put in that order for **PENBERTHY** Brasses? If not, let us hear from you, we can save you money. Penberthy Brasses, like Penberthy Injectors, are made to give satisfaction. Please your customer by stocking the best.

**PENBERTHY INJECTOR CO., Limited, - Windsor, Ont.**

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

## Your Doubts Regarding Valves



Dec 4/06  
Baker  
will be removed if you stick to a reliable line such as we offer you.  
58  
Page 31  
customer when you supply him with a Kerr Valve.

Is it not worth something to have a clear conscience?

Would you not rather pay a few cents more for a good reliable valve, than a few cents less for an unreliable "price-cut" competition article?

We ask you to compare our Valves with other makes, and act upon the impression they produce.

There are no other makes of valves on the market made of better material, more accurately fitted, or handsomely constructed than Kerr Valves. May we have your business?

## THE KERR ENGINE COMPANY

WALKERVILLE,

Limited

ONTARIO







## HOW TO INVEST YOUR MONEY to the best advantage

A good investment is one that pays.  
The best investment is the one that  
pays the most.

Here's your chance—and no gamble  
about it either.

### The NATURO Closet

brings big returns in profits and  
increase of business.

The dealer handling the NATURO has  
sources of trade unknown to  
outsiders.

In this way he never worries about  
competition, for much business is  
thrown his way.

ANY CHANCE ABOUT THAT?  
WANT TO KNOW MORE ABOUT IT?



SEND  
FOR  
OUR  
ILLUSTRATED  
BOOKLET

THE  
NATURO  
COMPANY

Salem, N.J.

C. H. MUCKENHIRN,  
President



# GENUINE BARNES

## THREE WHEEL PIPE CUTTERS

Our Wheels are Made of Jessop Best Tool Steel Forgings



8 sizes cutting 1/8 in. to 12 in. pipe.

Made solely by **THE BARNES TOOL CO., NEW HAVEN, CONN., U.S.A.**  
SEND FOR CATALOGUE "D"

**THE AUER LAMP**  
**GASOLENE**

**200 CANDLE POWER OF CLEAR, STEADY LIGHT**

*The best and cheapest light for STORES, CHURCHES and HOMES.*

Gives more light than a dozen oil lamps for half the cost.  
Makes its own gas without smell, smoke, wicks or grease.

**Satisfaction Guaranteed. Send for Catalog.**

**AUER LIGHT CO. — MONTREAL**

*Turning Night into Day!*

That is what we are doing with

## ACETYLENE

Generated in an Eclipse Generator.

WRITE US.

**THE CONTINENTAL HEAT & LIGHT CO.**

MONTREAL

From  
"Torontonians  
as we  
see  
'em"



W. G. HARRIS, Gen. Manager

## HERE ARE TWO BABBITT METALS

**"IMPERIAL" 40c per lb.**

**No. 4 - 7c per lb.**

**"IMPERIAL"**—No engine too large or particular but this metal will serve.

**No. 4**—Our lowest metal, for much light work is excellent value.

If you want to know what we know, let us know what you want to know.

**We are Babbitt Specialists**

**THE CANADA METAL CO.**  
**TORONTO**



**Our Lines:—**

# PLUMBING GOODS

We make a full line of Brass and Iron Work for the Bath-room, Lavatory, Laundry, etc.

The "Astoria" combination is our high grade closet outfit, combining special sanitary features, has large square back bowl, large water seal, practically noiseless tank, highly polished cabinet work.

Supplied with high or low tank or Nethery patent flush valve.



The  
"Astoria"  
Low Tank  
Combination

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*Our book 4  
page 2*

## Engineers' and

# Steam Fitters' Supplies

Locomotive and Marine Brass Work

We have the goods that give satisfaction. The kind that are reliable—because they're well made, full weight and of best material.



J.M.T. Valves.  
The best for all uses.  
Made in all standard patterns.  
Sold everywhere.



The J.M.T. Injector.  
Simplicity—Efficiency.  
Fully Guaranteed.

J.M.T. Valves and Injectors.  
Iron and Brass Cocks.

Steam and Recording Gauges.  
Lubricators, Oil Cups, Steam Whistles, etc.  
Iron and Brass Pipe and General Supplies.

## Gas and Electric Fixtures

FOR ALL CLASSES OF BUILDINGS

We are continually designing new goods for special work—in combination with Art Glass, Crystal, and Hammered Brass.

Church and Marine Electric Work.



The **JAMES MORRISON BRASS MFG. CO., Limited**

89-97  
West Adelaide Street,  
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## DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The **Oshawa Steam and Gas Fittings Co.**  
Limited

Stocked by all Leading Wholesale Houses.

— **SPECIALTIES** —

Hot Air Furnaces. Sash Weights and Washers.

Fine Grey Iron Castings.

**OSHAWA, - CANADA**

Phone No.  
Parkdale 1809

Post Office and Telegraph Address  
Swansea

## The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



## VITRIFIED SALT GLAZED SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

The Dominion Sewer Pipe Co., Limited

Works : Swansea, Toronto, Ont.



Catalogue and discount sheet sent on application.

# JENKINS BROS.

**35 High Street,**

**Boston, Mass.**

**New York**

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**Chicago**

**London, E. C.**





## Mantels, Grates, Tile, etc.

A Nice Mantel  
is a fine piece  
of Furniture.

**Batty Stove and Hardware Co.**  
182 Adelaide Street West

### A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**

HESPELER - - - ONTARIO

## "PERFECT" GALVANIZED SHEETS

Is a Synonym for

**GILBERTSON'S**

**COMET**

Brand

Flat, well selected, soft and smooth, easy to work up.  
The price—Less than other high-grade brands.  
Get the prices.

MAKERS :

**W. GILBERTSON & CO., Limited,**  
PONTARDAWE, SOUTH WALES.

**Bolton, Fane & Co.**

98 Leadenhall Street, London, E.C., Eng.

# TINPLATES

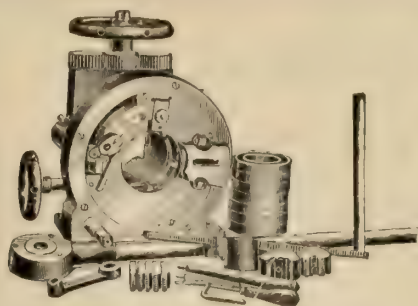
In all qualities and sizes

Bessemer Coke	"Lofoden" Brand
Selmers Coke	"Pelican" Brand
Charcoal	"Mocha" Brand
Best Charcoal	"Cardigan" Crown Brand
Staffordshire Bar Iron	B.G. Crown Brand
Galvanized Sheets	"Pelican" and "Ostrich" Brand

Boiler Plates, Rails, Fishplates, &c., &c.

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## Rapid-working

Both in threading and cutting off

## Merrell Portable Hand Machines

do better and more rapid work than other hand machines. They make quicker changes from size to size of pipe; have a greater range of work.

Four sizes—Nos. 5, 6, 9 and 11.  
No. 5 cuts and threads pipe 1 to 4 inches, inclusive; No. 6, 1 to 6 inches; No. 9, 2½ to 8; No. 11, 4 to 12 inches, inclusive.

Catalogue Sent on Request

**THE CANADIAN FAIRBANKS CO.**

Sole Agents for Canada

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MONTREAL, TORONTO, WINNIPEG, VANCOUVER

## Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

GUARANTEED

5 5 5

Y E Y  
E A E  
A R A  
R S R  
S S S

5 5 5

GUARANTEED



At the Same Price

Isn't it Best to use the Kind that are

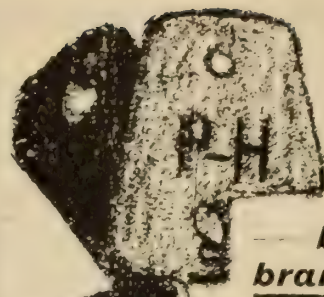
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FOR

**5 YEARS 5 YEARS 5**

BY

**GLAUBER, CLEVELAND,**  
OHIO, U S A



— buy  
branded  
pipe ;  
you're  
sure  
then —

Simply putting the brand on the pipe doesn't make it better pipe—

Unless we put the "better" into the pipe first, we'd not DARE brand it.

That brand, put right into the metal every three feet while the pipe is hot, means we guarantee the pipe's quality.

"Guarantee" means all that it ought to mean to you—and that's a lot.

Maybe you think our prices for P-H pipe show the quality we put in the goods? They don't—

This better pipe costs you just as much as the kind you buy WITHOUT any guarantee—and that the makers aren't sure enough about to brand.

Will you read the book that makes the whole story plain?

Glad to send you a copy as soon as you ask.

**Page-Hersey Iron & Tube Co.**

GUELPH, - ONTARIO



## THE DOUBLE TAPER

is found on all GENUINE Armstrong dies. This is but one of the valuable details that make Armstrong pipe tools and machines the world's standard.

Complete catalogue on request

**ARMSTRONG MAN'G. CO.**  
Bridgeport, Conn.



## You Profit Because Half an Hour Does a Day's Work—

That's the difference between getting an Oxford Boiler ready to connect up and getting another kind.

If that one point alone doesn't put a five dollar difference in your pocket, why doesn't it?

We put the Oxford Hot Water Boiler together so far that there's very little for you to do before you can get started on the radiator connection end of the job.

Ever see another boiler that didn't take you half a day to put together?

And when you get an Oxford Boiler put together, you won't have to go back over the job.

That's one point in twenty why it pays you to handle the Oxford Hot Water Boiler.

Why don't you write and ask for the other nineteen?

**The  
Gurney  
Foundry  
Co., Limited**

**TORONTO  
WINNIPEG  
VANCOUVER**

THE GURNEY-MASSEY CO., Limited, Montreal, Que.  
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

**T**HE Oxford Push Nipple doesn't merely save you work— It saves the buyer that endless trouble that comes from rubber gasket joints. If you don't suffer because of leaky joints, who does? You've **got** to guarantee every boiler somehow — wouldn't it pay better to guarantee the one that's guaranteed to you? Study it over —there's money for you in

## The Oxford Way

152

## "Standard" Plate P-1552

For PUBLIC INSTITUTIONS, ASYLUMS, SCHOOLS, FACTORIES, Etc.



Write for our 80-page catalogue FREE on request of "Standard" Modern Sanitary Appliances for Public Institutions, Schools and Factories. It is the standard reference on these subjects.

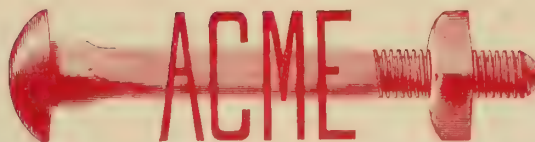
A sanitary fixture sold under the "Standard" guarantee label is absolutely the best for the particular use for which it is designed and planned. We manufacture a complete line of Range Closets, Urinals, Drinking Fountains, Sectional Lavatories for all kinds of Public Institutions.

The wear and strain to which sanitary fixtures in public institutions are subjected, makes it imperative that only the best goods be installed. "Standard" fixtures have withstood the test of hardest public service.

## Standard Sanitary Mfg. Co.

Factory Department, Room 1309, Bessemer Building, Pittsburg, U.S.A.





# BOLTS AND NUTS

We solicit a share of your trade in these lines.

With our increased capacity, we feel sure we can look after your requirements with full satisfaction to you.

Quality is our watchword and our growth has been due to our close adherence to this policy.

We are particular about our material and carefully watch the rolling of it, and the subsequent steps to the finished product.

Let us have your next order. We want your business and can give you what you want—and promptly.

Specify by the brand



## The Montreal Rolling Mills Co.



RETURNED

MAR 24 1906

*1 cut of Bolt  
J. Montreal  
cut Book 49  
page 15*



ARCHITECTS  
SPECIFY  
THEM

# "ROYAL" LOW TANK COMBINATIONS

ARE "FIT FOR ANY BATHROOM"

THE BEST  
PLUMBERS  
INSTALL THEM



**ROYAL**

You Make No Mistake  
in Purchasing

## McAVITY VALVES AND FITTINGS

As they are the Best Workmanship  
and Material Throughout

McAvity Globe Valve with  
Jenkins' or Copper Renew-  
able Disc.



The Genuine McShane  
Straightway Swinging  
Check Valve

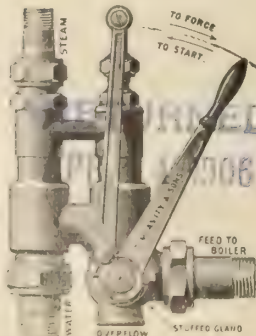


Always look for the name  
"McShane," cast on body  
of every Valve.

"World" Brass Globe  
Valve with Special White  
Metal Non-Corrosive  
Seats.



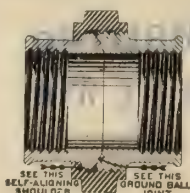
McAvity Model 1890  
Boiler Feeder with  
Gland and Packed Plug.



Iron Body Gate Valve, Brass  
Mounted with Renewable Bronze  
Seats and Brass Wedge Gates.



Sectional view of "World" Union  
with Combination of Bronze Ends  
and Malleable Iron Nut.



Some reasons why the "World"  
is the Best Union on the Market:  
No Rust, No Leaks, Easiest  
Fitted, Lasts Longest.

McAvity's Improved Iron Body  
Globe Valve with Genuine  
Jenkins' Composition, Metallic,  
Asbestos, or Copper Disc.



"World" Centrifugal Lead Trap  
Absolutely Non-Syphoning  
and Self-Cleansing under all  
Conditions. Large Water  
Seal and Air Chamber.



**T. McAVITY & SONS,**

**ST. JOHN, N.B.**

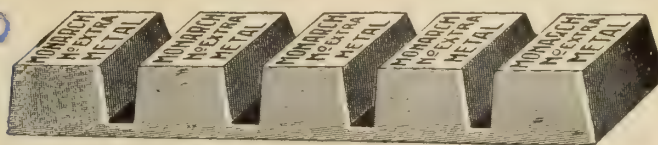


# ROBERTSON'S BABBITT METALS

## ARE RELIABLE

### EXTRA MONARCH

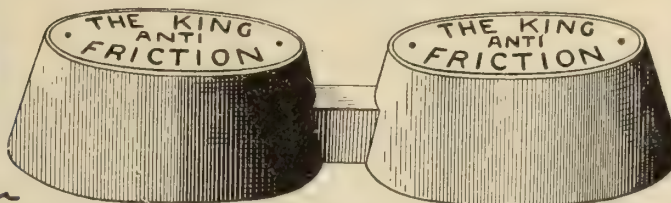
RETURNED  
JUN 4 - 1906



Strictly the Highest Grade Babbitt Metal manufactured.

### THE KING

RETURNED  
JUN 4 - 1906



*G. Curran*

*cut from 57  
page 22*

RETURNED  
JUN 4 - 1906

The Best General Purpose Babbitt Metal.

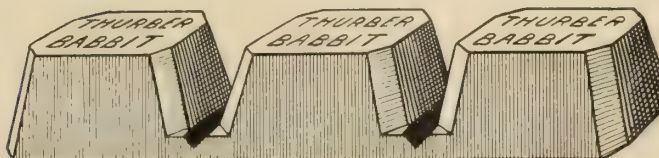
### FLEUR DE LIS



A Cheaper General Purpose Metal.

### THURBER

RETURNED



Nothing to equal it for small machinery.

Write for our attractive and useful Vest Pocket Note Book. It's full of valuable general information.

## THE JAS. ROBERTSON CO., LIMITED

Montreal

Toronto

St. John, N.B.

Winnipeg

Vancouver



# WM. STAIRS, SON & MORROW, LIMITED

THE OLDEST AND LARGEST  
MERCANTILE HOUSE  
IN EASTERN CANADA  
OVER 100 YEARS IN BUSINESS

Heavy and Shelf Hardware, Boiler Plate, Boiler Tubes,  
Metals of all kinds, Ship Chandlery.  
Fire Brick and Fire Clay Cement.  
Plumbers' and Steamfitters' Supplies.  
Mechanics' Tools.



Agents for

The Allan Whyte & Co. Celebrated Wire Rope,  
Dodge Wood Split Pulley,  
Imperial Cotton Duck,  
Scotia Brand Ready Mixed Paints,  
Dick & Parker's Anti-  
Corrosive and Anti-Fouling Paint for Iron Vessels



Contractors for Mines and Railway Supplies



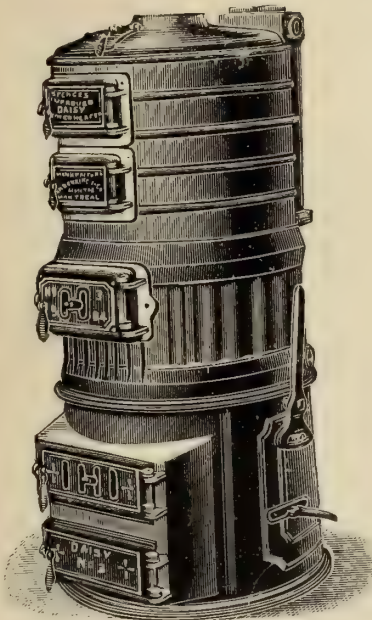
***General Office and Warehouse:  
174 to 190 Lower Water Street  
Halifax, Nova Scotia***



Heating Contractors who have experimented with  
other boilers always return to their  
first love,

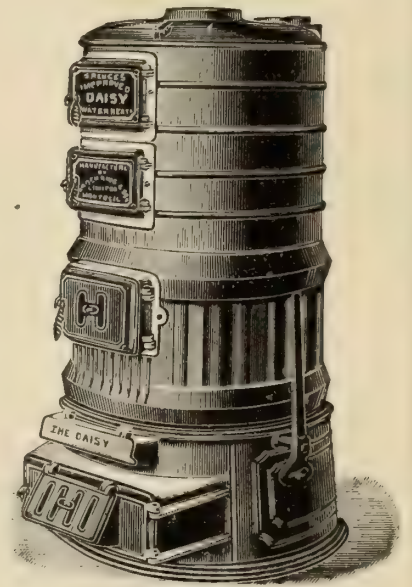
# THE "DAISY"

The users of the "Daisy" Boiler TWENTY YEARS  
AGO are its best friends to-day.



WITH SIFTING GRATE

The sales of  
"Daisy" Boilers  
still exceed the com-  
bined sales  
of all other makes.



WITHOUT SIFTING GRATE

## Why Experiment?

R. J. CLUFF & CO.

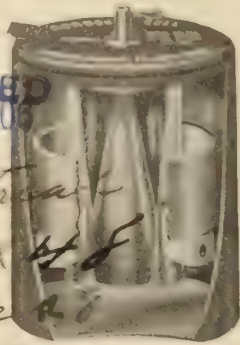
50 and 52 Lombard Street, - Toronto

ONTARIO AGENTS FOR

WARDEN KING & SON, MONTREAL



# Automobile AND Gasoline Engine Supplies



Gordon Battery



Mica Plugs

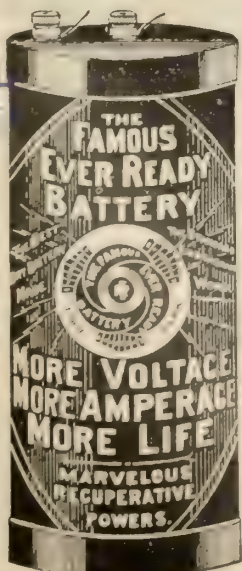
**Ignition Cable**  
FOR  
**Secondary and Primary**

**SPARKING  
DYNAMOS  
and MAGNETOS**



Coils all Styles

**VOLT and  
AMMETER  
BATTERY GAUGES**

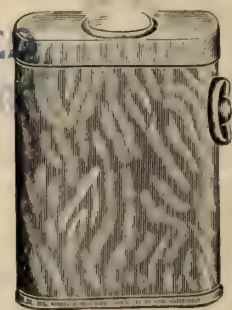
High-Grade  
Dry Battery

## JOHN FORMAN

**Electrical Supplies**

248 and 50 Craig Street,

**Montreal, Que.**

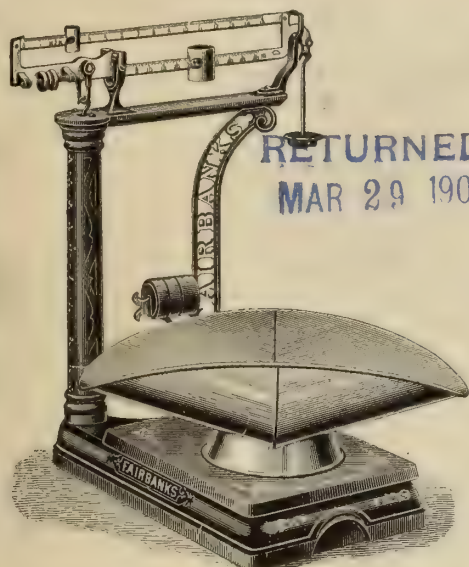
Electric  
Flashlights



# FAIRBANKS

## STANDARD

# SCALES



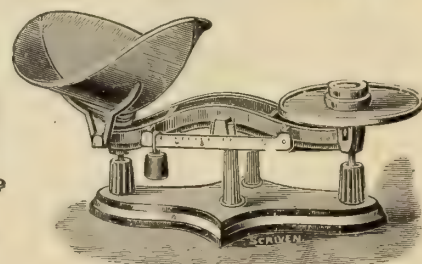
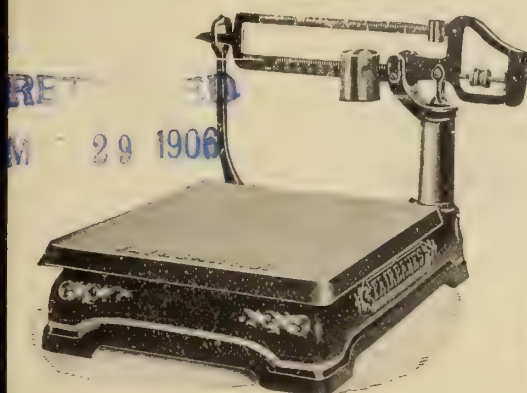
The World's Standard for  
nearly a Century

They are unexcelled for

**Accuracy,  
Durability,  
Sensitiveness**



Special Scales for any conceivable weighing purpose.



**ORDER YOUR SCALES NOW FOR SPRING**

**THE CANADIAN FAIRBANKS CO., LIMITED**

**Montreal**

**Toronto**

**Winnipeg**

**Vancouver**



# Canada's Leading House

FOR

# PLUMBING SUPPLIES

RETURNED  
 AUG 20 1906  
 Tolman  
 cut Book 54  
 Page 32  
 A.D.W.



Get our prices before ordering.

Large stock on hand - Prompt shipment.

## ONTARIO LEAD AND WIRE CO., Limited

FRED. SOMERVILLE,  
 Vice-Pres. & Man'g. Director

— Toronto





RECEIVED  
OCT 9 1906  
to *Individual Book Room*  
Cut Book No. *55*  
Page No. *76*

# The Confidence of the Trade

Is extended to us because our Goods and our Service have merited it.

The confidence of the Trade is retained because we live up to our Reputation.

We can supply you at all times with

***Fine Colors, Prepared Paints,  
Varnishes, Window Glass, etc.***

## ***In Painters' Supplies***

our list comprises the following:

Bug Killer  
Sulph. of Copper  
Borax  
Glue  
Emery

Steel Wool  
Sand Paper  
Plaster Paris  
Putty  
Rotten Stone

Sheet Glass  
Ornamental Glass  
Plate Glass  
Oils  
Turpentine

Varnishes  
Japan Colors  
Colors Ground in Oil  
Dry Colors  
White Leads

Fine Brushes  
Chamois Skins  
Gold Leaf  
Bronze Powders  
Beeswax

Prepared Wax  
Mortar Stains  
Alum  
Gums  
Pine Tar  
Pitch and Coal Tar

Chalk and China Clay  
Whiting  
Graphite  
Alkali  
Glaziers' Diamonds

Painters' Cutlery, etc.  
Rubbing Felt  
Methylated Spirit  
Alabastine  
Jellstone

Send your orders to the good old Reliable House

**SANDERSON PEARCY & CO., Limited**

**61-63-65 Adelaide St. West, TORONTO, CANADA**





## Get Under Its Cover



What Paint are you selling? If **ARK BRAND**, continue; if other than **ARK BRAND**, listen:

You are not selling paint merely to suit your customers and remove the blankness from your shelves. **YOU ARE SELLING FOR PROFIT.** If you can Please and Profit at the same time, well and good.

MR. DEALER, let us tell you that the secret of being able to give pleasure to your customers and profit to yourself is to be found in selling

## "ARK BRAND" PAINTS

CANADA'S BEST

Get under the cover of it! Take advantage of it? Spread your business on it!

**MURESCO**—Get in a supply of this, the best Wall Finish in the world. Cheap, artistic, sanitary, fire-proof.



**THE FRANCIS-FROST CO. LIMITED**

TORONTO, ONT.

## TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

**BERRY BROTHERS, Limited**

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.



**WE MAKE**

Patent Safe Lock Shingles  
Ornamental Shingles & Tiles  
Large & Small Sheet Sidings  
V Crimped Roofing & Siding  
Beaded Sheets  
Corrugated Sheets  
Acme Ready Roll Roofing  
Calvanized Iron Cornices  
Classified Designs in Metal  
Skylights [Ceilings  
Finials



Long Distance  
Telephone No. 39

Our new fire-proof buildings at Preston.

**WE MAKE**

Crestings  
Ventilators  
Plain & Fancy Ridgings  
Window & Door Trimmings  
Eavetrough & Conductor  
O K Thimbles [Pipes  
Calvanized Chain Pumps  
Stanchions  
Water Bowls  
Litter Carriers  
Etc., Etc., Etc.



Finial

IN OUR

# Sheet Metal Building Goods

**Trade Promises to be Very Brisk** during the coming season.

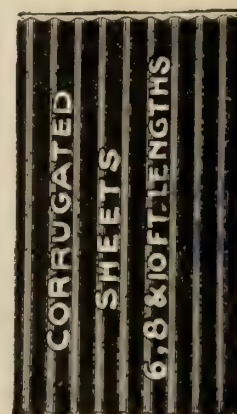
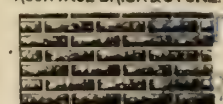
Our goods are **Highest Quality**, backed by our fullest guarantee.

Be prepared to meet inquiries for our goods, by having our catalogue and price lists on file.

**REMEMBER**—Our travelers are at your service to aid you to secure business for Roofs, Sidings, Ceilings, Cornices, etc.



ROCK FACE BRICK & STONE.



Expanding  
Corrugated Elbow

What about your stock of Eave-troughs, Conductor Pipes and Elbows? We have complete lines. Better stock these and be ready for business when it comes.

**Write us for catalogues.**

**They explain everything.**



Expanding  
Round Elbow

# THE METAL SHINGLE & SIDING CO., PRESTON, ONT. LIMITED

Western Agency: Ellis & Grogan, Calgary.

Manitoba Agency: Clare & Brockest, Winnipeg.

Montreal Agency: J. B. Dagenais, 953 St. James St.

Maritime Provinces Agency: Emerson & Fisher, St. John, N.B.



# RAMSAYS PAINTS

LOOK ahead for the paint trade of 1906, and the paint trade for the years to come.

Pull up quick on a solid foundation, on a money making line that guarantees a profit and a reputation, and works its own way along.

With the line of the **Ramsay Paints**, goes the drive and the push of the **Ramsay quality**.

With the quality of the **Ramsay Paints**, goes the price that satisfies.

With the price of the **Ramsay Paints** goes the pleasing line of publicity, that demands attention and induces purchase.

**Ramsays Paints** are convincing. Let us tell you about them, and how we can assist you to make a paint trade that will be to your credit.

## **Ramsay Exterior White Lead**

When the old-fashioned pure white lead is high, look with a business eye to the attractive proposition of **Ramsays Exterior**. Guaranteed better than pure by actual photographic proof test, and for less money.

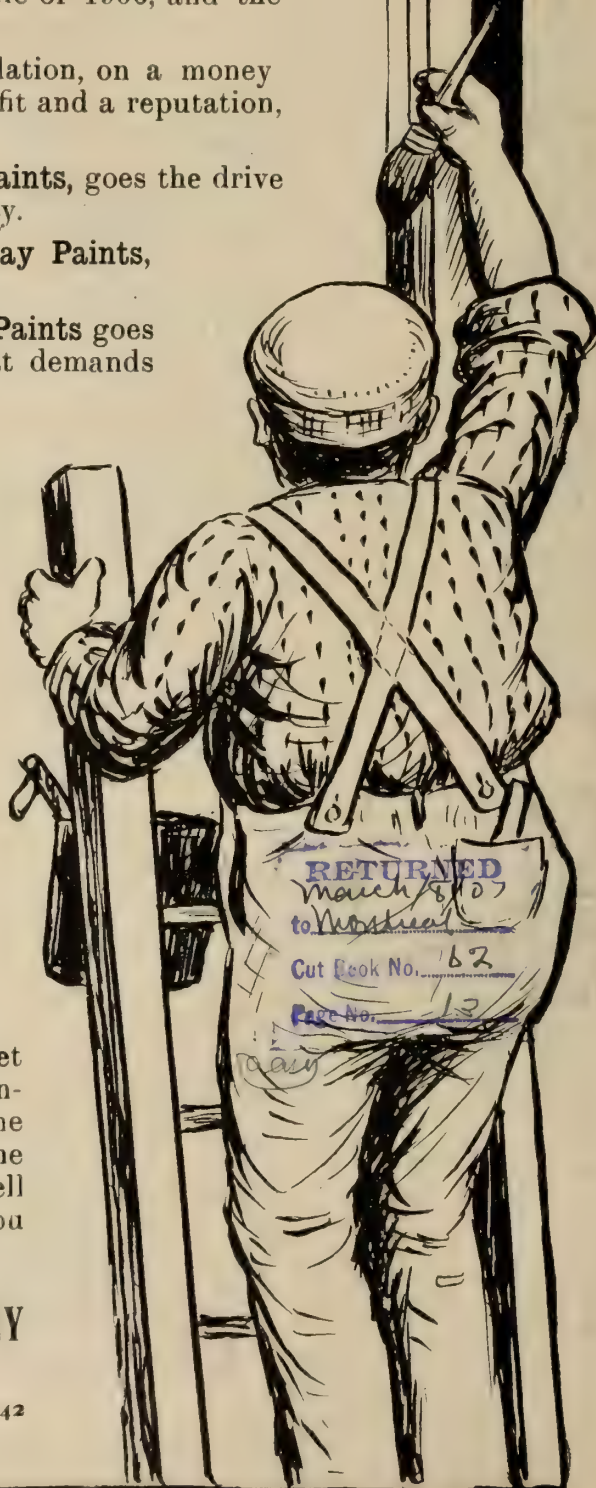
## **Ramsays Creosote Shingle Stains**

Don't pay high prices for imported stains when you can get better at your own door, made entirely with home products and home labor. Let us send you our fine sample set of shingle stains and tell you what we can do to save you money.

**A. RAMSAY & SON COMPANY**  
**MONTREAL**

The Paint Makers

Est'd 1842





**FOUR REGISTERED BRANDS THAT INSURE PROFIT TO THE DEALER**

**Not merely good, but the best that  
can be made**

Six  
years in  
constant  
use from the  
Atlantic to  
the Pacific and  
still the favorite

Paste



Ready  
mixed

Will  
please  
you  
because it  
satisfies  
all customers

and Floor



For  
Outside  
or  
Inside

The old

Make no  
mistake  
Orolite is  
all  
right

Reliable



**RETURNED**

**APR 25 1906**

*R. G. G. L. L.*

**Floor  
Finish**

**THE IMPERIAL VARNISH & COLOR CO., Limited  
TORONTO**

**WE PUT UP OUR GOODS TO CATCH TRADE**

**AND MAKE THE QUALITY TO HOLD IT**

**THEY WEAR ON THE JOB, NOT OFF IT**



# McArthur, Corneille & Co.

## MONTREAL

### Glue and Gelatine

An extensive assortment, to suit all requirements.  
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,  
Prepared Paints, Window  
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE  
Imperial French Green

of JOHN LUCAS & CO.,  
PHILADELPHIA.

And CELEBRATED  
English Varnishes

of CHAS. TURNER & SON,  
LONDON.

Please mention HARDWARE AND METAL when writing.

## For the Hardware Trade.

In

## ARCHITECTURAL VARNISHES

we make two specialties which you will find have a ready sale.

**Brantline Oil Finish** is a universal varnish—can be put to any use, either outside or inside.

**Ironite Floor Finish** is known for its durability. In this line it has no rival.

Do your customers ever ask for a Varnish Wood-stain? If so, sell them

## BRANT-LAC

An essential for every household. A money-saver, a time-saver. Send for prices.

**SCARFE & CO.,** Manufacturers of  
Fine Varnishes, etc.

**BRANTFORD, CANADA**

Thomas Black, 76-82 Lombard St., Winnipeg, Man.

# Linseed Oil

The "Maple Leaf" brand of  
Warranted Pure

**RAW AND BOILED**

# Linseed Oil

MANUFACTURED BY

**The Canada Linseed Oil Mills**  
MONTREAL LIMITED

The recollection of quality remains long after the price is forgotten.

## BASKET BUSINESS

ARE YOU GETTING IT?

If you are not selling baskets, and you have a stock to sell, there is something wrong with the stock or the prices.

Now, here at Oakville we have a plant for turning out

**Butcher Baskets**  
**Grain and Root Baskets**  
**Clothes Baskets**  
**Patent Strawboard Berry Boxes**

and many other varieties. Every basket that we make has the "Oakville" workmanship about it, which means that it gives the best service and lasts the maximum amount of time.

If you will send your orders our way  
we'll guarantee our BASKETS will  
satisfy business your way.

**THE OAKVILLE BASKET COMPANY**  
OAKVILLE, ONT.



# Get in Touch with Headquarters

FOR ALL SUPPLIES USED  
IN THE PAINTING TRADE

Try our unsurpassed **RUSH ORDER** system for any  
of the following :

*Stephens Mixed Paints*

*Shingle Stains*

*White Lead*

*Colors in Oil*

*Colors in Japan*

*Linseed Oil*

*Varnishes*

*Alabastine*

*Dry Colors*

*Brushes*

*Polished Plate Glass*

*Wire Glass*

*O. G. Single Glass*

*C. S. Double Glass*

*Ornamental Glass*

*Ridgley Trimmers*

*Paper Hangers' Tools*

*Glaziers' Diamonds*

*Glass Cutters*

*Paste Tables*

**All Orders Shipped same day  
as received**

**G. F. STEPHENS & CO., Limited**

WINNIPEG, - CANADA



The only Bronze Powder Works under the British Flag

# The Canadian Bronze Powder Works

R. E. THORNE & CO.



Manufacturers of  
HIGH-GRADE

**BRONZE POWDERS  
and LIQUIDS**



**Montreal**

**Toronto**

Works at VALLEYFIELD, QUE.



RETURNED  
SEP 4-1906

To burner  
cut Books 4  
Page 44  
ad.

## SIZE UP THE SITUATION

and you will discover that profits are most easily made on goods which bring your customers back over and over again. People appreciate a good thing—your prosperous dealer is the man who has what the people want.

People who buy paint want good paint—the kind that lasts and looks well.

## THE MARTIN-SENOUR 100% PURE PAINT

is good paint because it is pure. It makes friends, and when more paint is needed the customer comes back after The Martin-Senour 100% Pure Paint. It's a winner for dealers—better write for our Exclusive Agency proposition and let us show you something that will make your paint sales loom up.



**THE MARTIN-SENOUR CO.,**  
LIMITED

142-144 Inspector St., MONTREAL  
2514-2522 Quarry St., CHICAGO, U.S.A.

The Winnipeg Paint &  
Glass Co., Limited,  
Winnipeg.

The Maritime Paint &  
Varnish Co., Limited,  
Halifax, N.S.



# THE CANADA PAINT CO'S. SPECIALTIES





**EASILY APPLIED****DRY QUICKLY**

The most economical goods on the market for painting and re-painting Agricultural Implements, Waggon, Trucks, etc., are

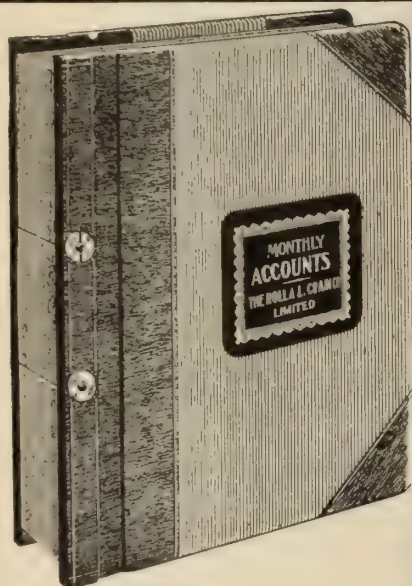
**Wagner's Implement and Waggon Paints**

They are ready for use, are easily applied and dry quickly, with an exceedingly fine finish. Five colors. Gals.,  $\frac{1}{2}$  gals., quarts and pints.

Have we had an order from you?

Have you a copy of our catalogue?

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

**Do You Give Credit?**

If you do this will interest you, for we know you are interested in being up-to-date. The Crain Continuous Systems are up-to-the-hour in every line, but the

**MONTHLY ACCOUNT SYSTEM**

is just a little in advance of any system yet devised for saving of time and worry in keeping accounts.

Don't put it off. Write us today for further information.

**The Rolla L. Grain Co.**

**OTTAWA, CANADA**

Limited

BRANCHES and AGENCIES:

Toronto Office—18 Toronto St.  
Montreal Office—74 Alliance Bldg., 107 St. James St.  
Winnipeg Office—Sylvester-Willson Bldg.  
St. John, N.B.—Schofield Bros.  
Vancouver, B.C.—White & Binden.

**McCaskill, Dougall & Co.**

**Manufacturers**

RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

**Sharratt & Newth's Glaziers' Diamonds**

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

**OILS**

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

**"DOMINION" BRAND**

OILS GUARANTEED GENUINE.

Canadian Agents—  
**J. A. BERNARD,**  
21 St. Peter Street., Quebec  
**HOMER TAYLOR,**  
Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**  
PENINSULAR HOUSE, MONUMENT ST., E.C.  
LONDON, ENGLAND.

**GLAZIERS' DIAMONDS**

Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL

**A. RUDD & CO., St. Helens, Lancashire, England**

Manufacturers of highest grade



**GLAZIERS' DIAMONDS**

10 years as cutter, and 16 years as chooser and setter for St. Helens Works, is the experience of our head setter. Ask your wholesaler for our make.

Canadian Agent, **J. G. GIBSON, P.O.B. 478, MONTREAL**



# STILL IN THE LEAD



Our aim has always been to give to the trade lines that are sure to sell.

From year to year improvements are adopted, according to the dictates of experience, and new lines are added, when any demand for them is anticipated.

In this way, we keep always in the lead, and the dealer who sells **JAMIESON'S PAINTS** is sure that his goods are right up-to-the-minute. For instance, we long ago realized that the floor paints made by other manufacturers were unsatisfactory alike to retailer and consumer. So, after much deep thinking and costly experimenting, we produced the best sellers the Canadian market has seen for years, in

## JAMIESON'S Floor Enamels

We make these enamels in any color desired. Their beautiful finish, wearing qualities, and freedom from that stickiness which is common to all Floor **PAINTS**, put them in a class by themselves. Write us for prices on the following lines:

Varnishes  
Japans  
Lacquers  
Stains  
Fillers  
Sponges



Paints  
Colors  
Glues  
Bronzes  
Chamois



# R. C. JAMIESON & CO.

Manufacturers

MONTREAL



**100,000** (One hundred thousand)

**Canadian Farmers  
are Plymouth Men**

THEY USE PLYMOUTH  
BINDER TWINE and say:

**"IT'S ALL RIGHT"**



THE CONTENTED FARMER



**"He draws water with a sieve."**

OLD PROVERB

But this man is not a bit more foolish than the man who wastes his time and his customers' friendship by talking up "Just as good"

BINDER TWINE

No Twine is  
as good as

**PLYMOUTH**

the Farmer knows  
the dealer knows  
the country knows

**Plymouth Gold Medal Twine**

**"Once Used, Always Used."**

NO COMPLAINTS.

NO TROUBLE TO SELL.

ARE YOU A PLYMOUTH AGENT?

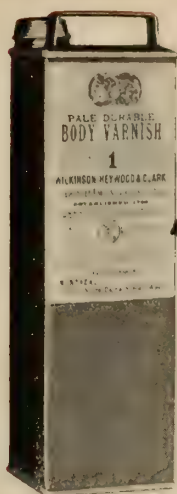
**HOBBS HARDWARE CO.** 53 Colborne St.  
Twine Dept. **TORONTO**  
ONTARIO

**Don't  
try  
to  
fool  
the  
Farmer  
with  
the**

**"Just  
as  
Good"  
cry.**

**It's  
played  
out.**





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APR 18 1906

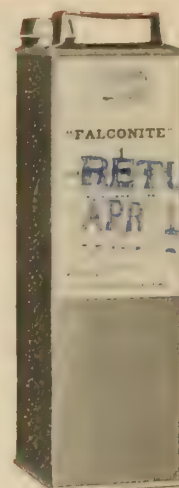
*J. Montreal  
Cut Book 49  
page 12*

ESTABLISHED 1796

**WILKINSON,  
HEYWOOD & CLARK**

LIMITED

London, England



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# ENGLISH VARNISHES

For all Purposes

## PHASANTITE

An Ideal Water Paint



## FILLERS

of all kinds

## TINT CARDS

On Application

## STAINS,

Etc., Etc.

# ENGLISH ENAMELS COLOURS

Gloss and Flat,  
in all Shades.

in Oil, in Water, and Dry;  
Dryers, etc., etc.

ALL OUR OWN MANUFACTURE AND IMPORTED INTO THIS MARKET

## BRANCHES

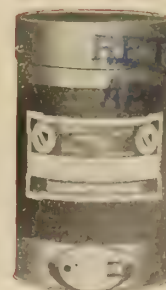
Liverpool, Mexico City, Paris, Alexandria, Bombay, Karachi,  
Calcutta, Madras, Colombo, Rangoon, Hong Kong, Shanghai,  
Penang, Singapore, Soerabaya, Kobe, Yokohama, Melbourne,  
Sydney, and Agencies all over the world.

**MONTREAL: 300 Notre Dame St. West**

**FRANCIS C. REYNOLDS, Canadian Manager**



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APR 18 1906

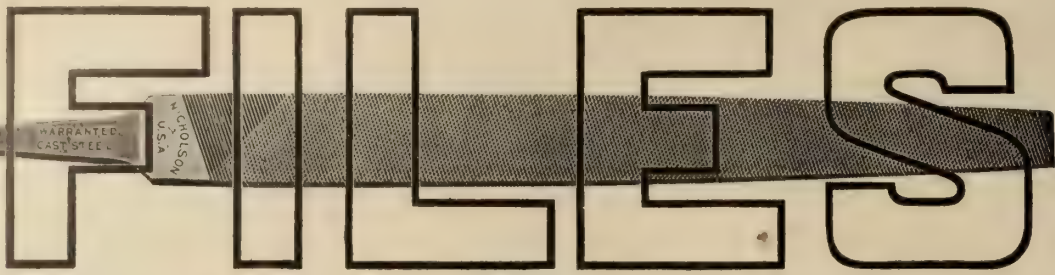


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APR 18 1906



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JUL 10 1906  
To claim  
not Book 52  
page 59  
Sub

**FILES**




**KEARNEY & FOOT.  
ARCADE.**



These  
well known  
FACTORY  
BRANDS  
are made and  
guaranteed by us.

Carried in stock in  
AMPLE QUANTITIES  
to enable us at all times  
to promptly fill orders  
of any size.



**AMERICAN.**

**GREAT WESTERN.  
GLOBE.**

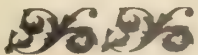
**McCLELLAN.**

**J. B. SMITH.  
EAGLE.**



**NICHOLSON FILE CO.,**

Dominion Works



**PORT HOPE, ONTARIO**



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JUL 10 1906

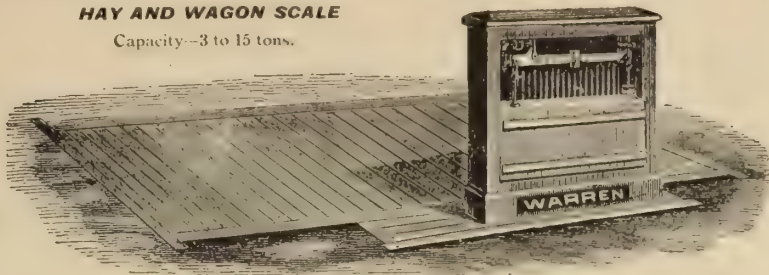
**RASPS**





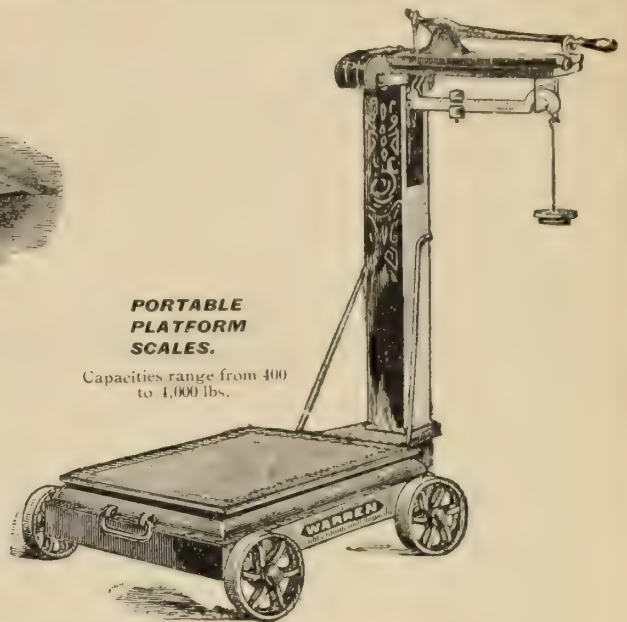
**HAY AND WAGON SCALE**

Capacity—3 to 15 tons.



# **“WARREN” STANDARD SCALES**

**PORTABLE  
PLATFORM  
SCALES.**  
Capacities range from 400  
to 4,000 lbs.



***Good as any—Better than most***

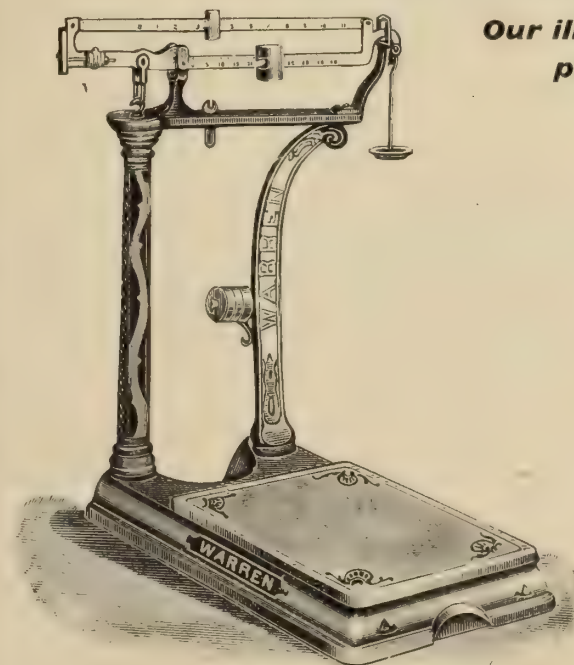
Warren's Standard Scales are made by men who have pride in their skill, are guaranteed to be absolutely accurate, and with ordinary care, will out-live the purchaser.

They have been made in Canada and sold to Canadians for the past 70 years.

As there is no duty to pay, you get the same quality that you do in an imported scale, only at a lower figure.

It will be to your advantage to get **OUR** prices before placing your next order for anything in the scale line.

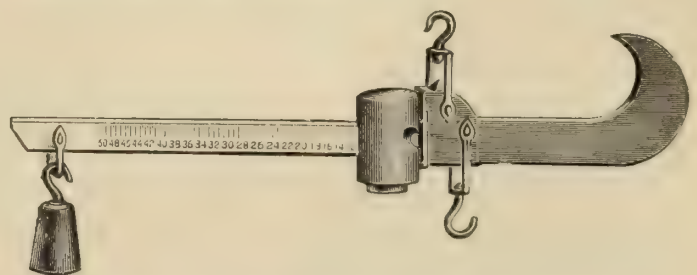
***Our illustrated price list is yours for a  
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Capacity—1 oz. to 250 lbs.

Double Beam and Sliding Poises : Nickel Plated :  
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**WARREN'S IMPROVED WEIGHT BEAMS—Sliding Poise**

Capacities range from 100 to 600 lbs.

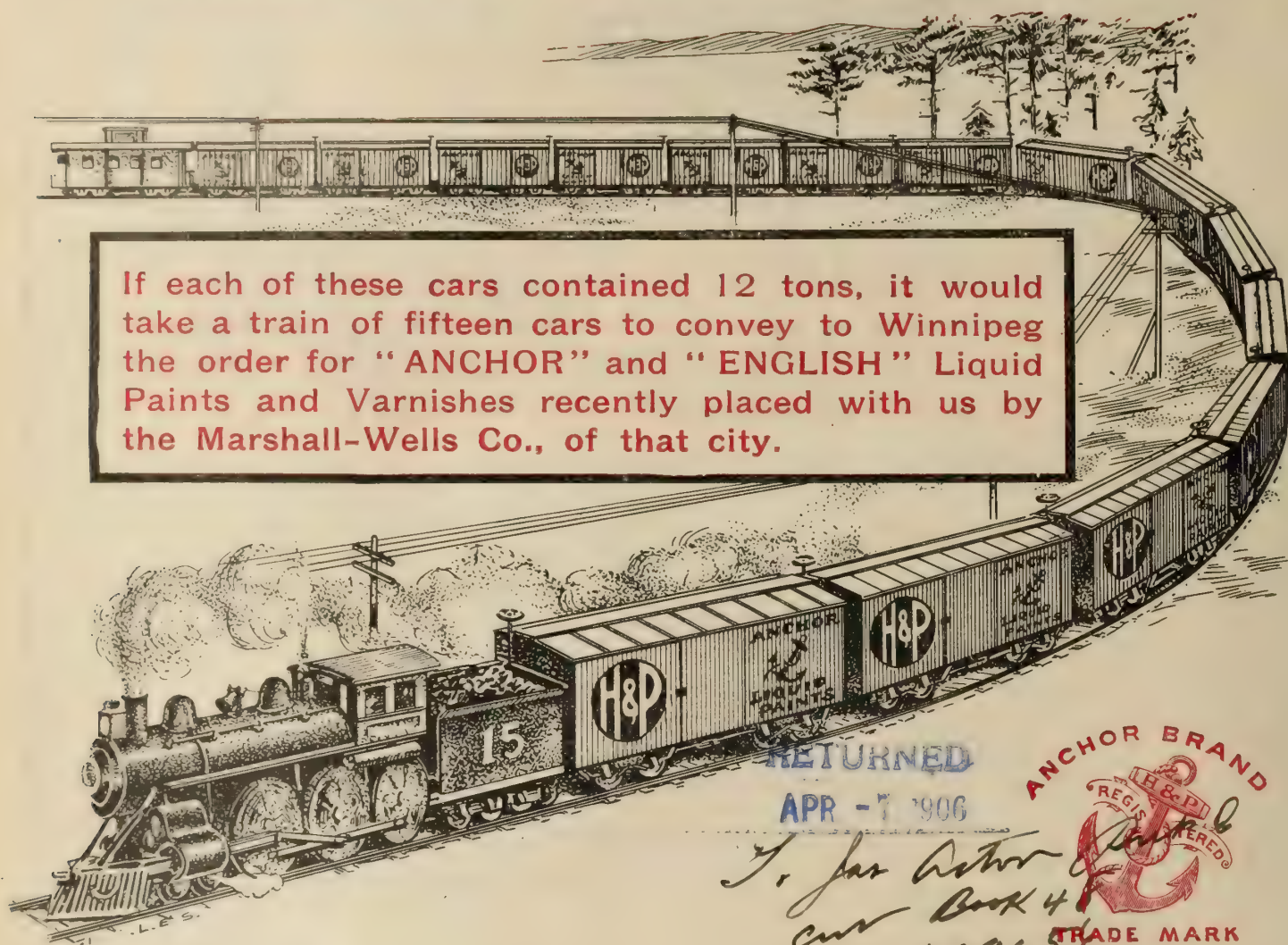
**NEW WARREN  
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*Successors to the inventor and patentee of platform scales in Canada*



# THE LARGEST AND MOST VALUABLE PAINT ORDER EVER PLACED IN CANADA



THIS great quantity of **"Anchor"** and **"English"** Liquid Paints, Varnishes and Specialties was bought by the Marshall-Wells Co., because this firm pins its faith to them on account of the fact that Brandram's B. B. genuine White Lead, still the world's standard after 187 years of acknowledged leadership, is the only white lead used in their manufacture.

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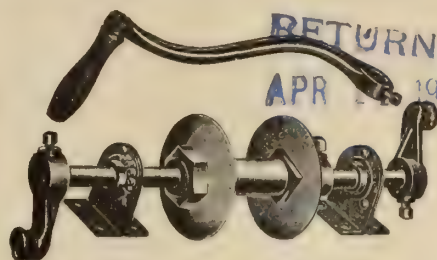


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**HENDERSON & POTTS CO., Limited** :

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Wilcox Ball-Bearing Grindstone Fixtures

# JUST A FEW PROFITABLE LINES



Velox Ball-Bearing Steel Frame Grindstones

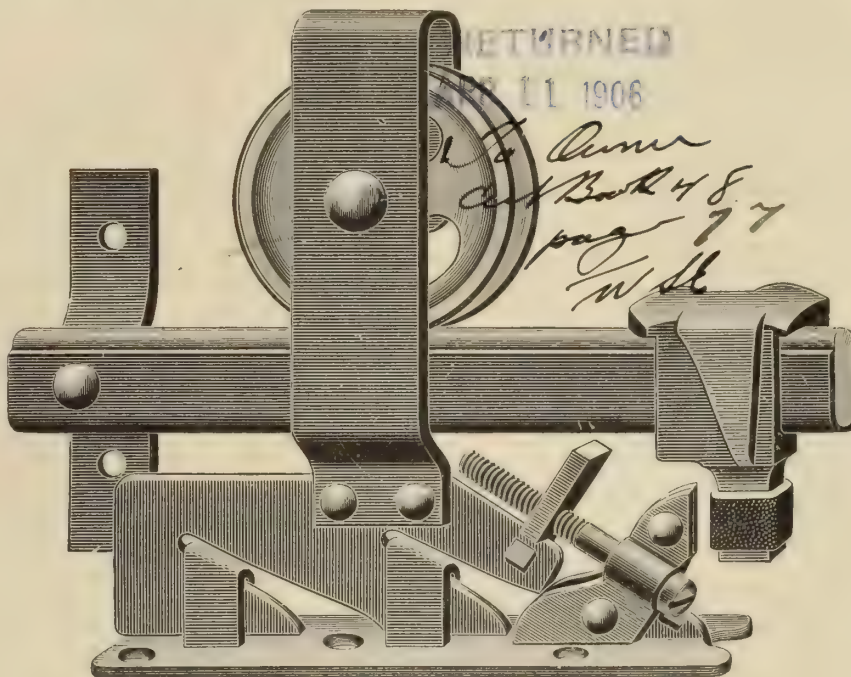
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Wilcox  
All Steel  
Door Locks

Door Hangers  
of every description

All Steel  
Thumb  
Latches

Automatic  
Fire Door  
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Wilcox Velvet (Noiseless) Parlor Door Hangers

Travelling  
Store  
Ladders  
and  
Fixtures

Overhead  
Trolley  
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Systems

Sash  
Weights

## WE SOLICIT YOUR TRADE



Seamless Steel Base Knobs



Seamless Steel Door Bumper

ALL GOODS WARRANTED PERFECT

# Wilcox Manufacturing Company

of Ontario, Limited

**LONDON - CANADA**



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are Made in Canada, in the City of Hamilton, at the works of THE BURROW, STEWART & MILNE COMPANY, LIMITED, who have been established in the foundry business for 41 years, and have been manufacturing Scales for 28 years.

Scales of all kinds, for use in any business, of all capacities, from a fine Druggists' Scales, weighing 1 Drachm, to a great Railway Track Scale, weighing 100 Tons or more.

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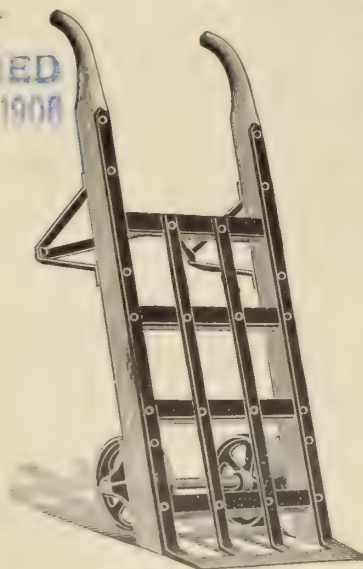
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## TRUCKS

Warehouse Trucks  
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Wheels  
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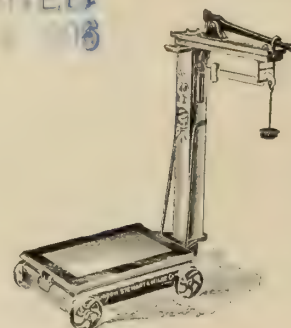
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## Platform Scales

OF ALL CAPACITIES

300 lb. to 3,000 lb.

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OVER 300 VARIETIES, INCLUDING

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We make also a special cheaper line of Even Balance, Union and Platform Scales which are very popular, and known as

## CHAMPION JEWEL SCALES

# THE BURROW, STEWART & MILNE COMPANY,

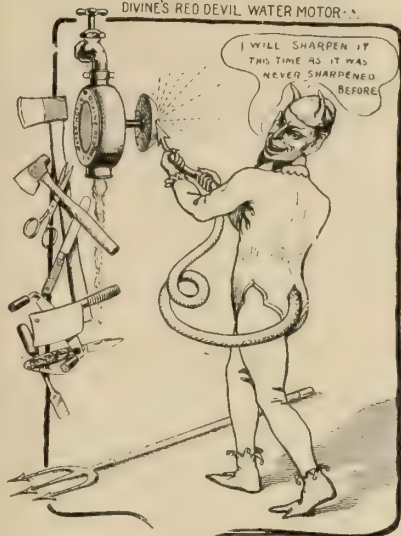
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LIMITED



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DIVINE'S RED DEVIL WATER MOTOR.



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## Divine's Faucet Water Motor

Will give three times the power of  
any other water motor.

**100 Per Cent. Cheaper  
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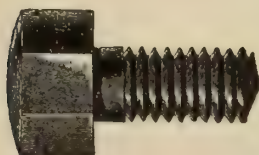
Will grind an axe on 20 lbs. pressure 5,000 revolutions a minute. Furnishes power for grinding Cutlery and all other Edged Tools. For polishing silverware and all other metals.

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Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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In self colour or Bright Tinned. Perfect shape and quality. Made in 5 sizes. Write for samples and quotation and state quantity required. AGENTS WANTED.

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CRADLEY HEATH, ENGLAND



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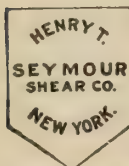
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ACKNOWLEDGED THE BEST.

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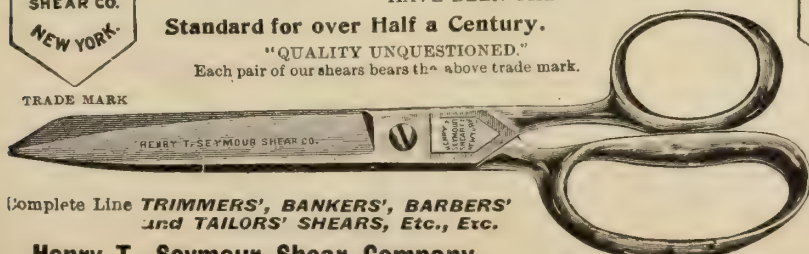
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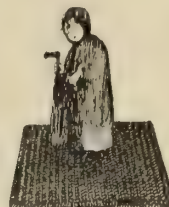
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**GALVANIZING AND TINNING**  
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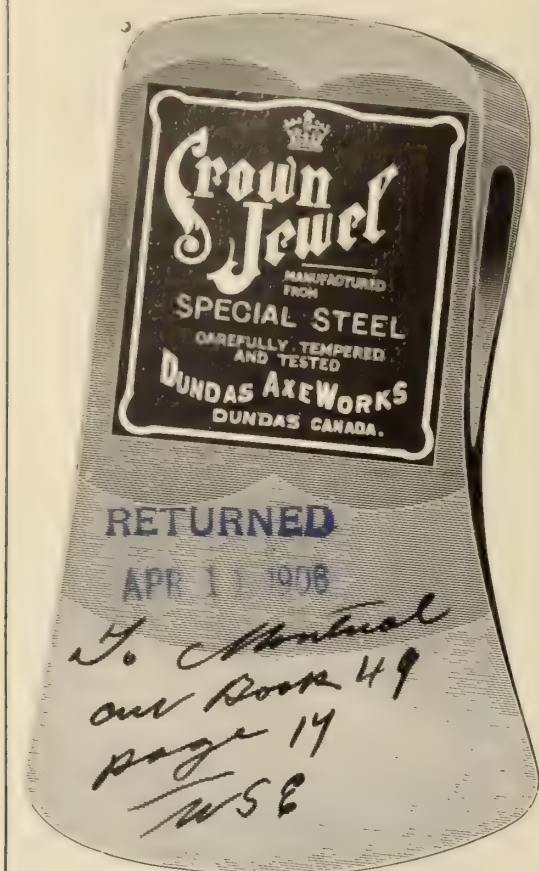
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Are you interested in any of the lines that are advertised?

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Don't forget to mention Hardware and Metal.





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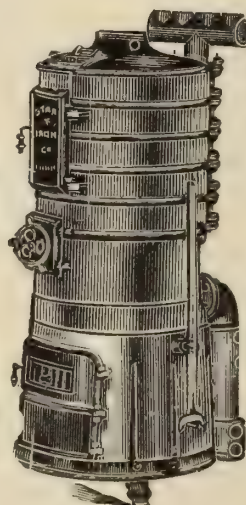
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The most improved on the market. The only Heater having a **Tubular Section** giving **one-third** more heating capacity than any Flat Section Heater, and dividing the water, making it easily heated.

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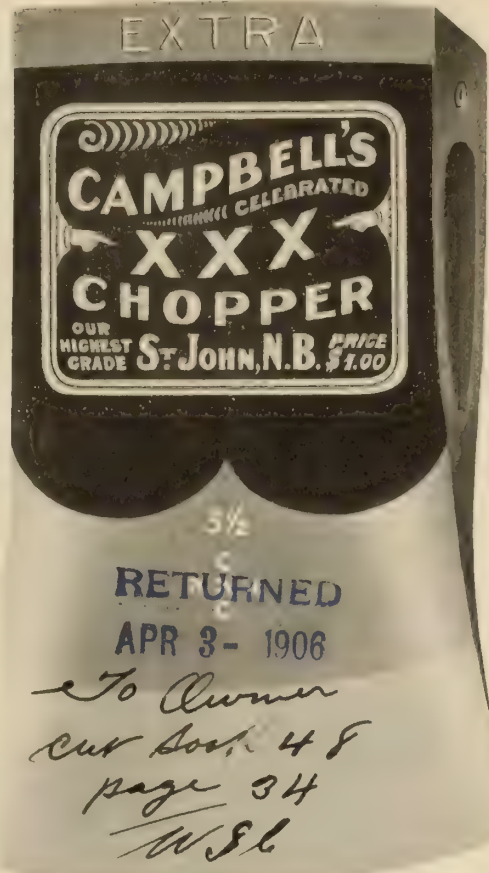
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Sales last year increased  
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An axe you can sell with  
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Hold their keen cutting edge  
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NON-EJECTING

28 GAUGE  
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SMALL FRAME  
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A new gun throughout, on sporting lines; not a small bore  
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Small frame and stock enable us to produce a very attrac-  
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There is more skating weather to come and when it does come it will last longer. Orders placed now will be more conveniently handled than if placed next season and there is no prospect of any skate catching up with the merits of our line. It's a line of skates for the most cautious dealer.

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# We Know our Business

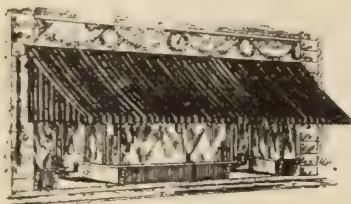
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**TARRED FELT, ROOFING PITCH, COAL TAR**

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LARGEST ASSORTMENT IN CANADA

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AS DO ALL ORDERS.

**THE TOBIN TENT AND AWNING CO., Ltd.**

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Cans that shall please the most exacting customers.

# Acme Can Works

Ontario Street East

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## CONDUCTOR PURPOSES

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ICE PRESSURE

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6 Materials.

5 Angles.

14 Sizes.

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\$10,000  
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We also manufacture:

"Metallic" Ceilings and Wall Plates  
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"Metallic" Eavetrough and Conductor Pipe  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

411

## The Conclusion of the Whole Matter

"Hardware and Metal" since the beginning of November has been talking to the dealers through the agency of our money about **CHURCH'S ALABASTINE** setting forth the reasons why **ALABASTINE IS THE WALL-COATING TO INVEST IN**. Recapitulating, some of the reasons advanced are:—

1.—**ALABASTINE** is **PERMANENT** and **SANITARY**. **HARDENS WITH AGE**.

2.—Can be relied upon for **PROFIT TO DEALER**, and **SATISFIES HIS CUSTOMERS**.

3.—**MADE IN CANADA**, a fact dealers may well be proud of, because nothing equal to Alabastine for whitening, tinting or decorating walls is produced anywhere else in the world.

4.—**NO RISK IN STOCKING**. Because **ALABASTINE** is in demand, and does not infringe on anyone's patent rights. Cold Water Process of making is Patented in Canada and other countries.

5.—**PERSISTENTLY** and **EXTENSIVELY ADVERTISED**. Sells on its own merit—with the result, minimum amount of work to sell, and maximum amount of profit.

6.—**ONLY THE BEST GOODS** the **TRUE BASIS** of a permanent business. **ALABASTINE** is known and recognized as the **STANDARD IN QUALITY** for wall coverings **THE WORLD OVER**.

7.—Preference for **CANADIAN MADE GOODS** **BUILDS UP HOME INDUSTRIES**. **ALABASTINE** is made in Canada, by Canadian Labor, and from rock taken out of Canadian mines.

8.—**KEEPING UP STOCK** is important. Out of any shade may mean no sale, with consequent loss of profit and possible loss of customer.

9.—The season for using **ALABASTINE** is at hand. Are you ready for it? Order direct or from jobber.

**The Alabastine Co., Limited, - Paris, Ont.**

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**OUR SPECIALTIES ARE IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.**

Sole Licensees for **PAGE'S PATENT WIRE STRETCHER**, and we are willing to sell the right of manufacture in Canada on a Royalty basis.

**IRONSIDE'S PATENT WIRE CUTTERS**, guaranteed to cut any wire

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Sole Agent for Canada: MR. SYDNEY T. HACKETT, 233 St. James St. Montreal.

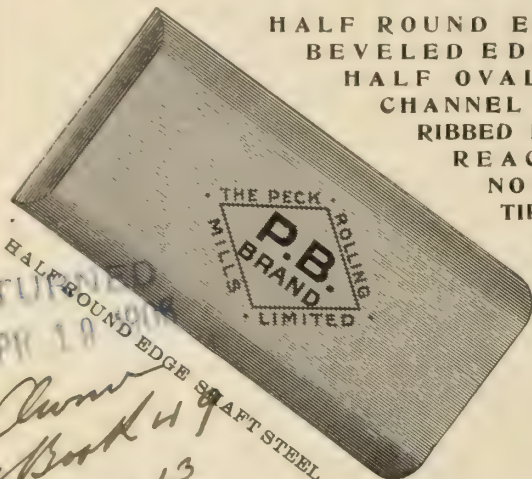


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 RIBBED FENDER PLATE  
 REACH STEEL  
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IRON

NEW  
LIGHT  
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Featherweights

Best  
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Best  
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Bar Iron

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Nail Plate

Wire Nails

Cut Nails

Horse Nails

Horse Shoes

Railway Spikes

Pressed Spikes

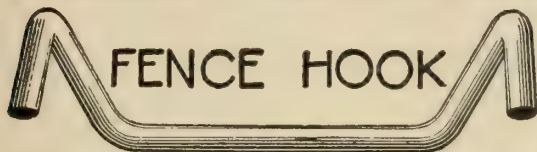
Wharf Spikes

Drift Spikes

Tacks



 <p>This design a guarantee of quality.</p>	<b>Manilla Paper</b> SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS	<b>Fibre Paper</b> THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF
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**"IMPERIAL" PORTLAND CEMENT**  
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Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

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Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA  
Opposite Victoria Park and Cedar Ave. Private board \$12 to \$14 per week.

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Terms moderate. Also furnished cottages.

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Centrally located. Open all the year round.

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(CORNER OF MAIN AND LAMARCA STREETS, GEORGETOWN, DEMERARA.)  
Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

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The most popular hotel in

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The most popular Hotel in the Ottawa Valley.

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Is a companion, friend and servant combined.  
Invaluable for convenience in the household.

**LONG DISTANCE TELEPHONE SERVICE**

Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

**THE BELL TELEPHONE COMPANY OF CANADA**

WE HAVE EVERY FACILITY TO TRANSACT  
**YOUR BANKING BUSINESS**  
AND INVITE YOUR ACCOUNT

**THE METROPOLITAN BANK.**

CAPITAL PAID UP, - - \$1,000,000.  
RESERVE FUND, - - 1,000,000.

**SAVINGS DEPARTMENT** at all branches.

*Interest allowed on deposits of  
one dollar and upwards*

**WESTERN ASSURANCE COMPANY.**

Incorporated  
1851

**FIRE  
AND  
MARINE**

Head Office Capital - \$1,500,000.00  
Toronto, Assets, over - 3,460,000.00  
Ont. Income for 1905, over 3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

**Money**

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
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Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

**Confederation Life  
ASSOCIATION**

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HEAD OFFICE, - TORONTO, CANADA.

**BRITISH AMERICA  
ASSURANCE COMP'Y**

Incorporated 1833

**FIRE AND MARINE.**

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, \$27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,  
Cor. Front and Scott Sts., Toronto.

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The best treatment for all persons afflicted with the disease of drunkenness is known only to Dr. MacKay.  
Address: City Hall, Montreal, Que. Absolutely private treatment.

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Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

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BELLEVILLE,  
ONTARIO

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**The Writing-in-Sight Typewriter**

Will do your work 25% to 50% faster than any other writing machine. Highest award "Grand Prize," St. Louis Exposition, 1904.

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7 ADELAIDE STREET EAST,  
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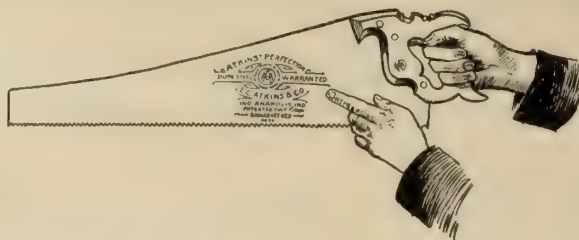
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ST. JOHN, N.B.



# There's the Saw

Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for



## ATKINS' HIGH GRADE SILVER STEEL SAWS

"Finest on Earth"

Write for Universal Time Book and Hand Saw Booklet.

**E. C. ATKINS & CO., Inc.,** FACTORIES AND HOME OFFICE: **Indianapolis, U.S.A.**

# THE "BEST" LIGHT

## The Cheapest and Strongest Light on Earth!

Makes and burns its own gas. It is portable; hang or set it anywhere. Requires no pipes, wires or gas machine. **A Safe, Pure White, Powerful, Steady Light.** No wicks to trim; no smoke or smell.

### Superior to Electricity or Acetylene, and Cheaper Than Kerosene

Saving effected by its use quickly pays for it. Over 100 styles and fixtures for indoor and outdoor use. This is the Pioneer Incandescent Vapor Gas Lamp. It is perfect. Beware of imitations. Write for Catalogue, Lists and Discounts. Orders received direct or through exporting houses. We are the largest Manufacturers and Exporters of Vapor Gas Lamps in the United States.

MANUFACTURED BY

**THE BEST LIGHT CO., 307 E. 5th St., Canton, Ohio, U.S.A.**

Cable Address: "BEST," Canton, Ohio. Codes Used: Liebers, A B C, 4th Ed., W. U. Tel. Co. and Our Own.



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Fire Bricks, Glazed Bricks, Stabie Bricks.

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Sheet Iron, Hoop Iron, Machinery

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Sold in all countries and recognized as the highest grade oil manufactured.

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THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

## OAKEY'S 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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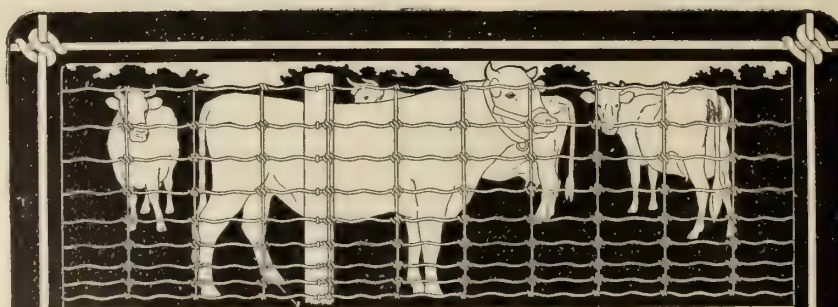
**JOHN FORMAN, - 644 Craig Street MONTREAL.**

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

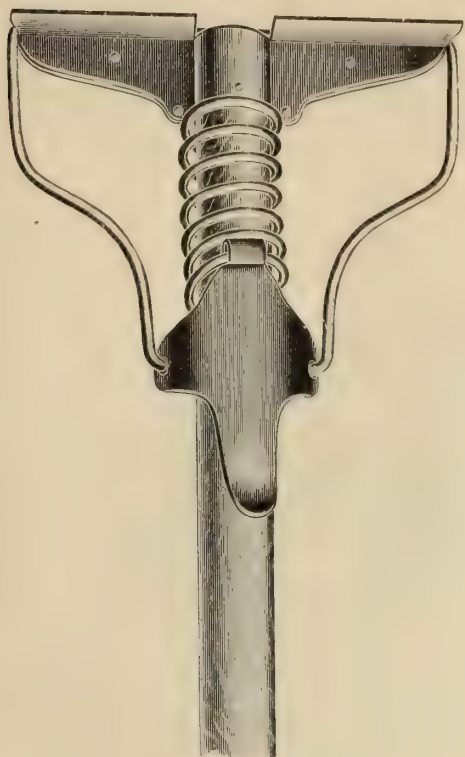
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You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

**McGREGOR-BANWELL FENCE CO., Limited, Dept. O, WALKERVILLE, ONTARIO.**







**"Best" Mop**



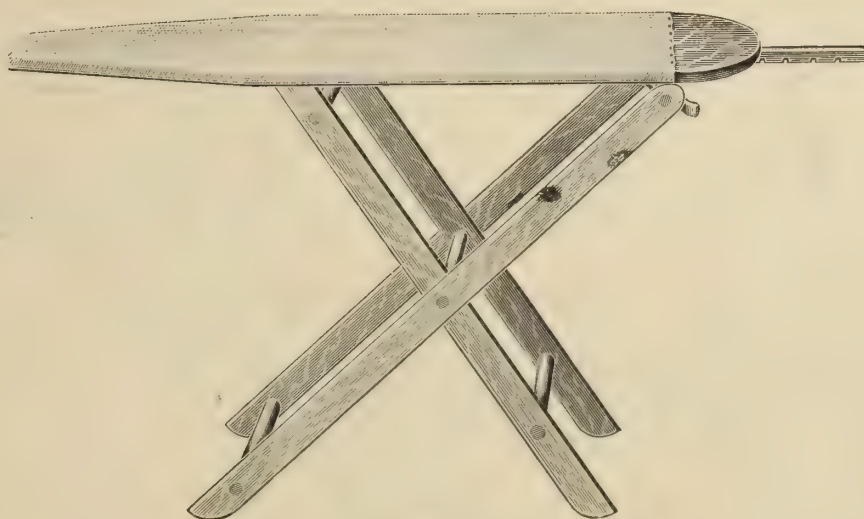
**No. 700  
Can Opener**



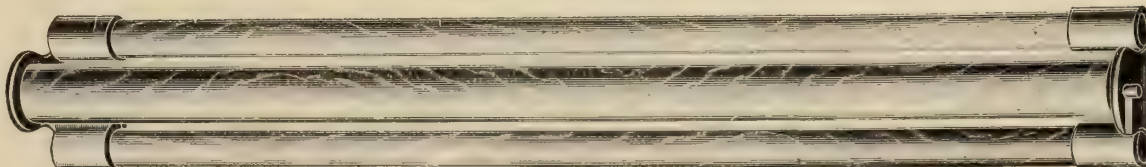
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Paring Knife**



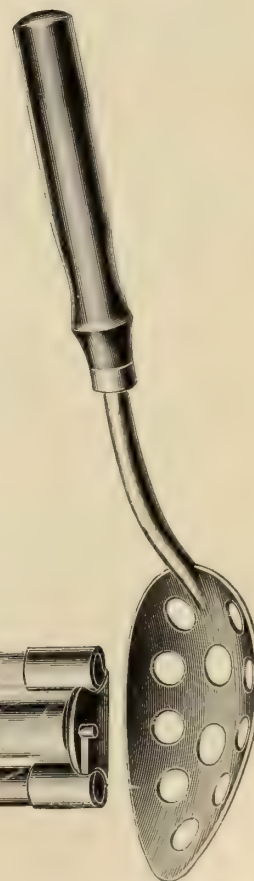
**No. 99  
Potato Masher**



**No. 444, Folding Ironing Board**



**No. 400, Towel Roller**



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MADE BY

**THE CUMMING MFG. CO., Ltd.**

MANUFACTURERS OF HARDWARE SPECIALTIES, WOODENWARE, ETC.

Catalogue for the asking

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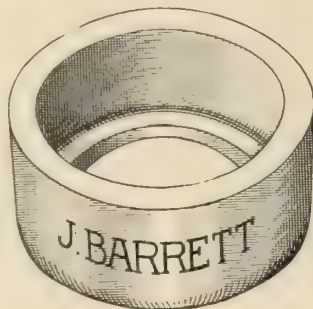


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MANUFACTURERS OF

All kinds and  
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## LEATHER VALVE CUPS



Honest Goods.

Honest Prices.

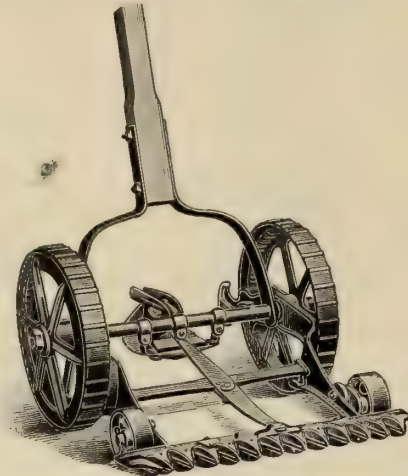
Samples and Prices sent on application.

**PETROLIA, ONTARIO, CANADA**

# Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers,  
Also Marine Gasoline Engines, 2 to 8 H.P.



### THE MOWER

That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

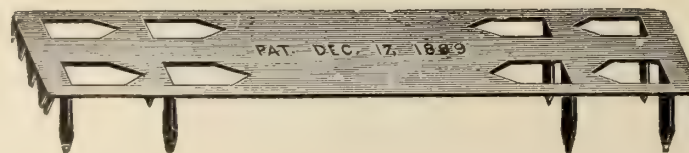
### THE CLIPPER WILL DO IT

No. 1, 12 in. Mower . . .	\$4.50
" 2, 15 " " . . .	5.00
" 3, 18 " " . . .	5.50
" 4, 21 " " . . .	6.00
Pony, 24 in. " . . .	13.50

Please send Draft or Money Order and we will ship the day the order arrives.

# CLUTCH NAILS

For Repairing and Strengthening Cases



Specialties for the Shipping Room.

Strapping for Binding Cases.

Clutch Nails for Repairing Cases.

Recommended by the railroads in Canada for  
the prevention of goods being stolen in transit.

Samples and Catalogue upon Request.

# J. N. WARMINTON

43 Scott Street, TORONTO

207 St. James St., MONTREAL



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On or about MAY 1st

## **The Consolidated Plate Glass Company**

**Limited**

will occupy at 30 St. Sulpice Street

their

### **New Montreal Premises**

**The largest glass warehouse in Canada.**

**JOBBERS and MANUFACTURERS**

Plate Glass, Window Glass, Mirror Plates, Wire Glass,  
Fancy Glass, Leaded Glass, Ribbed Glass.

Also at

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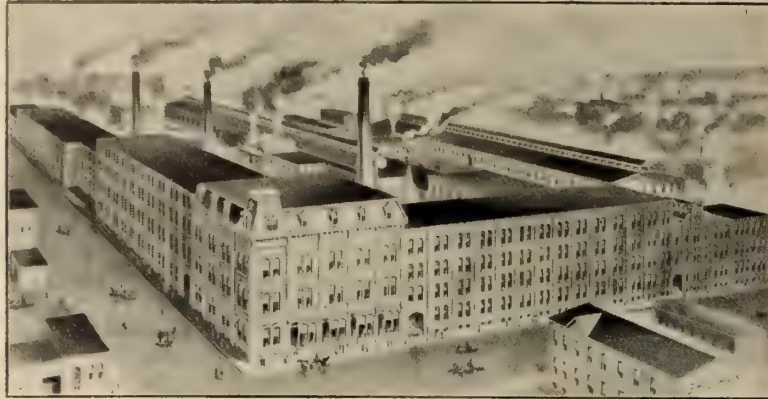
**Winnipeg**



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## GURNEY CYLINDER LOCKS

cannot and are not excelled by any other locks made, no matter where.  
Remember this.

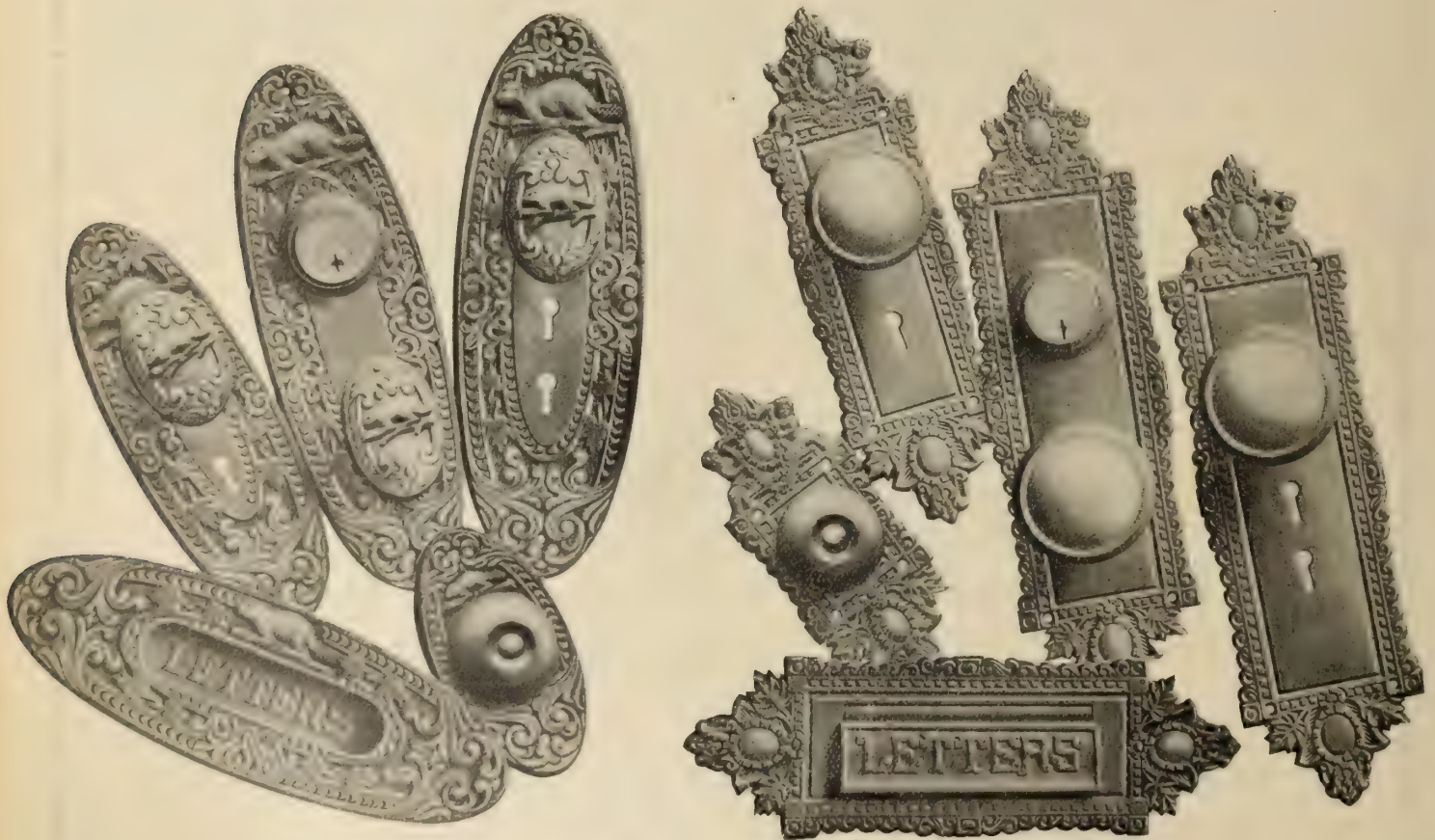


## GURNEY CYLINDER LOCKS

have the merit of being lower priced than those imported—a strong point in their favor.

Head Office and Factory, Hamilton, Ont.

# GURNEY CYLINDER LOCKS



CATALOGUE No. 7 and SUPPLEMENTS Free on Request.

THE GURNEY, TILDEN CO., LIMITED  
HAMILTON

#### BRANCHES.

Winnipeg—Tilden, Gurney & Co., Limited  
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# THE BELLEVILLE HARDWARE CO. Limited

BELLEVILLE,  
ONT., CANADA

Front Door  
Cylinder Sets

Store Door  
Cylinder Sets

IN MANY DESIGNS

Manufacturers of

## High-Class Builders' Hardware

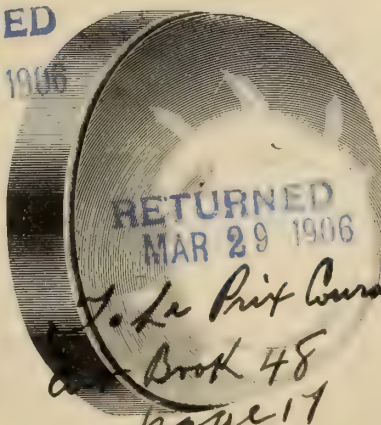
*Cylinder Sets for Store Door, Front Door,  
and for Office and Bank Buildings, also  
Hotel and Asylum Master Key Locks.*

We make a large variety of Mortise and Rim Locks, Door Knobs, Sash locks, Hat and Coat Hooks, Front Door and Inside Sets in Bronze, Brass and Steel, in a large variety of finishes.

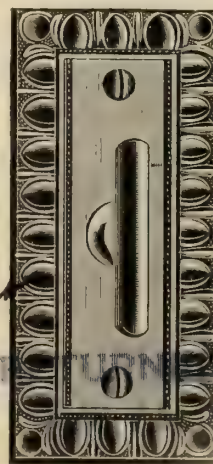
*Buy Belleville Goods and get good honest quality*

## Rotary Electric Stroke Door Bells

EITHER STEEL, OR PURE BELL METAL GONGS



3-inch Nickel Plated Gong





# The Hobbs Manufacturing Co., Limited

MANUFACTURERS AND IMPORTERS

Glass of every description for building purposes



*Leaded Art Stained Glass made in Lead or Metal Bar, Electro Glazed.*

When you have special orders to fill or tender on send us your specification. We are always pleased to quote prices, we can supply you with anything in glass for building purposes.

***We make prompt deliveries. Our quality and workmanship the best. Our prices the lowest. We always give satisfaction.***

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**Memorial Church  
Windows**

**Domestic Art Glass  
Electro Glazed**

**Mirrors, Etc. Etc.**

Our 1906 Catalogue contains upwards of 650 designs, including Domestic Art Glass Geometrical Designs, Leaded Church Windows, Memorial Windows, Sand Cut Designs, Mitre Cut Designs, Enamelled Designs, Ornamental Chipped Designs, Fancy Figured Rolled Glass, Wire Glass, etc., etc.

***Write for Catalogue***

**WE MANUFACTURE**—Glass of every description, Sand Cut, Electro Glass, Art Glass, Ground Glass, Enamelled Glass, Embossed Glass, Chipped Glass, Memorial Windows.

**WE IMPORT**—Sheet Window Glass, British Plate Glass, Wire Glass for Skylights, Rolled Glass, Fancy Figured Glass.

**LONDON — WINNIPEG**





# CLAUSS BRAND EBONY HANDLED RAZORS



FULLY  
WARRANTED

Manufactured from finest Clauss  
hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang  
and shoulder.

High blue-polished blades.

**CLAUSS SHEAR CO.**

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

## LOOK AT THESE LEADERS

"JOLIETTE"  
and  
"CYCLONE"  
SHEATHING

"BLACK DIAMOND"



TARRED FELT

Sold throughout the country and have a record for always pleasing.

**WRAPPING PAPERS, BUILDING PAPERS, READY ROOFING, SHEATHING, TARRED FELTS**

We have had years of experience making the above goods, and these years of experience are at your service in the shape of  
**HIGH QUALITY, FAIR PRICE.**

"What think you on 't?"

**ALEX. McARTHUR & CO., Limited, MONTREAL**

82 MCGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

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If it is made by Nicholson it is good.

AMERICAN  
ARCADE  
EAGLE  
GRT. WESTERN

OUR  
BRANDS

J. BARTON SMITH  
KEARNEY & FOOTE  
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**Nicholson File Co., (Dominion Wks.) Port Hope, Ont.**

## Paterson's Wire Edged Ready Roofing (RED STAR BRAND)

FIRST IN QUALITY

FIRST IN DURABILITY

FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing.  
Don't you want to know how you can easily secure their profitable orders?

**The Paterson Mfg. Co., Limited**  
Toronto and Montreal.



The  
Largest  
Staff.



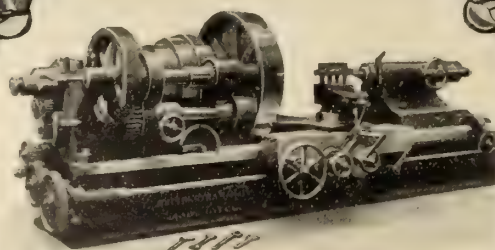
The  
Best  
Equipped  
Plant.

IN  
CANADA.

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The persuasive quality of advertising is practically doubled by an A1 illustration.—It impresses the possible customer with a definite idea of your product no word-picture could impart. *Vice-versa*, a poor illustration condemns your work at the outset. It's a positive sale-killer. Isn't it folly, therefore, to allow valuable space to carry a cut which is a libel on your goods? **C.** The most extensive illustrating business in Canada has been built on the sound basis of high quality and a fair price, and—*it belongs to us.*

Draw your own  
conclusions



THE  
**TORONTO ENGRAVING Co.**  
LIMITED  
92 BAY ST. TORONTO.



## Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

## Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

**Better Write To-day.**

**Pease Foundry Co., Limited**  
**TORONTO**

**Pease-Waldon Co., Limited**  
**WINNIPEG**



**MORE SALES FOR YOU**  
Handle  
**MODEL NO. 23**  
**The Hamilton Rifle**

and you will do a bigger rifle business with sportsmen.  
Handle **Model No. 15** and **19** and you will get the boys' trade.  
**Hamilton Rifles** have a reputation for giving satisfaction. They are **guaranteed** to do that.

**Model No. 15** retails at **\$2.00**;  
**No. 19** at **\$2.50** and **No. 23** at **\$3.50**.  
**Jobbers will take your orders.**

**THE HAMILTON RIFLE CO.**  
Dept. 71, **PLYMOUTH, Mich.**

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence or attack can be had than the Iver Johnson

Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

## IVER JOHNSON REVOLVERS

need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$6.50 Hammerless, \$7.50

Write for our bright little booklet, "Shots" and complete catalogue, *free*.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.





SEEING IS BELIEVING. If you will **see** our office  
you will **believe** the value in

# LUXFER PRISMS

If you will invest in our products for improving the light  
in your showrooms, **YOUR customers will SEE**  
**YOUR goods and BELIEVE** in their value.

**NEW IDEAS FOR  
STORE FRONTS**

WRITE US.

**Our Patent Clamp**  
**FOR PLATE-GLASS  
CORNERS**

No obstruction to vision. No breakage.

**Luxfer Prism Co.,** Limited

100 KING ST. WEST

- - TORONTO

# THE Boss Washer

is *Easy* to

*Buy, to Sell or to Work.*

*Over 5,000* sold in Ontario and the  
North-west.

**WALTER WOODS & CO.,**

**HAMILTON  
WINNIPEG**





RECEIVED  
to *Owner* "Round" Values  
Cutlery No. *104*  
No. *16*  
*Feb. 13. 09 same below*  
We need not argue "quality." For half a century our name and trade mark has been unquestioned guarantee of excellence.

But just a word about values. Our goods are made outright in our own factories and in quantities that enable us to offer you exceptional advantages. We are the largest makers of spoons and forks in the world.

Our prices cannot be beaten. Better let us send you quotations.

# John Round & Son,

Coristine  
Building

MONTREAL

LIMITED

Telegraphs: "Rounds, Montreal."  
Telephone: Main 1078.

Factories:  
Sheffield, England.

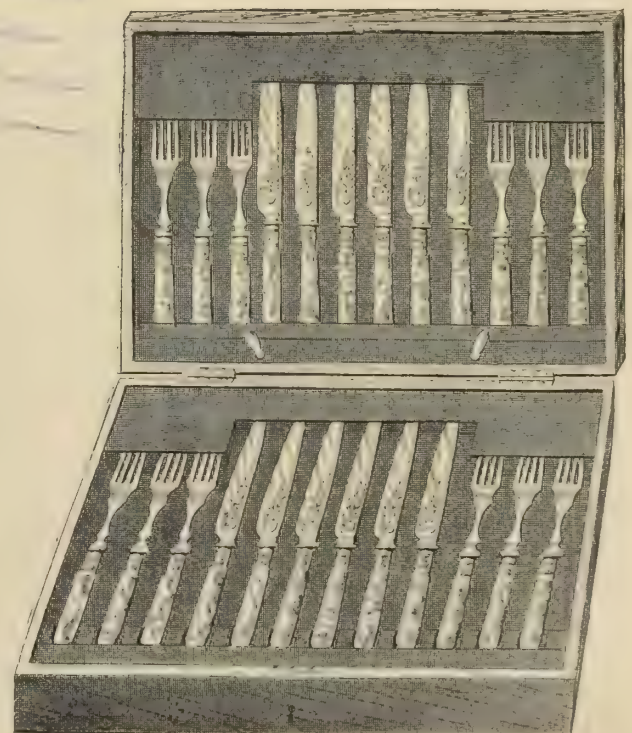
## Table Cutlery

Few houses carry a stock of table cutlery equal in range of price and pattern to ours, and Sheffield turns out nothing better in quality and finish.

When selling cutlery it's "the long run" you have to think about. In the long run there is nothing better than "Rounds."

And perhaps our price is just a little better than you are paying elsewhere.

Why not look into it?



28910-12 pair Pearl Handle Desserts, oak case.





# LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,  
Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.  
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

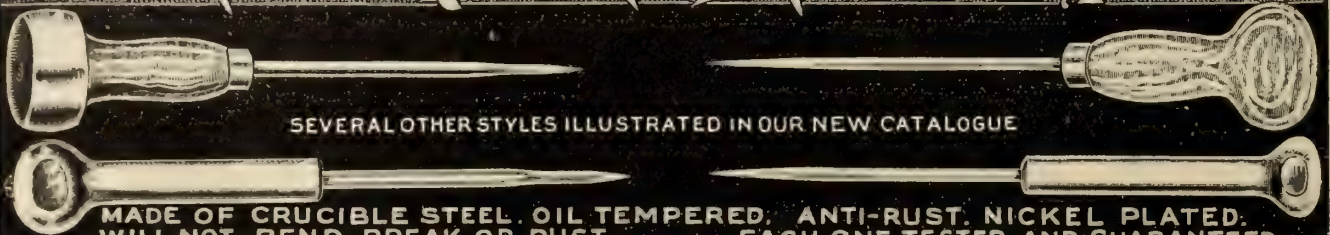
## LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—48 Lime St.

New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

## WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.  
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

## ERIE SPECIALTY COMPANY, ERIE, PA.

## POLISHED SHEETS—ALL GRADES

*Send me samples of that which you are using.*

## MACHINERY STEEL

*Single Reeled, Double Reeled, Smooth Finish.*

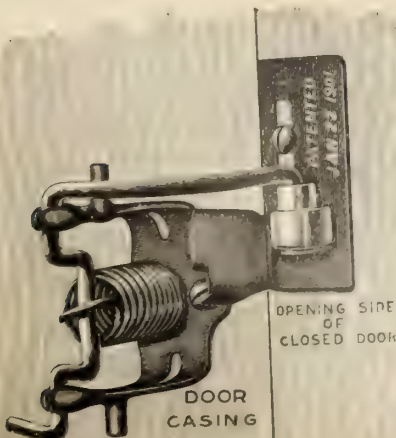
**BARS, HOOPS, SHEETS and PLATES**

CLOSE PRICES FOR IMPORT

**ALSO OVEN DOOR SPRINGS**

**J. A. HENDERSON,**

**MONTREAL**



## THE MALLORY DOOR CATCH

INDISPENSABLE FOR SCREEN DOORS

This patent device prevents screen doors from standing open. It doesn't matter whether they are sprung or warped—the "MALLORY CATCH" closes them up tight, and there is no possibility of the flies getting in. It keeps the door closed without locking. This new catch can be used on any door and is of great importance for completing the latching and prevents the rebounding of Public Doors.

**"THE MALLORY DOOR CATCH SELLS ON SIGHT."**

Mounted models for counter use furnished through the jobbing trade.

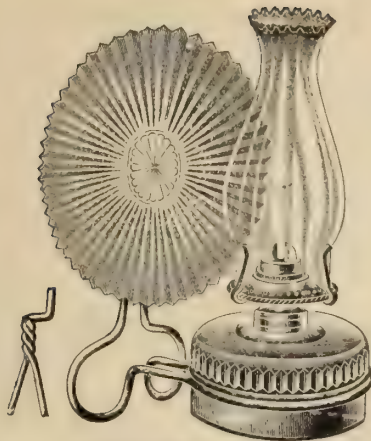
Manufactured and distributed by

### THE NEWBRO MANUFACTURING CO.

15 Chatam St. W.,  
WINDSOR, ONT.

and 35-37 Milwaukee Ave. W.,  
DETROIT, MICH.





Pat. July 26, 1898.

### The 'Jaxon' Lamp Bracket

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp; fount is held secure by the spring of the wire. Finished in bright lustre.

Jaxon Brackets and bright tin reflectors, without founts, burners or chimneys.

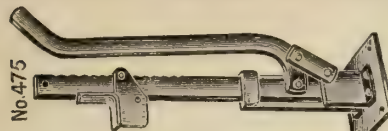
Jaxon Brackets and reflectors, with founts.

Founts shipped 8 doz. in package.

No charge for packages.

**E. T. WRIGHT & CO.,**  
Hamilton, Ont.

### COVERT STEEL CARRIAGE AND WAGON JACKS



No. 475

Weights 6 lbs.  
will lift 1000 lbs.



No. 476

Weights 10 lbs.  
will lift 1000 lbs.

SOLD BY ALL LEADING JOBBERS.

**COVERT MFG. CO., TROY, N. Y.**

### Sweat Pads

Price list and discount on request.

Large Stocks  
Prices Right



Don't Forget the Name...

### NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

**W. NEWMAN & SONS, Birmingham.**

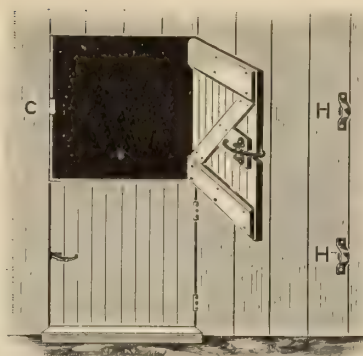


### Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong, and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

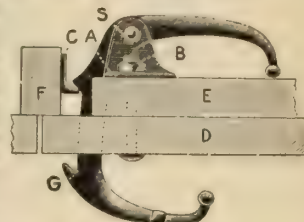
**ATLAS MFG. CO.,**  
New Haven, Conn., U.S.A.



### Louden's Double Acting Door Latch

No more Broken Doors with the Wind

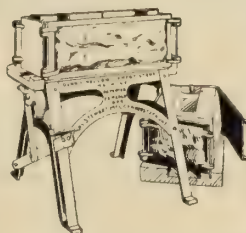
It holds the door closed by engaging the catch C, and holds the door open by engaging the bracket H on the wall. To open the door when closed, all to be done is to pull the handle of the latch, and to close when open, do the same. It is a simple, cheap, durable device, and will pay for itself several times every year.



MANUFACTURED BY

**LOUDEN MACHINERY CO., - Guelph, Ont.**

Manufacturers of Hay Carriers, Barn Door Hangers, Feed and Litter Carriers, Cow Stanchions, etc.

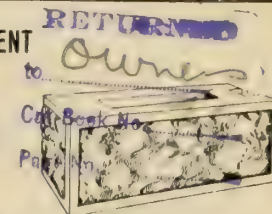


INCREASE YOUR SALES OF CEMENT

BY HAVING A

### Dunn Hollow Concrete Block Machine

TO RENT TO YOUR CUSTOMERS



Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

**The James Stewart M'f'g Co., Limited**  
**WOODSTOCK, ONT.**

### THE STERLING POWER HACK SAW

COMBINES SYMMETRY OF CONSTRUCTION  
WITH GREATER POWER "IT'S STERLING VALUE"

GEAR  
DRIVEN.  
TIGHT  
AND  
LOOSE  
PULLEY.



GRAVITY  
FEED.  
AUTO-  
MATIC  
SHUT  
OFF.

IT'S IMPROVEMENTS MAKE IT A GREAT STEP IN  
ADVANCE OF ANY OTHER POWER HACK SAW.  
BE CONVINCED - GET OUR CIRCULAR.

**DIAMOND SAW & STAMPING WORKS**  
BUFFALO, N.Y., U.S.A.



# **BAR IRON AND STEEL**

**ROUNDS, SQUARES, FLATS, OVALS, HALF OVALS,  
HALF ROUNDS AND BANDS**

## **WROUGHT WASHERS**

**QUALITY THE VERY BEST**

**PROMPT SHIPMENTS**

# **LONDON ROLLING MILL CO.**

**LIMITED**

**London, Ontario**

ESTABLISHED 1795

# **JOHN SHAW & SONS**

**WOLVERHAMPTON LIMITED**

**General Hardware and Metal Merchants**

**WOLVERHAMPTON**

**LONDON**

11, Charterhouse Street,  
Holborn (Show Rooms)

**CALCUTTA**

9, Esplanade East, Dhurrumtola St.  
and Bentinck Lane.

**CAPETOWN**

Long St., Longmarket St.  
and 10 Sir Lowry Rd.

**BRANCHES IN**

VALPARAISO, HAVANA,  
TRANSVAAL COLONY, ETC.

With whom are incorporated: **MESSRS. J. & W. HAWKES**, Birmingham, 1896 (Estd. 1831) and **MESSRS. OWEN & FENDELOW**, Wolverhampton, 1899 (Estd. 1770), the latter including **MESSRS. WINDLE & BLYTH** (HOME HARDWARE) Wallsall, incorporated 1853. **MESSRS. HENRY STUART & CO.**, incorporated 1877, and **MESSRS. PLIMLEY & CO.**, 1888. **MESSRS. WILLIAM & HENRY BATE**, Wolverhampton, 1899 (Estd. 1849)

**General Hardware, Cast and Steel, Hollow Ware, etc.**

**Linseed Oil, Canada Plates, Tin Plates,  
Black Sheets, Galvanized Sheets,  
Coil Chain, Cement**

**J. H. ROPER**, Canadian Representative,

82 St. Francois Xavier Street, **MONTREAL**



# THE ONTARIO TACK CO.

HAMILTON

LIMITED

MANUFACTURERS  
OF

## **TACKS WIRE NAILS WIRE**

 **WIRE SPIKES** up to 12 inches long  
**OILED AND ANNEALED WIRE**  
**FENCE STAPLES** (Small Bundles, Soft and Clean in 20 in. Coils)  
**WIRE HOOPS** (Electrically Welded)

Bright, Annealed and Tinned **FINE WIRES**,  
**Shoe Tacks, Shoe Nails, Shoe Rivets, &c.,**  
Cooper Nails, Barrel Nails, Basket Nails,  
Starr's Corrugated Steel Fasteners.

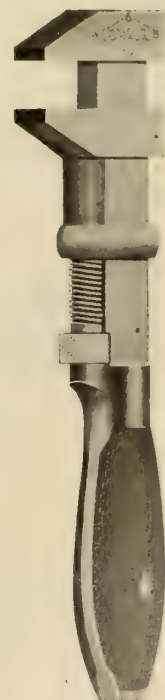
### **Made in Canada**

*We are the first and only makers of Monkey Wrenches  
in Canada.*

**Solid Steel Bar Drop Forged  
Agricultural or Regular Wrench  
Improved Machinist Knife Handle  
Wrench**

*Also—Always Ready, Bull Dog, Engineers' and all other  
kinds of Wrenches.*

FOR SALE BY ALL JOBBERS AND DEALERS



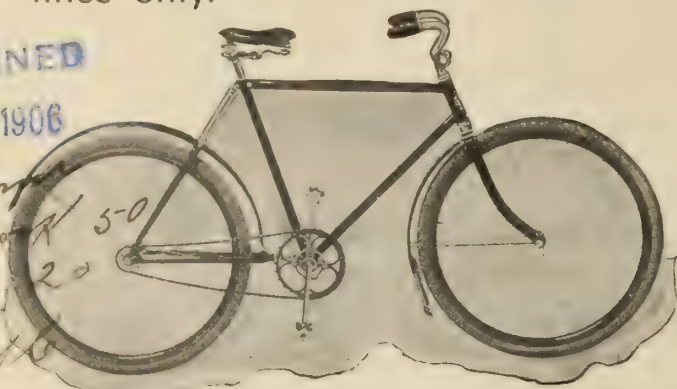
**THE WHITMAN & BARNES MANUFACTURING CO.**

*St. Catharines, Ontario*



# Back to Bicycles

The return of the Bicycle to popular favor is assured. Our Agents in most parts of the Dominion report bright prospects for the coming season. Our present orders are largely in advance of the past three seasons. They all give the same reason—THE CUSHION FRAME. The greatest improvement since the Pneumatic Tire. Ask the man who rides one. You will find this feature on our lines only.



THE CUSHION FRAME

CLEVELAND  
BRANTFORD  
SILVER RIBBON MASSEY  
PERFECT

Get into line. Write for Agency.

**CANADA CYCLE & MOTOR CO.**  
LIMITED

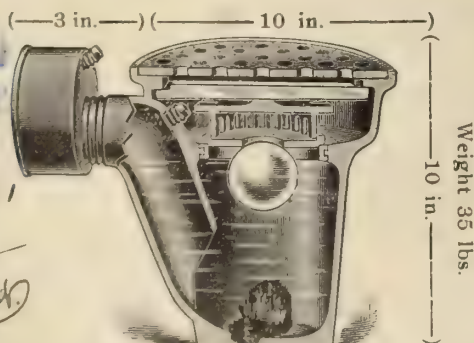
Makers of the World's Best Bicycles

Head Office and Works, - TORONTO JUNCTION

## NO PLUMBING JOB

Is Complete without a

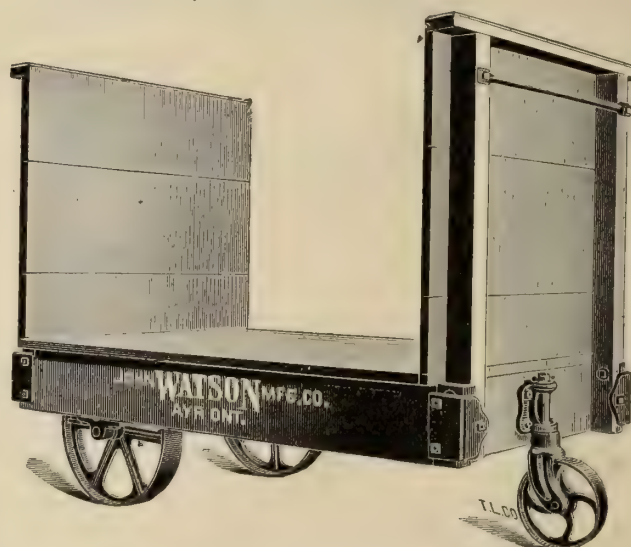
## MARTIN CELLAR TRAP



Prevents Water from Backing into the Cellar, and is the Only Trap Made that will Properly Trap a Cellar or Basement.

Manufactured by

**EMMETT MARTIN,**  
FORT WAYNE, INDIANA, U.S.A.



## WE ARE THE LARGEST TRUCK MAKERS IN CANADA

Over 100 Styles of Trucks for all purposes.

We make them for every line of business from The Bank of Nova Scotia in the East, to the Largest Lumber Co. in B. Columbia.

It is the Boy behind the Truck that saves the Dollars.

You can save money by writing for our Catalogue.

**John Watson Manfg. Co., Limited**  
AYR, ONTARIO, CANADA



# MESSRS. W. GILBERTSON & CO.

PONTARDAWE, SOUTH WALES LIMITED

---

*Makers of*

# “COMET”

## *Galvanized Sheets*

**PATENT FLATTENED**

**LOW** IN PRICE, but unsurpassed in finish and working-up qualities. MADE from **British** Siemens-Martin steel of **our own Manufacture**, thus ensuring uniform quality.

---

“COMET”

## GALVANIZED CANADA PLATES

of same **superior quality** and finish as the Galvanized Sheets.

## GILBERTSON'S SIEMENS-MARTIN BLACK PLATES

Pickled, cold rolled and close annealed; cold rolled and close annealed, and close annealed only, for ordinary, deep stamping and enamelling purposes.

ALSO

**Black Tagger Plates, Electrical Sheets** and High-Class Tinplates

---

If you can't get “COMET” brand from your Jobber, write to

**ALEXANDER GIBB,** Canadian Representative,

**13 St. John Street, = MONTREAL**





# ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

## A LITTLE MORE STEAM

It pays to put a little extra effort on Asbestos Sad Irons. The dealers who entered our Advertising and Window Display Contests report results in the way of increased sales that are *surprising even to us*.

Don't let the fire under your boilers die out. Get up a special head of steam every once in a while.

How much time will it take to put an assortment of Asbestos Sad Irons and a few show cards into your window? One dealer in a small town sold *fourteen Laundry Sets* and a *large number* of our other styles in *two days* as the result of a window display—at regular minimum retail prices. Did it pay?

In order to assist the dealer in pushing Asbestos Sad Irons, we are ready to furnish through jobbers a handsome steel *Display Stand*. The stand is given free to dealers who order Asbestos Sad Iron Assortment No. 5.

There is no better method for the dealer to increase his sales and at the same time to co-operate with the manufacturer in creating demand than by displaying goods to the best advantage.

Return the adjoining coupon and get details concerning the Asbestos Display Stand.

YOUR JOBBER QUOTES PRICES

**THE DOVER MFG. CO.**  
CANAL DOVER  
OHIO

BOX 824

COUPON  
The Dover Mfg. Co.  
CANAL DOVER, O.  
BOX 824

Gentlemen:-

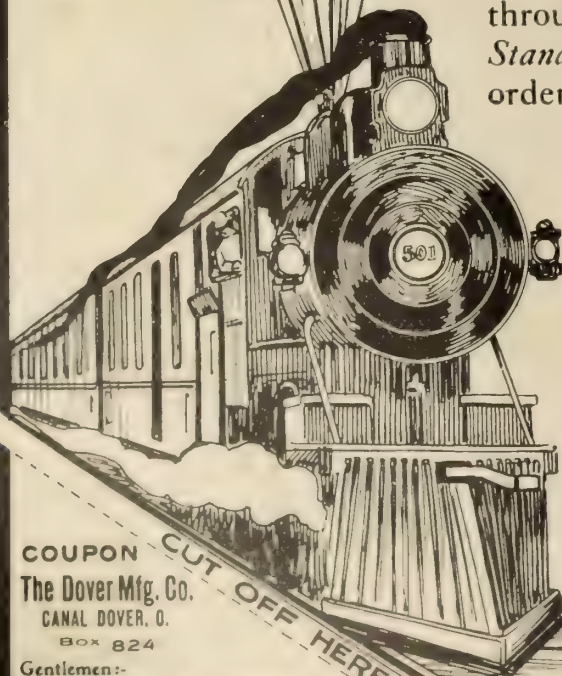
Please send me details regarding Display Stand. Also give names of jobbers who are prepared to furnish same.

Name.....

City.....

State.....

CUT OFF HERE





# EFFECTIVE

Is the word which best describes

## MAXIMUM LIGHT GLASS

Herewith will be seen how **Maximum Light Glass**, applied to lean-to skylight, projects daylight to every part of long rooms.

That this is no easy thing to do is best proven by the measure of success some "other" systems have met with in attempting it.

The **glass** that you can sell is the glass that can sell itself on its own efficiency—**Maximum Light Glass**.

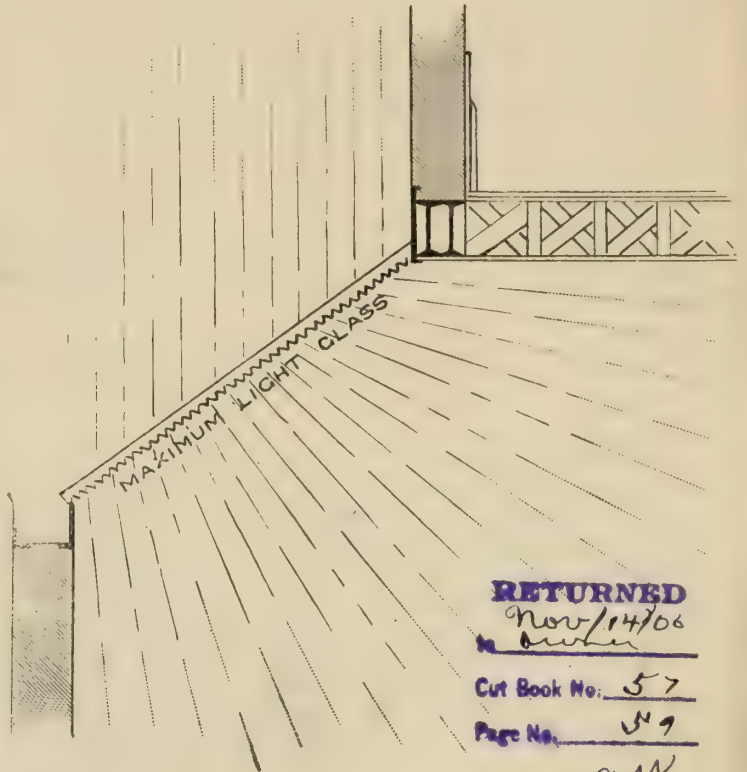
The price of **Maximum Light Glass** is the same as that of the ordinary sheet prismatic glass.

Sole Canadian Agents :

**THE HOBBS MANUFACTURING CO., Limited**

**LONDON and WINNIPEG**

*Glass Importers and Manufacturers*

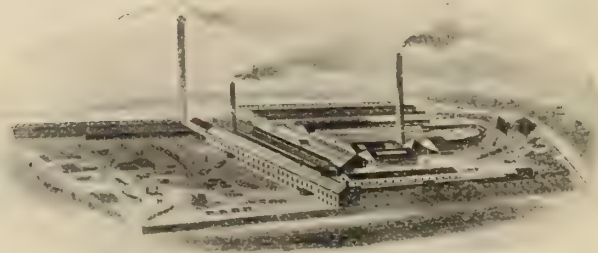


# John Summers & Sons, Limited

**Hawarden Bridge Works,  
Shotton, Flintshire, England**



**Globe Iron Works, Stalybridge, England**



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



**DEAD FLAT SHEETS,** Black or Galvanized.

**BEST and CHEAPEST** for all kinds of work.

We are the largest makers and give you the

**MAXIMUM QUALITY AT  
MINIMUM PRICES**

**Agent: F. Hankin, Montreal**



# The Toronto Silver Plate Co., Limited

Silversmiths  
and  
Manufacturers  
of  
Electro Silver Plate  
of every description.

In the more ornate patterns  
for the Home use, and in  
the plainer patterns for  
Hotel, Club and Dining  
Car purposes.



We issue six complete  
Catalogues.

If you are in-  
terested write for  
them.

No. 11. Berry Dish

All Silverware stamped with our name is fully guaranteed as to quality.

Windsor  
Pattern  
Tea Spoon



No. 58. Club Set

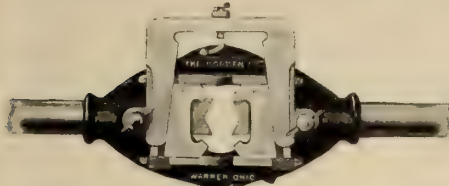
King's  
Pattern  
Oyster Fork

**Factories and Salesrooms : West King St., Toronto, Canada**

**E. C. Gooderham, Managing Director**



THE NEW  
"SOLID-ADJUSTABLE"  
HAND STOCK AND DIES



New prices that will warrant your inquiries.

**The BORDEN COMPANY**  
WARREN, OHIO. U.S.A.

**WIRE NAILS  
TACKS  
WIRE**

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT

**PRIEST'S CLIPPERS**

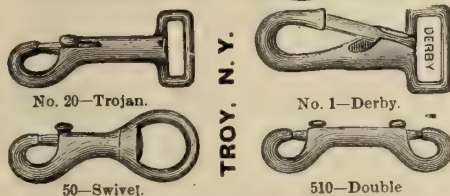
Ball Bearings Largest Variety Toilet, Hand, Electric Power  
ARE THE BEST.  
Highest Quality Grooming and Sheep-Shearing Machines.  
WE MAKE THEM.  
SEND FOR CATALOGUE TO  
American Shearer Mfg. Co., Nashua, N.H., USA  
Wiebusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

**FRANK PEARCE & CO.**

Established 1868

Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

**Covert Mfg. Co.**



**The Bowmanville Foundry Co., Limited**  
Bowmanville, Ont.



Makers of Good Goods Only.

**"THE EMLYN" SAW BENCH**

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

**CHARLES D. PHILLIPS,**

Cables—  
"Machinery," Newport. Emlyn Engineering Works  
NEWPORT, MON., ENGLAND

**JAMES HUTTON & Co.**

Manufacturers' Agents

REPRESENTING

JOSEPH RODGERS & SONS LTD., Cutlery to His Majesty  
STEEL, PEECH & TOZER Ltd., Steel Axles, Tyres, Spring  
Steel, &c., &c.

W. & S. BUTCHER, Razors, Files, &c.

THOS. GOLDSWORTHY & SONS, Emery, Emery Cloth, &c.

BURROUGHS & WATTS, LTD., Billiard Tables, &c.

**MONTREAL**

A TOOL THAT'S STAMPED  
**STANLEY**  
IS THE BEST OF ITS KIND

IMPROVED CARPENTERS'  
TOOLS

Sold by all Hardware  
Dealers

**STANLEY RULE & LEVEL CO.**  
NEW BRITAIN, Conn., U.S.A.

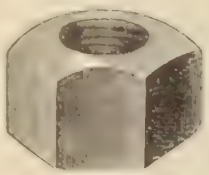


**SILENT SALESMAN**

Given gratis with an order for eight half-dozen  
Pen Knives as illustrated above.

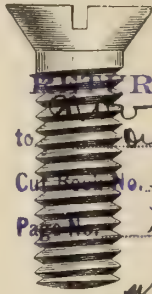
May be ordered through all leading wholesale  
hardware firms.



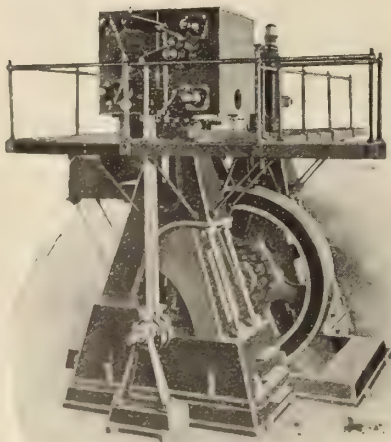


# MORROW'S

## NUTS AND SCREWS



The John Morrow Machine Screw Co.  
INGERSOLL, ONTARIO



## LAURIE - CORLISS ENGINES

Simple, Cross and Tandem, Compound,  
Condensing, Non-Condensing,  
Horizontal, Vertical.

—Speeds from 80 to 150 Revolutions per minute—

FOR ALL POWER PURPOSES

LAURIE ENGINE & MACHINE CO., Limited  
MONTREAL, CANADA

# SADLER & HAWORTH

The **Best Selected**  
**Steer Hides**, Tanned by  
**Oak Tanning** make the  
**Leather** that makes  
**SADLER & HAWORTH**  
**BELTING.**

Through thirty  
years of practical **Belt**  
**Making**, we have found  
out all the "whys" and  
"wherefores."

It is to our interest  
to make **Good Belting**,  
and we do it.

We do not want you  
to buy only **One Belt**.  
We want to supply you  
with **All Your Belting**.

Our **Grades** will al-  
ways be found to be  
**Uniform in Quality**.

We aim to make  
**Our Belts** a little better  
than the best. A trial  
order will convince  
you that **We Have Suc-  
ceeded**.

**Offices and Factories at**  
**MONTREAL** and  
**TORONTO.**

# LEATHER BELTING



**S. S. KIMBALL**

Manufacturer of

**Champion Fire and Burglar-proof Safes**  
**Vault Doors, Cash Carriers, Toboggans and Bicycles**

Agent for  **Dehorning**  
**Dr. Leavitt's** **Clippers**

**Massey-Harris Bicycles, etc.**

**Second-hand Bicycles, and**  
**Sundries at best prices.**

24 Years Established at

577 Craig Street, **MONTREAL**

Use  
**THE LONDON BRASS WORKS**  
**STEAM**  
**VALVES**  
**STEAM STOP COCKS, &c.**  
**BRASS CASTINGS**

94 Carling Street, London, Ont.

**The Regal Glove and Mitt Co.**  
**LONDON, ONT.**

MANUFACTURERS OF **CANVAS GLOVES**

Leather Faced or Leather Tipped, in Dark  
 or Light Brown, and Dark or Light Grey.

All our Gloves are 'Lockstitched' and guaranteed

SAMPLES AND PRICES ON APPLICATION

**"NOVO"** AIR HARDENING **STEEL**

FOR.....

PLANER, LATHE and BORING TOOLS,  
 MILLING CUTTERS, REAMERS,  
 DRILLS, PUNCHES, Etc.

**"NOVO" HIGH SPEED DRILLS****WM. ABBOTT, Agent**

334 ST. JAMES STREET, MONTREAL

1906

**Improved "INTERNATIONAL" BURNER**

1907

**TRY A SAMPLE DOZEN**

Satisfaction Guaranteed

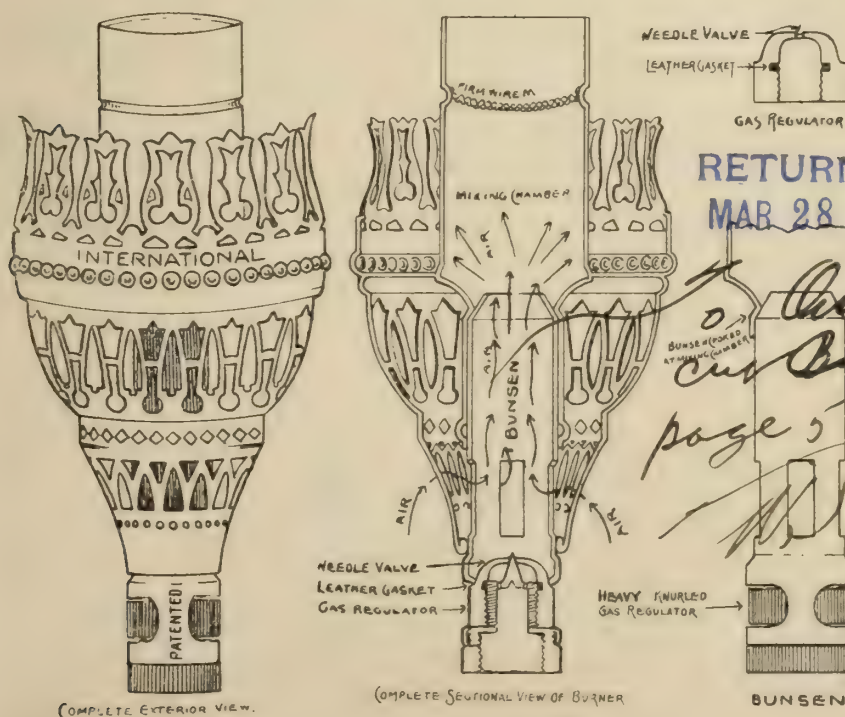
THREE FINISHES  
 CLOSED OR OPEN BASKET

	PER DOZ.
Polished Brass	\$4 25
Brushed Brass	4 90
Oxidized Copper	4 50
Deck Plates	0 15

The most Scientific Burner on the market to-  
 day. Nothing to equal it in efficiency or  
 appearance.

**AN ORNAMENT IN THE MOST ARTISTIC HOME**

**Leather Packing** or Gasket makes it absolutely  
 impossible for any leakage of gas from the  
 needle valve adjustment. Cannot light back  
 into the bunsen or puff out when lit. The  
 accompanying detailed sketch cannot fail to  
 convince the most skeptical of its many  
 advantages over every other burner on the  
 market.



Manufactured expressly for and con-  
 trolled in Canada, Great Britain and  
 United States by

**The International Gas Appliance Co., Limited**535, 537 and 539 Queen St. East, **TORONTO, CAN.**



RETURNED  
MAR 29 1906



NIAGARA  
AND  
AMERICAN  
**HALTER  
CHAINS**

A perfect swivel snap  
and sliding lock-ring  
allow unlimited adjust-  
ment.

These chains are ab-  
solutely uniform in  
strength.

**HIGHLY POLISHED  
VERY SMOOTH**

Manufactured by

**ONEIDA COMMUNITY, LTD.**

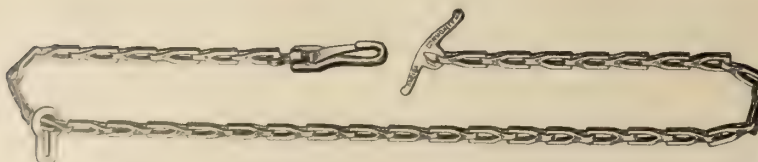
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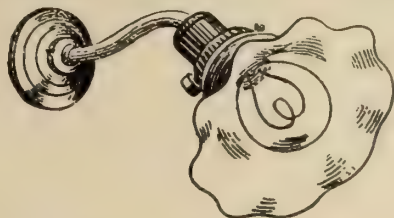
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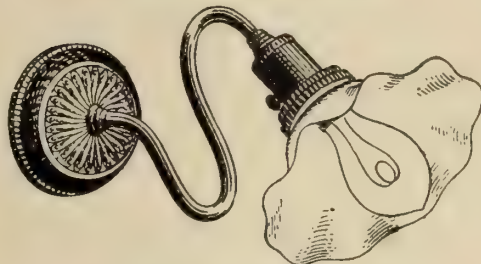
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No. 20—Electric Collar and Stalactite  
Each 90c.



No. 1—BRACKET. Each 12c.—per 100, 9¼c.



No. 4—BRACKET. Each 30c.—per 100, 26c.



Edison or T. & H. Key Lined Sockets  
Each 13c.—per 100, 12¼c.



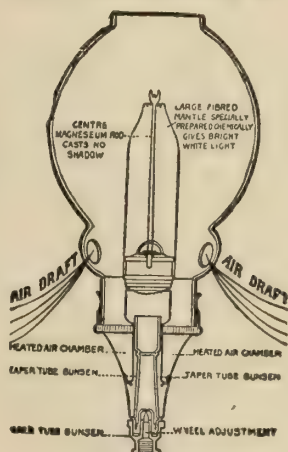
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Each \$1.00—100 lots, 70c.



No. 1065—Electric Adjustable Portable  
Each \$1.30—per 100, \$1.00



No. 193—Gas Portable  
Each \$1.15—per 100, 90c.



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"Select" complete, - each 30  
Competition, " " 40  
Lindsay, " " .72c.  
"A" Globes, - per doz. \$1.25

50 lots  
Everbest No. 1 Mantles, - 12c.  
" No 2 " - 11c.  
Leader Mantles, - 9c.

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Lucifer Mantles, - 7¼c.



No. 4—BRACKET

No. 100—Gas, stiff bracket, 20c.  
" 104— " single swing " 30c.  
" 105— " double " 30c.



No. 1066—Electric Adjustable Portable  
Each \$1.10—per 100, 95c.



No. 1419—GAS FIXTURE  
2 Light, each \$1.15 per 100 lots 1.00  
3 Light, each \$1.50 per 100 lots 1.35



No. 1003—ELECTRIC FIXTURE  
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For Gas Fixtures, same style, at 15c. per arm.

**Remember all Fittings, such as Shades, Holders, Back Plates, are extra**

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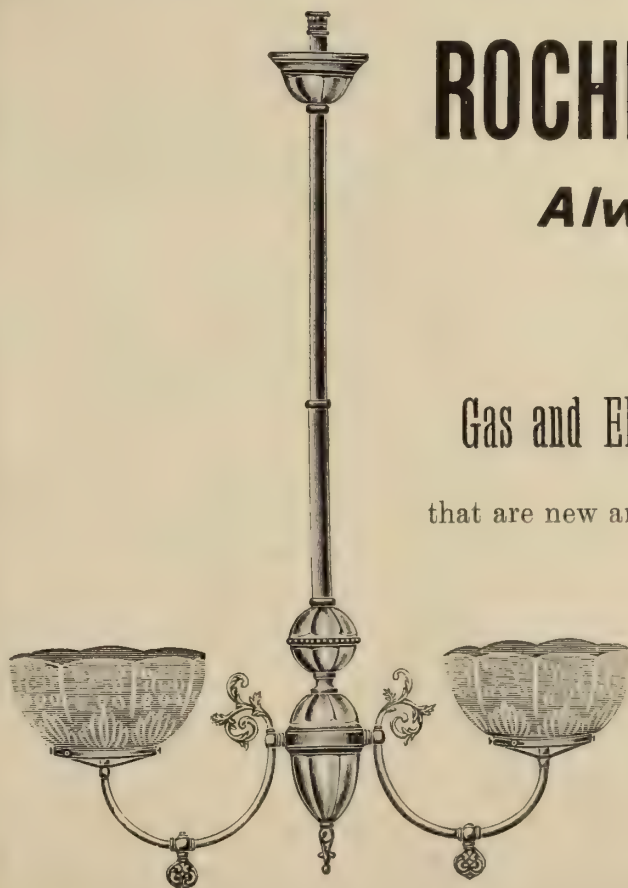
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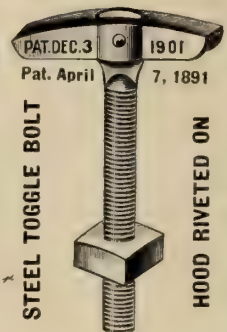
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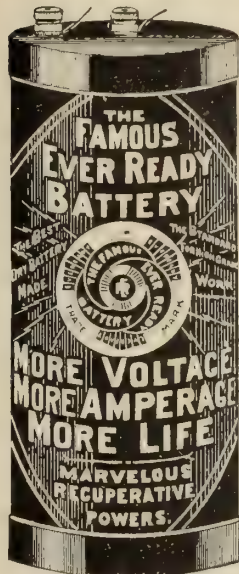
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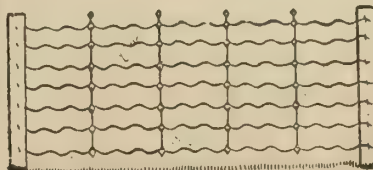
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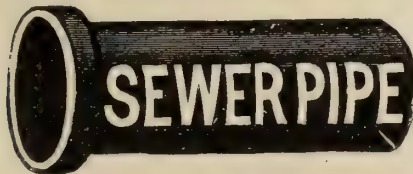
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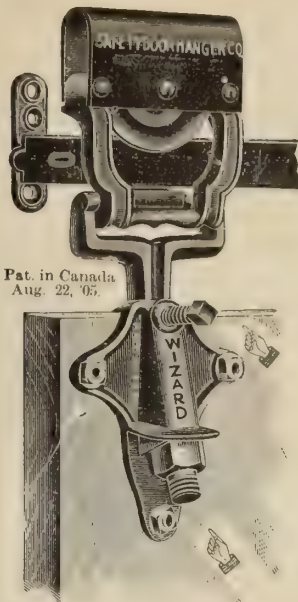
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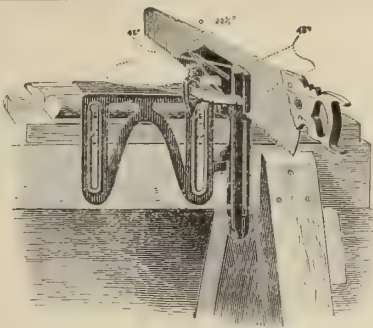
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**WIZARDS—Remember—WIZARDS**

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Lysaght, John, Bristol, Eng.  
Morton, B. K., & Co., Sheffield, Eng.  
Nova Scotia Steel and Coal Co., New  
Glasgow, N.S.  
Roberts, J., & Co., Montreal.  
Samuel, Benjamin & Co., Toronto.  
Stairs, Son & Morrow, Halifax, N.S.  
Summers, John, & Son, Stalybridge, Eng.  
Thompson, B. & S. H. & Co., Montreal.

**Metal Lath.**

Galt Art Metal Co., Galt.  
Metallic Roofing Co., Toronto.  
Metal Shingle & Siding Co., Preston,  
Ont.

**Metal Polish, Emery Cloth, etc.**

Solarine Company, Chicago.

Oakey, John, & Sons, London, Eng.

**Mop Wringers and Buckets.**

Eagle Cooperage Works, Circleville, O.

**Oil Stones.**

The Pike Mfg. Co., Pike, N.H.

**Oil Tanks.**

Bower, S. F., & Co., Toronto.

**Paints, Oils, Varnishes and Glass.**

Canada Paint Co., Montreal.  
Consolidated Plate Glass Co., Toronto.  
Fenner, Fred., & Co., London, Eng.  
Francis-Frost Co., Toronto.  
Henderson & Potts Co., Montreal.  
Imperial Varnish and Color Co., Toronto.  
Jamieson, R. C., & Co., Montreal.  
Lewis, Rice & Son, Toronto.  
Luxfer Prism Co., Toronto.  
McArthur, Corneille & Co., Montreal.  
McCaskey, Dougall & Co., Montreal.  
Queen City Oil Co., Toronto.  
Ramsay & Son, Montreal.  
Sanderson, Percy & Co., Toronto.  
Scarfe & Co., B. antford.  
Sherwin-Williams Co., Montreal.  
Standard Paint and Varnish Works  
Windsor, Ont.  
Stephens & Co., Winnipeg.  
Martin-Senour Co., Chicago.  
Wilks, Son Heywood & Clarke, Montreal.  
Winnipeg Paint and Glass Co., Winnipeg.

**Perforated Sheet Metals.**

Greening, B., Wire Co., Hamilton.

**Plumbers' Tools and Supplies.**

Barnes Tool Co., New Haven, Conn.  
Borden Co., Warren, Ohio.  
Canadian Fairbanks Co., Montreal.  
Cluff, R. J., & Co., Toronto.  
Glauber Brass Co., Cleveland, Ohio.  
Gurney Foundry Co., Toronto.  
Jardine, A. B., & Co., Hespeler, Ont.  
Jenkins Bros., Boston, Mass.  
Lewis Rice & Son, Toronto.  
McAvity, T., & Sons, St. John, N.B.  
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Montreal Rolling Mills, Montreal.  
Morrison, Jas., Brass Mfg. Co., Toronto.  
Mueller, H., Mfg. Co., Decatur, Ill.  
Natuco Co., Salem, N.J.  
Ontario Lead and Wire Co., Toronto.  
Oshawa Steam & Gas Fitting Co., Oshawa.  
Robertson, Jas., Co., Montreal.

Page-Hersey Iron & Tube Co., Guelph.  
Stairs, Son & Morrow, Halifax, N.S.  
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Standard Sanitary Co., Pittsburg.  
Stephens, G. F., & Co., Winnipeg, Man.  
United Brass Mfg. Co., Cleveland, Ohio.  
Utica Drop Forge & Tool Co., New York.

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Grey & Bruce Portland Cement Co.,  
Owen Sound.  
Hanover Portland Cement Co., Han-  
over, Ont.  
Hyde, F., & Co., Montreal.  
Imperial Cement Co., Owen Sound.  
Thompson, B. & S. H. & Co., Montreal.  
Winnipeg Paint & Glass Co., Winnipeg.

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Winnipeg Paint & Glass Co., Winnipeg.  
Wheeler & Bain, Toronto.

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Parmenter & Bullock, Gananoque.

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Fabien, C. P., Montreal.

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Atkins, E. C., & Co., Indianapolis, Ind.  
Lewis Bros., Montreal.  
Spear & Jackson, Sheffield, Eng.

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Diamond Saw & Stamping Works, Buffalo.

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Burrow, Stewart & Milne Co., Hamilton.  
Canadian Fairbanks Co., Montreal.  
New Warren Scale Co., Montreal.

**Screws, Nuts, Bolts.**

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Canada Screw Co., Hamilton.  
Montreal Rolling Mills Co., Montreal.  
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Ingersoll, Ont.

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Dominion Sewer Pipe Co., Toronto.  
Hyde, F., & Co., Montreal.

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Peterboro Shovel & Tool Co., Peterboro.

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Canada Stove Works, Harrison, Ont.  
Clare Bros. & Co., Preston.  
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Findley Br. & Co., Carleton Place.  
Guelph Stove Co., Guelph.  
Gurney Foundry Co., Toronto.  
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Joy Mfg. Co., Toronto.  
Kemp Mfg. Co., Toronto.  
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ville.  
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Western Foundry Co., Wingham.  
Wright, E. T., & Co., Hamilton.



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Caverhill, Learmont & Co., Montreal.  
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Howden, D., & Co., London.  
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Lewis Bros. & Co., Montreal.  
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Canada Fence Co., London.

Dennis Wire and Iron Co., London, Ont.  
Dominion Wire Mfg. Co., Montreal.  
Greening, B., Wire Co., Hamilton.  
Ironside, Son & Co., London, Ont.  
McIntosh-Banwell Co., Walkerville.  
Montreal Rolling Mills Co., Montreal.  
Munro Wire Works, Winnipeg.  
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Page Wire Fence Co., Walkerville, Ont.  
Western Wire & Nail Co., London, Ont.  
Wilcox Mfg. Co., London, Ont.

**Woodenware.**

Taylor-Forbes Co., Guelph, Ont.

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*To Owner  
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W.S.L.*

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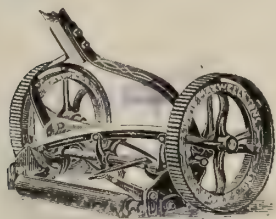
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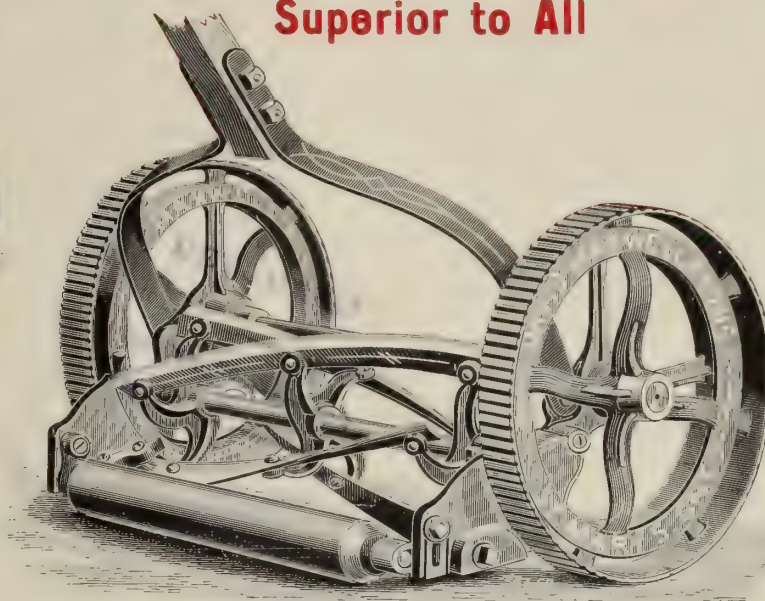
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10½ inch. 4 knives  
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made with  
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**BALL**  
**BEARINGS**

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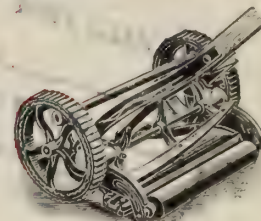
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# HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII.

MONTREAL, TORONTO, WINNIPEG, MARCH 31, 1906

NO. 13.

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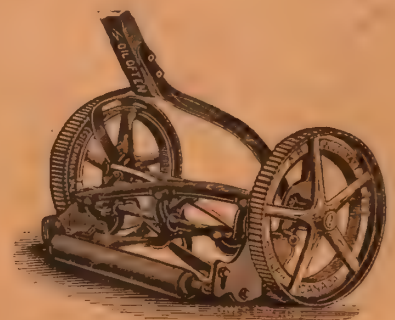
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#### STAR MOWER

9-inch Wheel.

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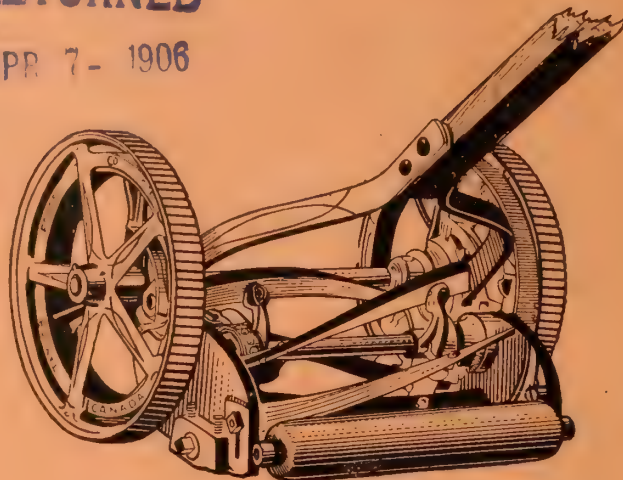
#### DAISY MOWER

10½ Wheel.

Sizes, 12, 14, 16, 18, 20-inch.

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Ball Bearing.

9 Wheel.

Four Blades.

Sizes, 14, 16, 18, 20.

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10 Wheel.

Five Blades.

Ball Bearing.

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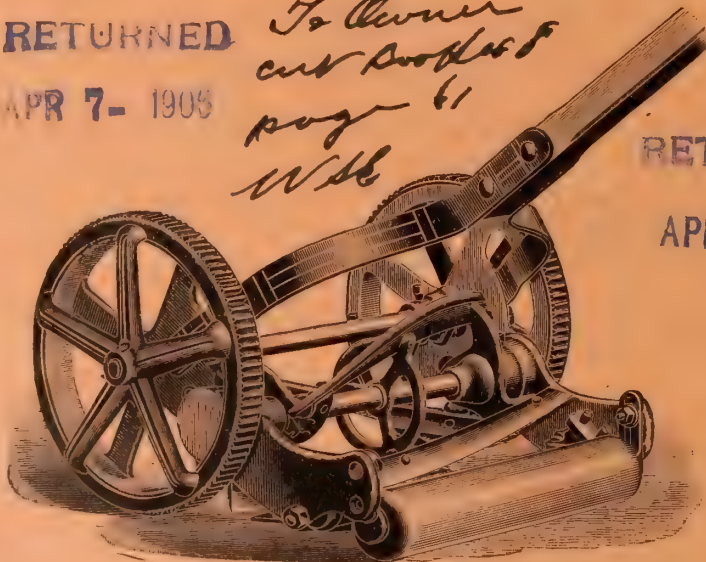
Sizes, 14, 16-inch.

This mower is specially designed for bowling and golf greens.

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page 61  
W.H.*



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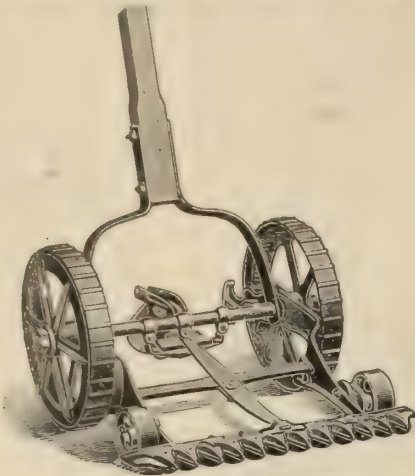
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**TORONTO**



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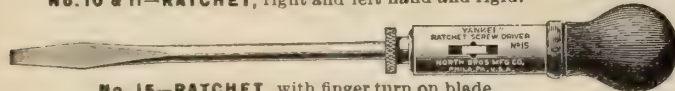
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Good Tools, but

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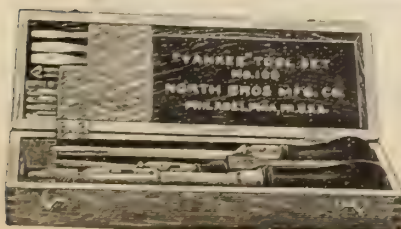
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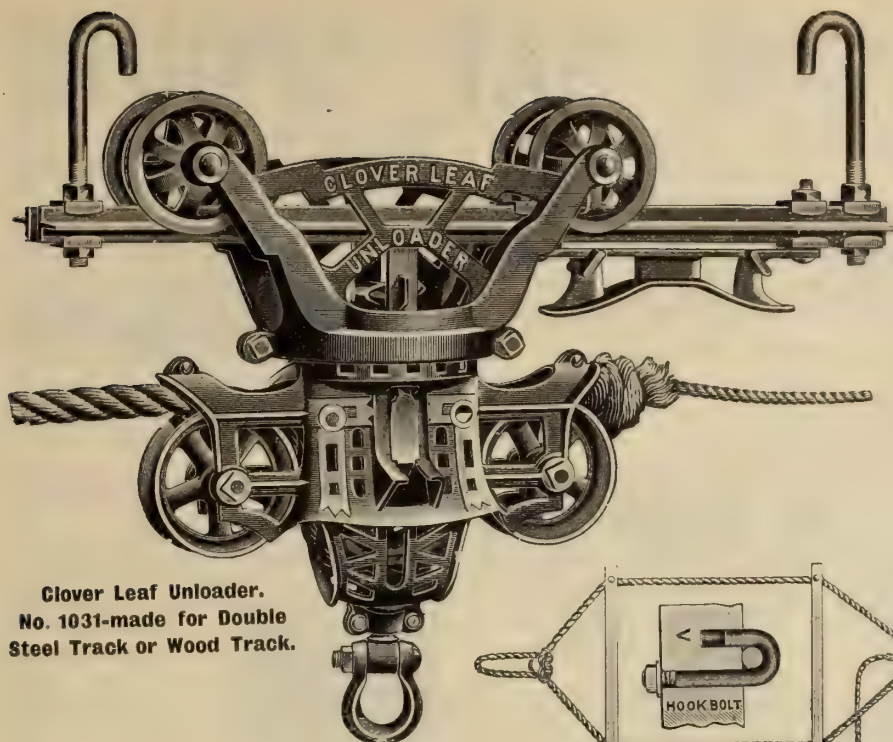
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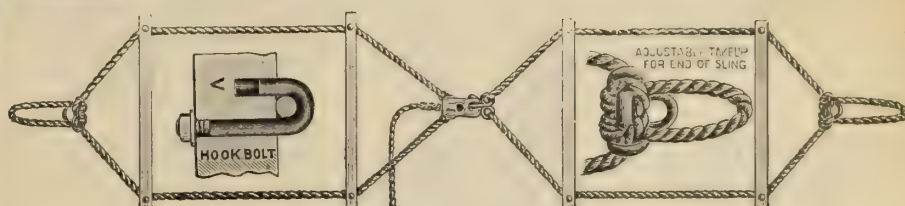
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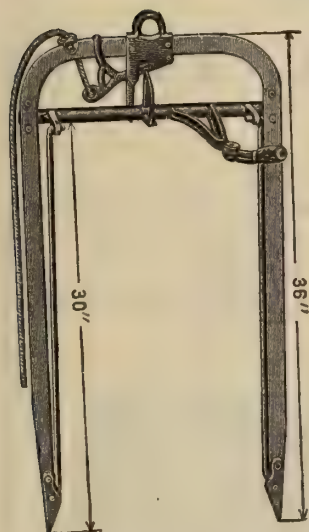




**Clover Leaf Unloader.**  
No. 1031-made for Double  
Steel Track or Wood Track.



**Myer's Center Trip Adjustable Sling.**



**Open Lock Lever Fork.**



**Set Lock Lever Fork.**

# ORDER NOW—

## NOT WHEN THE ROSES BLOOM AGAIN

When you want Haying Tools, you'll want them in a hurry. Don't wait till the last minute, then expect to get your goods within two or three days.

We feel sure, if you knew the worry you were giving us, as well as the chances you were taking on not receiving your goods in time, you would order earlier.

We carry a reasonable stock, but it's impossible for us to have a year's supply on hand, to ship all orders at once.

These are seasonable goods, and if not disposed of by July 15th, have to be carried over for a whole year.

Last year, we had a great many complaints from dealers who delayed their orders for this line to within a few days of the time they wanted the goods.

You can judge fairly well, about what quantity of these goods you will require and we can book your order now for shipment at any future date. We give this advice simply to be able to supply you with these goods when you want them.

"Myer's" tools are acknowledged by farmers all over Canada to be the best in their line.

We carry a complete stock, including :—Hay Fork Rope, Rafter Brackets, Hay Fork Pulleys, Haying Hooks, Floor Hooks, Steel Track, etc.

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# "EUREKA" STEEL SAP SPOUTS

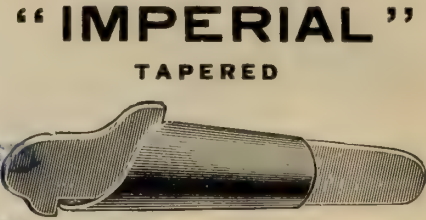


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BERLIN BRONZE,  
22 Gauge.  
TINNED STEEL,  
20 Gauge.

Patented 1896

Cuts Show Full Size  
of Spouts.

A favorite with the trade and give entire satisfaction to customers, because they are strong, safe and secure; no leakage, easily inserted, do not injure the tree, secure full flow of sap. All packed in cardboard boxes, 100 each.

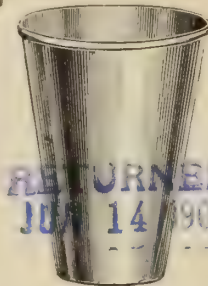


Made from heavy tinned sheets, especially adapted for . . .

## SAP PAILS

COVERED  
SAP  
BUCKETS

Made in Six Sizes



LONG  
PATTERN.

WESTERN  
PATTERN.



Write for  
Prices

PROMPT  
SHIPMENT  
GUARANTEED

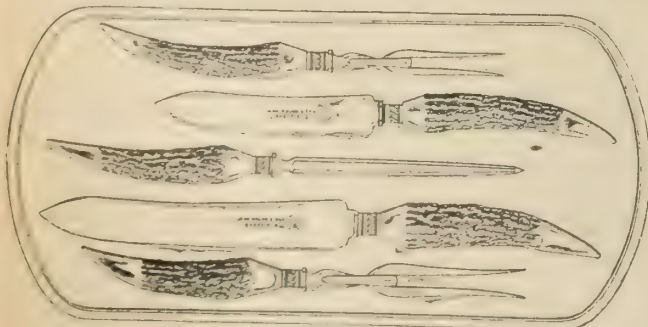
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MONTREAL and WINNIPEG

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Code—A.B.C., 4th Ed.  
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

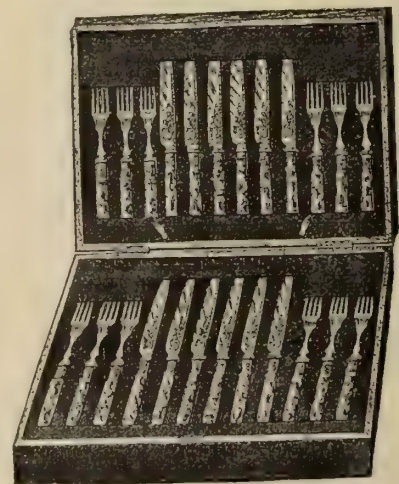
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Our manufactures have a world-wide reputation of over 50 years standing.  
The name "ROUND" is an unquestioned guarantee of QUALITY.  
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CUTLERS AND SILVERSMITHS

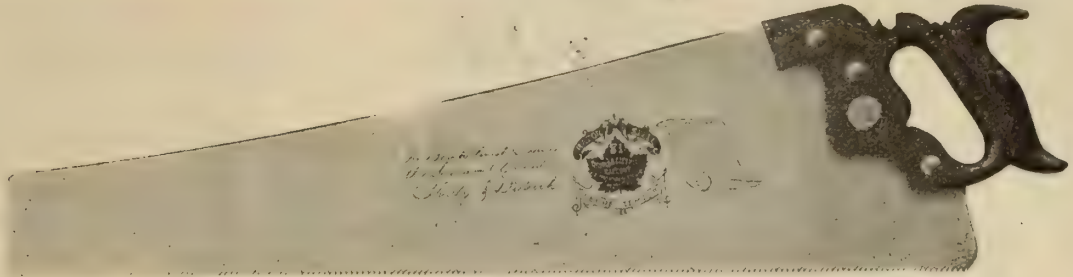
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FACTORIES:  
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No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



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Manufactured by **SHURLY & DIETRICH,** - **GALT, Ontario**





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in every Province of the Dominion, New Zealand, Australia, Etc.

*We manufacture all kinds of Lumber Tools*

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**Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.**

**Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.**

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 also **The DesJardin Patent Log Sleighs**

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Long Distance  
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 Gives the light of 100  
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No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. **SATISFACTION GUARANTEED. Catalog on Request.**  
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Trouble? Yes. Adopt

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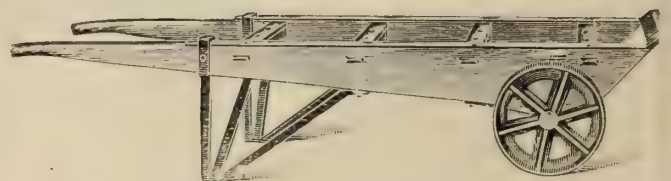
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84 inches long, 30 inches wide. Wheels 14 by 3 inches.

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THE  
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## American Twin Freezer

will freeze two flavors of ice cream,  
or water ice, at a time.

The can is divided in two parts,  
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motion, which is easier and more  
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**SIZES—1, 2, 3, 4, 6, 8, 10, 12 Quart**



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HAVE  
**PINE PAILS**

with **ELECTRIC WELDED  
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not fall off.

**AUTOMATIC  
TWIN  
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## The Gem Freezer

is the only double action freezer of  
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It freezes rapidly and easily, and  
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**DRAWN STEEL  
BOTTOM CANS**

which will not leak  
or break.

## The Blizzard

is the best low priced freezer in the  
market. Their lower price is due to  
simpler construction of the operating  
mechanism.

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## WORKING PARTS

Thoroughly Tinned  
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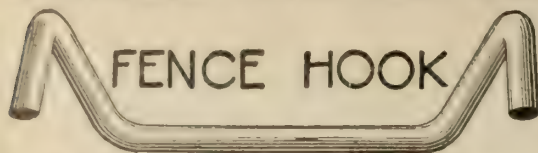
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WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

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We use strictly first-class material, and good workmanship. Send for prices for your requirements.

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THE PROFITS ARE RIGHT!



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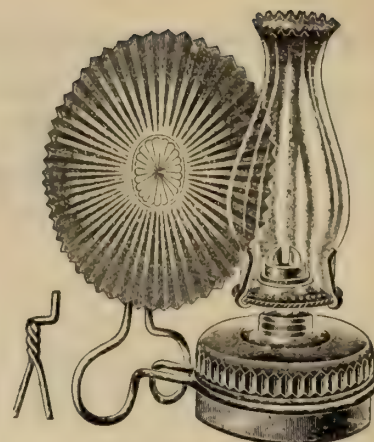
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Pat. July 26, 1898.

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The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp; fount is held secure by the spring of the wire. Finished in bright lustre.

Jaxon Brackets and bright tin reflectors, with-out founts, burners or chimneys.

Jaxon Brackets and reflectors, with founts.

Founts shipped 8 doz. in package. No charge for packages.

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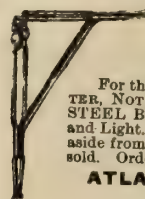
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**NEWMAN'S INVINCIBLE FLOOR SPRINGS**

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

**W. NEWMAN & SONS, Birmingham.**



**Will Hold Up a Shelf!**

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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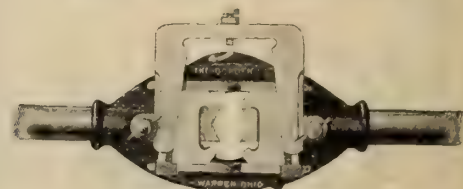
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8 Fenchurch Buildings, London, E.C.  
Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe. Cable Address, "Grautoff London," Liebers Code.

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**"SOLID-ADJUSTABLE" HAND STOCK AND DIES**



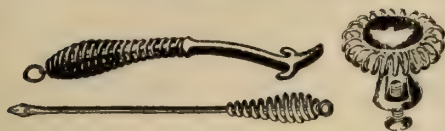
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 BALL BEARINGS  
 Largest Variety,  
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**ARE THE BEST.**  
 Highest Quality Grooming and  
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**WE MAKE THEM.**  
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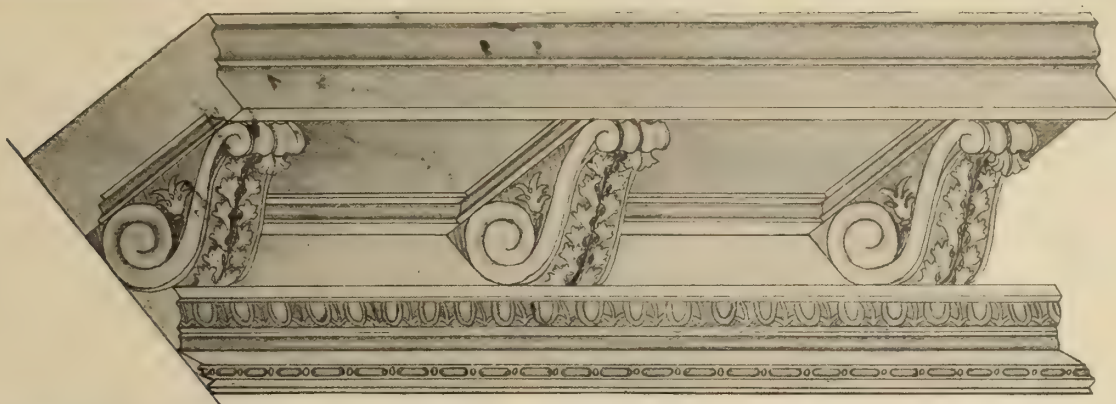
For Lawns, Gardens,  
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Galvanized and coated with  
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Any height up to 8 feet and  
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 No waste.

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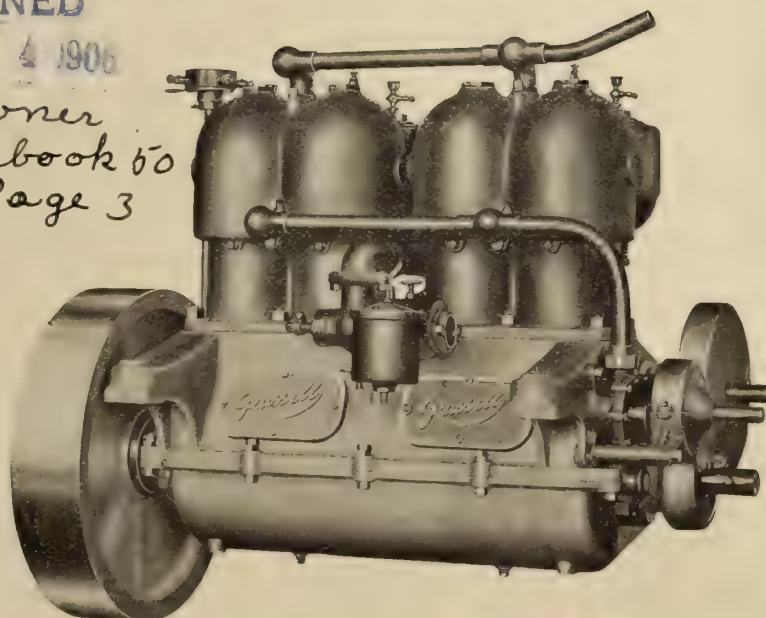
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to see  
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**TORONTO JUNCTION**



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*To Montreal  
Book 48  
page 23  
W. H.*

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to order your supply in Meat Choppers for the Fall trade.

Here is a Chopper which was in such demand last year that we could not fill all orders. Let us, therefore, have your specifications at once.

## The A 1 Food Chopper is a Jewel of its kind.

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Rungs made of select white ash and rock elm. Attachments made of steel. The Double Truss (covered by patent) gives double strength. No side swaying or warping on these ladders. Satisfaction guaranteed in every case.

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*Write for Prices.*

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**BERLIN, ONT.**

Manufacturers of Ladders for all kinds of use,  
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The Old Style Blanket at Night



The Old Style in the Morning—Ready for the Rag Bag.



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## "Stay On"

Made in 300 different styles, consisting of

## Summer Sheets

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Linens Ducks  
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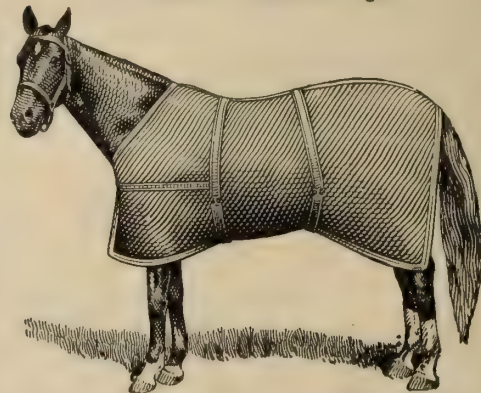
## Winter Blankets

in

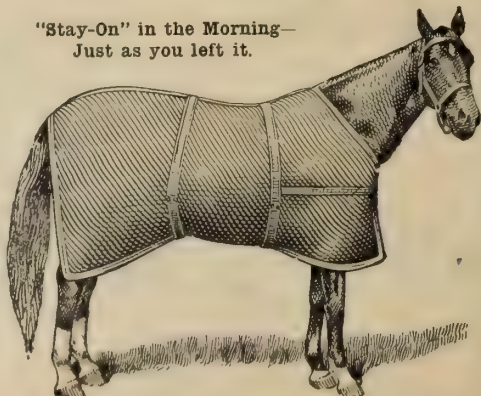
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Best made, best fitting,  
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See our Sweat Pad ad.  
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The "Stay-On" Blanket at Night.



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Just as you left it.



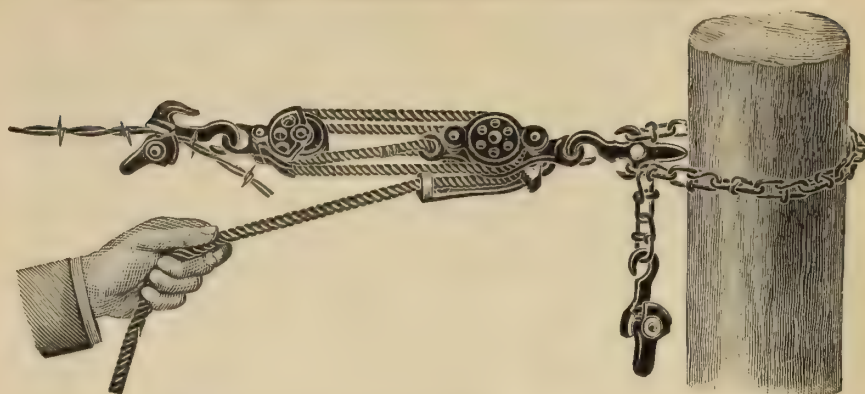


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None better on the market unless it is the Triumph.

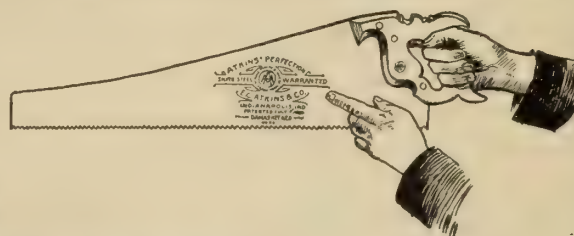
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Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for



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Write for Universal Time Book and Hand Saw Booklet.

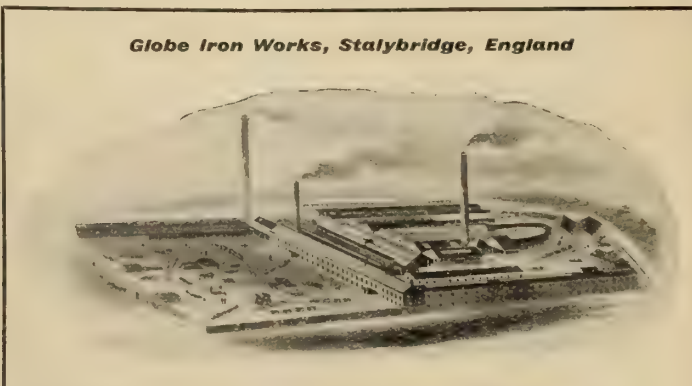
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Hawarden Bridge Works,  
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**DEAD FLAT SHEETS,** Black or Galvanized.  
**BEST and CHEAPEST** for all kinds of work.

We are the largest makers and give you the

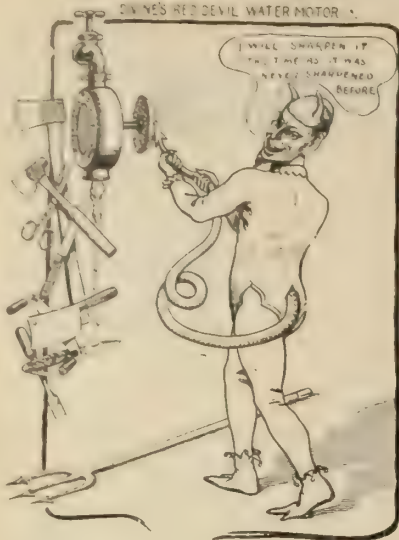
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**Agent: F. Hankin, Montreal**



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To run our little motor."

## Divine's Faucet Water Motor

Will give three times the power of  
any other water motor.

**100 Per Cent. Cheaper  
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Will grind an axe on 20 lbs. pressure 5,000 revolutions a minute. Furnishes power for grinding Cutlery and all other Edged Tools. For polishing silverware and all other metals.

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## SEYMOUR SHEARS

HAVE BEEN THE  
Standard for over Half a Century.  
"QUALITY UNQUESTIONED"  
Each pair of our shears bears the above trade mark.



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Latest Catalogue will be sent in exchange for your business card.

**Henry T. Seymour Shear Company**

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## Perfectly Flat Galvanized Sheets

Is a marked characteristic of

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**COMET**

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Sold by all jobbers who are up-to-date.

It sells readily. Is selected carefully; soft and smooth. Prices lower than other high-grade brands.

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Large Stocks  
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Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

### WIND AND WEATHER PROOF

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Dept. J, Hamilton, Ont.

## Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept. O, WALKERVILLE, ONTARIO.

## ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,  
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

## CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.  
Correspondence Solicited.



## Merit brings the Dealer Reward

These are prosperous days for "Dillon" dealers. Business is brisk. Custom is satisfactory.

The price of

## DILLON HINGE-STAY FENCE

has something to do with it, but the real cause is the merit of the fencing.

THE DILLON is devoid of unessentials, or parts destined to rust, break or come loose.

THE DILLON is easily erected. This is a great talking point in making sales.

Hadn't you better enquire about  
"THE DILLON"

THE OWEN SOUND WIRE FENCE CO., Limited  
OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal.  
Messrs. Christie Bros. Co., Limited, Winnipeg.



# THE GLASS IN POSITION



This photograph shows one side of a building in the Strand, London, where 300 windows were installed to the entire satisfaction of the owner, architect and builder. The installation is in 5-in. square crystal tiles, assembled in copper glazing bars.

No architect need ever include a dark room in his plans while **Maximum Light Glass** is obtainable.

And you can sell to the architect just as well as any other Hardwareman!

The price of **Maximum Light Glass** is the same as that of the ordinary sheet prismatic glass.

SOLE CANADIAN AGENTS :

**The HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG**  
GLASS IMPORTERS AND MANUFACTURERS



Canada is our Home Market—  
we cannot afford to sell in  
this country any goods  
but the best—

Canada is a dumping ground for  
foreign makers.

If you want Standard goods,  
specify when ordering.

**“DOMINION”**  
Cartridges and  
Shot Shells

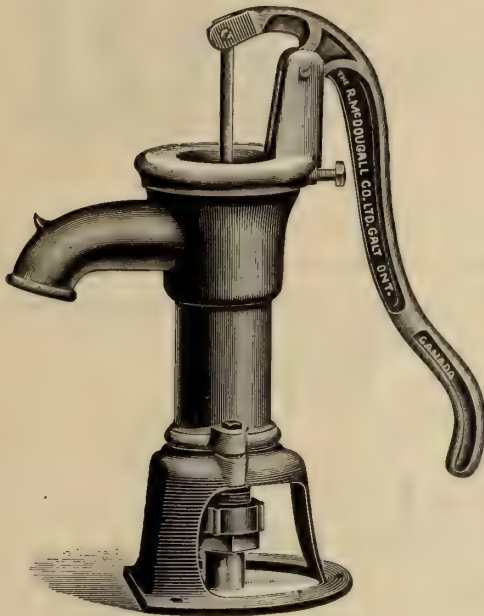
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**Dominion Cartridge Co.,**  
Limited  
**Manufacturers, Montreal**



# McDOUGALL PUMPS

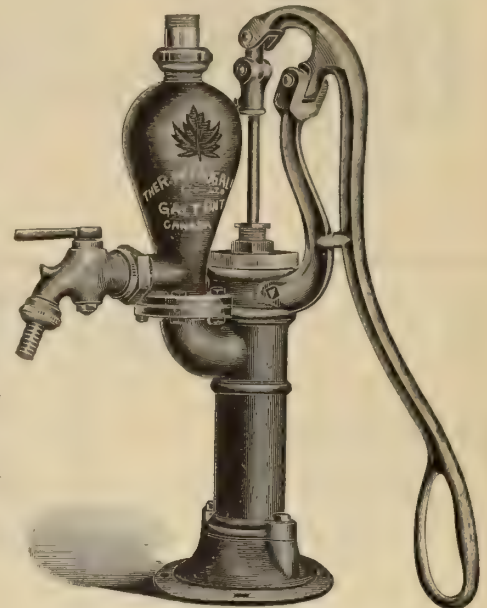


Two samples of the largest variety of pumps

**Made in  
Canada**

We make pumps for all uses and, *listen*, we make them so good that you will be sorry if you do not use and sell them.

**And, listen hard now** — the prices are right, as your jobber can tell you.



OUR ADDRESS IS

**THE R. McDOUGALL CO., Limited**

**GALT**

CATALOGUES SENT ON REQUEST

**CANADA**



We also manufacture

## Lawn Furniture

of Superior Quality

### The "BONNECHERE" Lawn Swing

**Superior Finish, Durable and Safe  
Cannot possibly close while  
occupied.**

It can be taken down or set up without the use of tools and without the least inconvenience. It is absolutely the safest swing made.

**ORDER EARLY FOR PROMPT SHIPMENT**

**The Celebrated "Comfort" Hammock Frame, Lawn Settees,  
Folding Chairs and Lawn Furniture of All Kinds.**

# THE CUMMING MANUFACTURING CO.

LIMITED

**Renfrew,**

**Ontario,**

**Canada**



# IRON

Bars in Flats, Rounds, Squares,  
Ovals, Half-Ovals, Half-Rounds and  
Bands. Also Wrought Washers.  
GOOD QUALITY. PROMPT SHIPMENT.

**London Rolling Mill Co.**  
Limited,  
LONDON, CANADA.

# STEEL

## SHOVELS

"PETERBORO"

"LUNDY"

"IRWIN"

"HILL"

Made from crucible cast steel and  
only Shovels in Canada made with  
Socket Straps.

The Peterborough



TRADE MARK

## SHOVEL

Catalogues furnished on request.

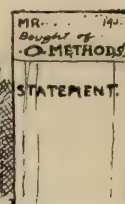
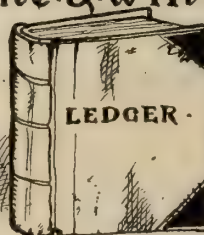
**PETERBOROUGH  
SHOVEL AND TOOL CO. LTD.**  
PETERBOROUGH, ONT.

Manufacturers of Shovels, Spades, Scoops, Draining Tools, etc.

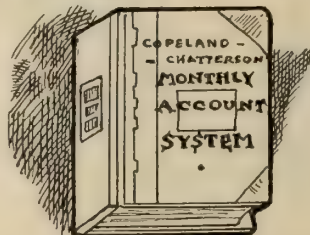
RETURNED

APRIL 4, 1906. A RETAIL DITTY.

There was a man who ran  
A store.  
And when he closed it up  
at night,  
He had to work upon his books  
& write! & write!! & write!!!



A C.C. man came unto him,  
And proved unto his great  
delight,  
That all that he need ever do  
is write.



¶ The Copeland-Chatterson Retail System consists of one book which does  
the work of three books intelligently and without effort on the part of  
the accountant.

Write for particulars and information.

**The Copeland-Chatterson Co. Limited**

Devisers and Manufacturers of Systems for Business

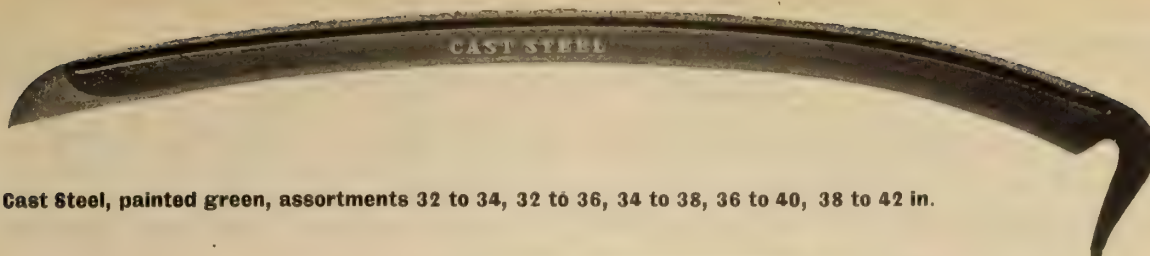
Head Office : Toronto.

Works : Brampton.

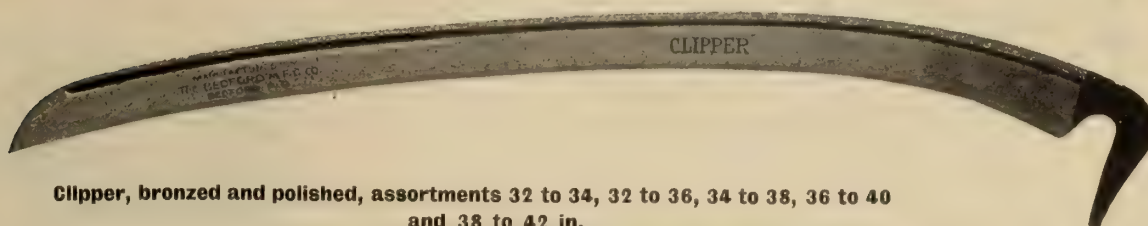
Winnipeg : 141 Bannatyne St.

Montreal : Liverpool, London & Globe Building.





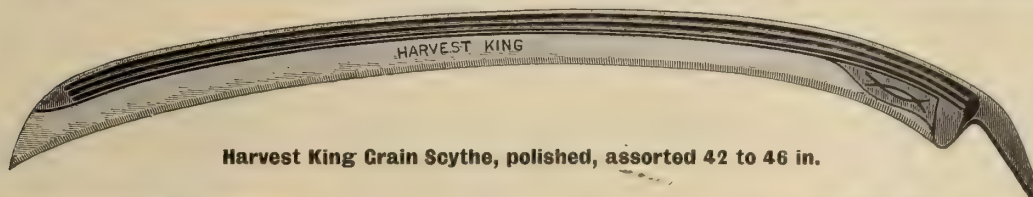
Cast Steel, painted green, assortments 32 to 34, 32 to 36, 34 to 38, 36 to 40, 38 to 42 in.



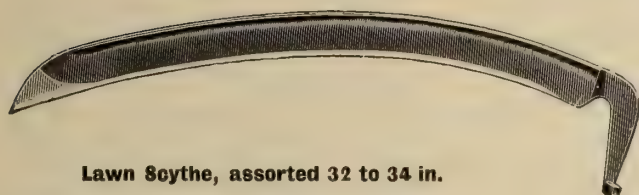
Clipper, bronzed and polished, assortments 32 to 34, 32 to 36, 34 to 38, 36 to 40 and 38 to 42 in.



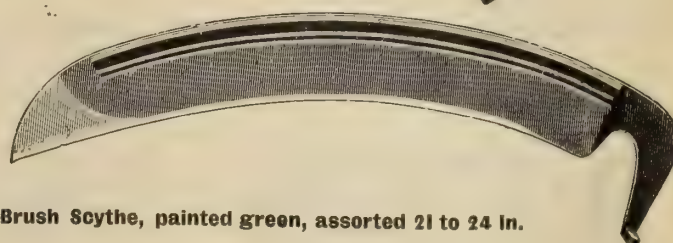
Little Giant, forge finish and polished, assortments 32 to 34, 32 to 36, 34 to 38, 36 to 40, 38 to 42 in.



Harvest King Grain Scythe, polished, assorted 42 to 46 in.



Lawn Scythe, assorted 32 to 34 in.



Brush Scythe, painted green, assorted 21 to 24 in.



Scythe Stones, Assortment A.

Here is **variety** enough in **Scythes** to suit the demand of almost any hardware store. Yet our stock includes two others we have not room to show.

Follow the plan of keeping variety in your lines. Buy small quantities, but buy often. Keep the variety that will suit all the demands of your locality.

**That policy will make you money.**

The **Scythe Stone** assortment is a **small investment** but a **large profit** maker.

Send your orders, large or small, by mail. Our traveller who calls on you gets the credit.

# FROTHINGHAM & WORKMAN

Wholesale Hardware and Iron Merchants

LIMITED

MONTREAL, CANADA



# ALL OVER THE WORLD

The 1902 Chicago Clipper,

LIST IN CANADA \$15.00

—AND—

THE  
Stewart Sheep Shearing Machine

LIST IN CANADA \$17.00



Are recognized as the best sellers in the horse clipping and sheep shearing line ever made. More of them are sold twenty times over than of all other makes combined. They are for sale by leading jobbers in Canada.

March, April and May are the months.

SEND FOR CATALOGUE.

**CHICAGO FLEXIBLE SHAFT CO.,**

250 Ontario St., CHICAGO

## DIAMOND ENAMELED WARE

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

**KEMP MANUFACTURING CO., TORONTO, ONT.**

THE KEMP MFG. AND METAL CO., Limited  
McDermot Ave., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL  
58 McGill St., Montreal, Que.



# CANADIAN HARDWARE TRADE ORGANIZATION

It is a matter for deep congratulation that business men are losing the old spirit of antagonism towards their competitors and are beginning to see that the best interests of the whole trade lie in organization and co-operation; in the giving and receiving of ideas on business management, and in the abolition of ruinous competition.

In no trade has the necessity for business agreements been so pressing as among the retail hardware dealers. Grievances existed, and in many parts of the country still exist, in this business which are unknown to other branches of the commercial world.



Francis Martineau.

Ex-A'derman, President Montreal Retail Hardware Association.

Staple articles have been and are being sold at a price which does not pay for the handling, because of the anxiety to do more business than the "other fellow." Some leading retailers are now actually refusing to sell nails because the current price admits of no reasonable profit. Furthermore, a great difficulty has been encountered by the hardware dealer on account of manufacturers, producers and wholesalers persisting in going right to the consumer—notably to contracting firms. But perhaps the most annoying thing to the ordinary retailer has been the desire on the part of many retail firms to pose as jobbers, and so get prices which would enable them to cut under their neighbors. These difficulties resulted in plans for organization which first took definite shape, in Canada, in the North-

west, where the dealers have a most flourishing association.

The most recent addition to Canadian hardware associations was that organized last October, in Montreal, which promises to develop into a very creditable provincial organization, although now a branch of the Retail Merchants' Association of Canada.

To avoid price-cutting, this association has recommended the plan of making contracts with manufacturers, setting the minimum price at which they may sell their goods, rather than follow the questionable course of fixing prices among themselves. The objects of the association are outlined as follows:

1. To safeguard the interests of all retail merchants and of the various retail trade associations throughout Canada.

2. To endeavor to enlist the co-operation of all manufacturers, producers and wholesale jobbers in securing just and equitable prices on all classes of staples and standard merchandise.

3. To promote legislation that will prevent misrepresentation in advertisements inserted in the press, through circulars, catalogues, or by any other means which claim to sell at cost or less than cost price, to the injury of legitimate merchandising, and the destruction of the value of labor.

4. To promote legislation that will secure equitable legal recognition by making the officers of mercantile corporations responsible under the law, the same as is now meted out to individuals when they commit fraud and practice deception.

5. To endeavor to have the retail trade of cities, towns and villages confined, as far as possible, to the legitimate retailer.

6. To regulate the disposal of bankrupt stocks.

7. To promote legislation in the direction of securing improvements in municipal laws, such as peddling and other licenses, equalization of taxation and insurance rates, the simplification of the collection of small debts, securing amendments to the Transient Traders' Act, abolishing as far as possible all gift schemes, trading stamps, coupons or similar devices, and securing such amendments or additions to the Municipal Act as may be deemed desirable in the best interests of the retail trade from time to time.

8. To promote legislation in the direction of securing efficient insolvency

legislation, improved postal regulations, an amendment to the Adulteration Act, and assure rigid enforcement of the same; the abolition of the fee system for the examination of weights, measures and scales; preventing the false stamping of goods, securing an amendment to the Copyright and Trade Marks Act, and any other legislation that may be deemed advisable in the interests of retail merchandising.

9. To have all legislation that affects retail interests introduced into the Provincial and Dominion Legislatures made known to our members before becoming law.



L. J. A. Surveyer.

1st Vice-President Montreal Retail Hardware Ass'n.

10. To secure closer friendly relationship and good fellowship among retailers and with all organizations and associations that have for their objects the advancement of the best interests of commerce.

An effort is now being made to organize branches in the larger towns of Quebec Province, these to be affiliated temporarily with the local branch of the Retail Merchants' Association of Canada. It is expected that this work will be accomplished within a few weeks, as many hardwaremen are already members of the larger association, which is strongly entrenched in Montreal, Quebec, Levis, Three Rivers, Sorel, St. Hyacinthe, Sherbrooke, St. Johns, Joliette, St. Jerome, Valleyfield and Hull.

The officers of the Montreal Retail Hardware Association, the pioneer



branch of Quebec, are President, Francois Martineau, first vice-president, L. J. A. Survever, second vice-president, David Drysdale; treasurer, F. C. Lamiere; secretary, Jos. Versailles.

### AN ASSOCIATION IN ONTARIO.

If an effort is being made to organize the retail hardware trade in Quebec by the Retail Merchants' Association, as much cannot be said of Ontario, as the hardware section of the Retail Merchants' organization is practically defunct and there are no signs of any effort being made to galvanize the corpse.

At the recent convention of the Western Hardware Association at Winnipeg Secretary Trowern said that he had all the hardwaremen of Ontario organized already into the retailers' organization but he didn't call a convention because no individual section of the retail trade could do anything by itself. The only way was to have all sections meet in one convention. It seems peculiar that if the hardware trade in Ontario is already organized, such a large number of representative dealers as were named in Hardware and Metal of March 3 should not know it and should be agitating in favor of organizing a hardware dealers' association.

The experience of the various hardware dealers' associations in the United States is contrary to the opinions expressed by Mr. Trowern. Mr. H. N. Joy, of the Joy Manufacturing Company, stove manufacturers, Toronto, who was formerly president of the North Dakota Retail Hardware Dealers' Association,

necessary to take joint action against certain jobbers and manufacturers who were selling hardware lines promiscuously they were powerless, being outvoted by dealers in other lines of business. When the trade organized in North Dakota it was as a distinctly hardware association, a committee being appointed, however, to act jointly with other merchants' associations in matters of legislation.

This position is also endorsed by Messrs. S. J. Greer, secretary, and John Caslor, Toronto, treasurer of the former hardware section of the Retail Merchants' Association. They originally organized a purely hardware association and made considerable headway, both in the way of building up the membership and in combatting the price-cutting evil. Later on, however, they affiliated with the retailers' association, but financial

the lessening of designs of builders' hardware; catalogue house competition, the discussion of stocks, their arrangement and care; window display, adver-



G. K. Smith, Meose Jaw

One of Saskatchewan's representatives on the Executive Board of the Western Hardware Association.



L. C. Lariviere,

Treasurer, Montreal Retail Hardware Association.

tising, and side lines. In the "Question Box" at hardware association conventions all of these topics are discussed, the trade papers also giving space to educational articles on the same subjects. In innumerable ways trade associations aid in uplifting the trade and developing business.

One of the greatest advantages which have accrued through trade organization, however, is the development of the social spirit brought about at the conventions and other gatherings, this good feeling resulting in a settlement of many trade disputes and abuses and a better understanding of the competitors' position, fellow tradesmen being regarded less as enemies than before. The cost of attending conventions is money well spent, as the returns are much greater than the outlay. Where mutual fire insurance companies have been organized the savings on insurance premiums have in many cases more than equalled the entire expenses of a trip to a convention.

If the Canadian hardware trade expects to progress and flourish as it should in these prosperous times they must pull together and do it through a distinctly hardware organization.

### TRADE ORGANIZATION DIRECTORY.

#### Canadian Wholesale Hardware Association.

Wm. Vallance, Hamilton, president; T. H. Newman, Montreal, vice-president; James Hardy, Toronto, secretary-treasurer.

#### Maritime Wholesale Hardware Association.

John A. McAvity, St. John, president; W. G. Robertson, Halifax, vice-president; E. A. Everett, St. John, secretary-treasurer.



Joseph Versailles,

Secretary, Montreal Retail Hardware Association

ciation, states that in South Dakota they had a retail merchants' association comprising all branches of trade, but when the hardware dealers found it ne-

calls and apathy on the part of members resulted in the section discontinuing its meetings.

Regarding the advisability of organizing an association there is no division of opinion. Individual retailers and individual jobbers cannot work together for the good of the trade, but organized hardware dealers and wholesalers can do so. By holding conventions and getting better acquainted with the manufacturers, jobbers and fellow retailers, dealers can gain much by learning the ways and profiting by the success and failure of their competitors, by exchanging ideas and discussing questions affecting the trade in general, such as postal regulations, price-cutting, the credit system, mutual insurance, freight rates, technical training of clerks, rebates, and other matters such as the selling by manufacturers or jobbers to the consumer, the simplifying and unifying of the same kinds of goods, finishes and numbers;



**Stove Manufacturers' Association.**

T. L. Moffat, Weston, president; W. E. Buck, Brantford, vice-president; John F. Stewart, Hamilton, secretary-treasurer.

**Metal and Hardware Branch, Montreal Board of Trade.**

George O. Kohl, Montreal, president; A. A. Brown, Montreal, vice-president.

**Wholesale Hardware Branch, Toronto Board of Trade.**

A. A. McMichael, Toronto, chairman; T. G. Dexter, Toronto, vice-chairman; F. G. Morley, Toronto, secretary-treasurer.

**Iron and Hardware Association, St. John.**

John Keffe, St. John, president; W. S. Fisher, St. John, vice-president; J. J. Barry, St. John, secretary-treasurer.

**Western Retail Hardware Association.**

A. J. Falconer, Deloraine, Man., president; J. B. Curran, Brandon, 1st vice-president; Wm Gordon, Winnipeg, 2nd vice president; J. E. McRobie, Winnipeg, secretary-treasurer.

**Western Board General Merchants.**

W. G. McLaren, Souris, Man., president; G. K. Smith, Moose Jaw, Sask., vice-president; H. O. Hamelin, Winnipeg, 2nd vice president; W. A. Coulson, Winnipeg, secretary.

**Montreal Retail Hardware Association.**

Francois Martineau, Montreal, president; L. J. A. Surve, Montreal, 1st vice president; David Drysdale, Montreal, 2nd vice-president; F. O. Lariviere, Montreal, treasurer; Joseph Versailles, Montreal, secretary.

**Retail Merchants' Association of Canada.**

A. L. Geen, Belleville, president; E. M. Trowern, Toronto, secretary; J. A. Beaudry, Montreal, secretary for Quebec.

**Central Supply Association of Ontario.**

A. A. McMichael, Toronto, president; H. T. Bush, Port Hope, vice-president; Geo. Clare, Toronto, secretary-treasurer.

**National Ass'n. Master Plumbers, Steam and Hot Water Fitters.**

A. J. Hammond, Winnipeg, president; F. G. Johnston, Ottawa, vice-president; J. A. Gordon, Montreal, secretary; H. Mahoney, Guelph, treasurer.

**Ontario Association M.P., S. and H.W.F.**

W. J. Walsh, Hamilton, president; H. Mahoney, Guelph, vice-president; J. H. Wilson, Toronto, treasurer; T. H. Davies, Hamilton, fin. secretary; W. H. Meredith, Toronto, cor. secretary.

**British Columbia Association M.P., S. and H.W.F.**

J. J. Coughlin, Victoria, president; W. H. Morton, Nanaimo, vice-president; J. G. Anderson, Vancouver, secretary; O. Weeks, Vancouver, treasurer.

**Canadian Manufacturers' Association.**

C. O. Ballantyne, Montreal, president; J. F. M. Stewart, Toronto, secretary.

**MOTORS IN THE NAVY.**

When the motor torpedo boat comes into being—an event that is within measurable distance—there will be no lack of handymen able to manage it. Motoring has caught on with the navy. One of the first things a naval officer who has a shore billet does is to buy himself a car. Some of these officers, in fact, carry their cars afloat with them. Lord Charles Beresford set the fashion in this. He takes a motor car in his flagship, and never misses an opportunity of going ashore for a spin.

Another famous officer who is an enthusiastic chauffeur is Admiral Percy

Scott, of gun fame. As was to be expected of so resourceful a man, Admiral Scott soon devised other uses for his car than mere pleasuring. He mounted a Maxim in the driver's seat, and drove triumphantly into action at manoeuvres with the gun peppering away at its hardest, much to the amusement of His Majesty the King, who witnessed the incident. There was something more in this than mere novelty, for Admiral Scott showed the utility of the motor machine guncarriage and the great possibilities which lie before such a vehicle in warfare carried on in a country where there are decent roads.

Amongst the officers of Admiral Scott's staff at the Whale Island Gunner School are several enthusiastic motorists. One of these is Lieutenant F. C. Halahan, who has driven his 50 h.p. Wolseley for 12,000 miles during the past year, and the car is running as well as ever. Lieutenant Halahan finds it a good hill-climber, very comfortable

**Makes Money for Both**

'CROSS COUNTER TALK NO. 4.



Customer: "Is there paint economy in buying S. W. P.?"

Dealer: "Sherwin-Williams Paint, Prepared, is true paint economy. It costs no more than good paint ought to cost, is always full measure and has consistent quality throughout. It has large covering capacity, is easy working and saves painters' time and the need of repainting too soon. S. W. P. adds to property value in the handsome appearance it gives and the protection it affords against sun, wind and rain."

S. W. P. makes money for both customer and dealer. It insures satisfaction to you and your trade. Are you interested in the best paint proposition? Write us today.

**THE SHERWIN-WILLIAMS CO.**  
PAINT AND VARNISH MAKERS  
Canadian Headquarters & Plant: 639 Centre St., Montreal.  
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East Winnipeg.

**WIRE NAILS  
TACKS  
WIRE**

Prompt Shipment

**The ONTARIO TACK CO.**  
Limited.  
HAMILTON, ONT.

for traveling, and in fifteen months all the repairs the car has required have been new sprockets and side chains and two new inlet valves.

"Jack" makes an excellent chauffeur. Being a skilled mechanic and an electrician, he soon gets a knowledge of the intricacies of the motor car, and is able either to drive or overhaul it, as the case may be. Time was when cycling was the popular naval pastime, but Jack now prefers, instead of pedalling himself, letting petrol do that work for him, and the motor bicycle is consequently high in his favor.

The petrol motor has so much to recommend it that it is certain to be very largely adopted for naval uses. Napier Minor taught the admiralty a lesson, and it is practically certain that before very long we shall have torpedo boats propelled by the same agency. Lord Charles Beresford was much impressed by the performance of Mr. Edge's speedy boat.—The Autocar.



## OUR LETTER BOX

Correspondents on matters of interest to the hardware trade & kindred. Manufacturers, jobbers, and dealers are urged to express their views on matters under discussion. Answers will be promptly given. If you wish to pay any price, want some shelving, or any other article, or any special line of goods, any other information, with the hardware trade. Ask us. We will supply the necessary information.

### Tinsmith's Tools.

Editor Hardware and Metal,—Will you kindly send me a copy of your trade paper devoted to tinning, plumbing and heating, and at the same time give me the name of some Canadian firms manufacturing a full line of tinner's tools and metal roofing and ceiling. We are arranging to manufacture a line of hot air furnaces, steam and hot water boilers, tinner's and plumbers' supplies in Canada, and besides for our factory we shall want about \$1,000 worth of machines, and wish to get them in Canada, if possible, and to find a firm manufacturing a line similar to that made by the Niagara Machine Tool Company, Buffalo, N.Y.

WILLIAM F. BRIEN.

Niagara Falls, N.Y., March 20, 1906.

Note.—The Brown-Boggs Company, Hamilton, are the only manufacturers of tinner's tools in Canada, and either they or the London Machine Tool Company, Hamilton, can probably supply the machinery required. The Galt Art Metal Company, Galt; Metallic Roofing Company, Toronto; Metal Shingle & Siding Company, Preston, and the Pedlar People, Oshawa, are the leading manufacturers of metal ceilings and roofing in Canada.—Editor.

\*\*\*

### Show Cases for Display.

Editor Hardware and Metal,—We will soon require a large and special show case, and desire to get quotations from the principal manufacturers and dealers in that line in Canada. Will you kindly give us their names and addresses on the enclosed card, and very much oblige,

CONSTANTINE & BAILEY.

Elgin, N.B., March 19.

Note.—A few firms who might be written to are the following: Berlin Interior Hardwood Company, Berlin, Ont.; Canadian Show Case Co., Toronto; J. C. Clatworthy & Son, Toronto; Montreal Show Case Co., Montreal; Spencer, Turner & Logan, Truro, N.S., and the A. Christie Woodworking Co., St. John, N.B.

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### Insulting Letters.

Editor Hardware and Metal.—We inclose you letter received from G. W. Groves & Co., which is a fair sample of several we have received lately. Their appeal for business as set forth in the upper left-hand corner is about as good

an exhibition of gall as we have seen. What do you think of sending an appeal like that to solvent men throughout the country?

A. SWEET & CO.

Winchester, March 20, 1906.

Note.—The letter referred to is an imitation type-written document sent out by a Buffalo concern which was recently up before the courts for breaking the Alien Labor Law by bringing slick salesmen over from Buffalo to unload the stock of a Toronto Junction gent's furnisher upon an unsuspecting public before the people had time to realize what was being done. The Groves scheme of doing business is being exploited on a large scale in the Western States by Chicago men.

"Our special line of business," says the Grove letter, "is helping bankrupts, or those who are on the verge of bankruptcy, to place them upon their feet once more and face the world with a good, strong business, which by our methods we are able to accomplish for them. We are spot cash buyers of all salvage stocks. No matter what your conditions are, we can take care of you. If you wish to retire from business and get one hundred cents, or if you once did the business and have lost your grip, or if you want to get up a big sale to raise a large amount of money, quick, clean up your stock of unsaleable goods, etc., we can help you out. No new goods to be bought; we sell what you have on hand," etc.

Letters containing such paragraphs are not likely to bring the Groves concern much business, as the average retailer who is solvent, but whose business is going slow, temporarily, is not likely to want to be classed as a bankrupt.—Editor.

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### Window Dressing.

Editor Hardware and Metal,—Could you tell me through the columns of your paper, of which I am a reader, the name of any book or magazine published on window dressing for hardware stores.

F. S. MORRIS.

Rodney, Ont., March 19, 1906.

Note.—The Merchants' Record and Show Window, published by the Merchants' Record Company, 315 Dearborn street, Chicago, devotes the largest part of its space to illustrations and articles regarding window dressing, the majority of which deal with dry goods and other classes of retail stores. Some attention is given to hardware windows, however, and subscribers should send for a sample copy and judge the paper's value for themselves. The subscription price is \$2 per year.

Window dressing is also treated very

interestingly in "The American Hardware Store," by R. R. Williams; sold for \$3 by The MacLean Publishing Company. The book is a most comprehensive one and deals not only with window dressing and store arrangement but also with nearly every other phase of conducting a hardware store.—Editor.

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### Lost, Strayed or Stolen?

Editor Hardware and Metal,—What has happened the proposed Retail Hardware Association? It will be unfortunate, indeed, if this falls through.

J. W. PEART.

St. Mary's, Ont., March 20, 1906.

Note.—Can anyone answer the above query? The editor frankly admits that he cannot. The generous offer made in Hardware and Metal of March 3, by A. W. Humphrey, Parkhill, should have awakened life and started the blood flowing swiftly through the veins of Ontario hardwaremen. But it hasn't and they still seem to be apathetic and dead to the necessity of a retail hardware association. In commenting on Mr. Humphrey's letter in that issue, we offered space for letters from hardwaremen, and said: "If the trade is alive to its own necessities there will be a dozen or more letters published in these columns every week during the coming month, and there will be one or two hundred dealers get together on Good Friday." But what was the response? One dealer from Waterloo county responded with a letter, published in our March 17 issue, and Messrs. A. W. Humphrey, Parkhill, and John Purvis, Sudbury, called on the editor and renewed their offer to aid in the work of organization. They are enthusiastic regarding the proposed organization and are willing to spend some money in the interest of the trade providing the hardwaremen of Ontario show a desire to have an organization. Our offer of space for communications on this subject is still open. Can any of our readers furnish an answer to Mr. Peart's query?—Editor.

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### French Stoves.

Editor Hardware and Metal,—In Hardware and Metal of Jan. 13, page 51, you referred to a certain kind of coal stove, the product of the Godin Works, Guise, France. Would you inform me if they are handled by any firm in Canada, and if so by whom?

GEORGE R. SIMMONS.

Bracebridge, Ont., Feb. 17.

Note.—Our representative at London, England, informs us that Mr. A. G. Cloake, 14 Holborn Viaduct, London, England, is the agent for these stoves for England and the colonies.—Editor.



## STOVES AND TINWARE

### THE INSTALLMENT PLAN.

In the larger cities the hardwareman does not control the bulk of the stove trade. Of course he still sells a number of stoves, but the big furnishing houses have of recent years largely appropriated this line to themselves, to be sold in conjunction with their other household effects. To some extent the country trade is also affected by these large houses, who, by their extensive advertising, are gradually making their way into the good graces of the farmers and the residents of smaller towns. To meet these inroads by catalogue houses into the country store trade something must be done by the dealers, which while appealing to the buyers as generous treatment, must also afford means of protection to the retailer from loss by bad or long-standing accounts.

Although the sending of cash to catalogue houses and asking the local dealer for credit is manifestly unfair to the dealer, yet while such a condition exists it is up to the dealer, so to speak, to make the best of it, and on that account many advocate the installment plan for paying for such things as stoves, which run up into large figures.

A form of agreement could be entered into whereby the purchaser promises to pay so much per month after the first cash installment. This is more to the dealer's advantage than is an open account, as it has practically the virtue of a note, and at the same time does not present the objections that are sometimes met with when a man is asked to put his name to a note. Collections are also made easier when a stipulated amount is to be paid each month. The sum is not so large as a note would be, and on that account can be easier met when the due date comes around.

### STANDARD MILK CANS.

The Toronto Milk Producers' Association will send a deputation to Ottawa to interview the Government regarding the standardizing of milk cans. As it is at present, any size of can may be used, and although eight gallons is supposed to be the size, many cans hold eight and a half, and in some cases nearly nine, gallons of milk. As there is no law regulating the size, manufacturers are sometimes compelled to make cans for the buyers that hold over the supposed quantity, the result of which

is a loss to the farmer. To the manufacturer, also, a standard size can would be an advantage, as it would permit him to make up a stock ahead, knowing



that they would meet the requirements of all. Some dealers say the cans should hold over measure on account of the loss in holding capacity by dents and bruises received in the rough usage, but those who make the cans say that with good material and proper construction these dents do not occur. The Toronto Wholesale Milk Producers' Association has done well to take the matter up, and their arms should be strengthened in this work by the manufacturers.

### "DUCHESS" TEA AND COFFEE POT

A new tea and coffee pot now being manufactured by the Thos. Davidson Mfg. Co., Limited, of Montreal and Winnipeg, has features which commend it as a good specialty for a hardware store. In the interior of the pot is a filter made of the finest wire cloth



Interior Construction of the "Duchess" Coffee Pot.

which allows the infusion to pass through without any disagreeable muddy effect. As the filter is enclosed within the pot all the heat is retained. The

boiling water is introduced through a perforated strainer and air tube, and it rains down evenly on the ground coffee. The parts are easily kept clean and the pot is therefore meeting with general approval. The cut shows the construction.

### EVOLUTION OF TINSMITHING.

During the last twenty-five years a remarkable change has come over the tin shop industry. Twenty-five years ago almost all of the tin kitchen utensils, stove pipe, all of the furnace pipe and smaller articles made out of tinplate were manufactured in small scattered tin shops, run by individual tinnerns with no one but themselves to look to. To-day all of these articles are manufactured by large plants where they are turned out in great abundance by special machinery at a consequently smaller cost. Tinnerns of the older generation in considering this change are at a loss to understand how to support life and limb. With their trade transferred to large and, perhaps, more capable hands, nature seems to have refused them a living. Others of the younger generation realizing that trade in some lines has been taken away, are seeking to spread out in other lines. They have taken up constructional work to some extent. Concrete offers a profitable field to many but by far the greatest part have already adopted steel ceilings and find them a well paying specialty.

There is little question as to the advisability of local tinnerns looking into this matter. The advantages of metal ceilings and side walls over other forms of interior finish are well known. They are durable, fire-proof, dust and water-proof, and besides give to the ceiling an air of substantiability and classic beauty. Many of the manufacturers are furnishing plans for steel ceilings and these plans contain full instructions for applying the plates. In most cases this information is complete so that workmen with no previous experience along these lines can readily undertake and complete a job.

### STOVE DISCOUNTS WITHDRAWN.

The Gurney Foundry Co. has withdrawn stove discounts for the present, pending the readjustment of lists that will be made known to the trade shortly.

Store more stoves during the coming Summer. Fix up a place upstairs or in the cellar or barn where you can put the heaters of your customers during the Summer months. For this service and setting them up again you can charge enough to pay you well.



# ROYAL CORONA IS THE IDEAL RANGE

## FEATURES

Has Pouch Feed  
Oval Fire Box  
Duplex Grate  
High Oven  
Direct Draft

## POINTERS

The Think about this Range  
Easy Enquire about this Range  
Line Order this Range  
to Sell this Range  
Sell "Royal" Ranges

In Stoves we make ROYAL CHAMPION, ROYAL CONSORT, ROYAL COOK,  
ROYAL PALACE, etc.

*Our new Catalogue will be issued shortly.*

Canada Stove Works

- -

Harriston, Ont.



Brass Binnacle with Lamp  
and Compass.

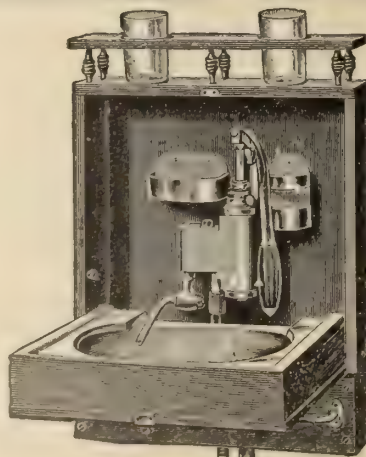
**ATTENTION!**  
**Shipbuilders and Yachtsmen**  
Buy your  
**Marine Brass Work**  
From

The **James Morrison Brass Mfg. Co., Limited**  
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Engine Room  
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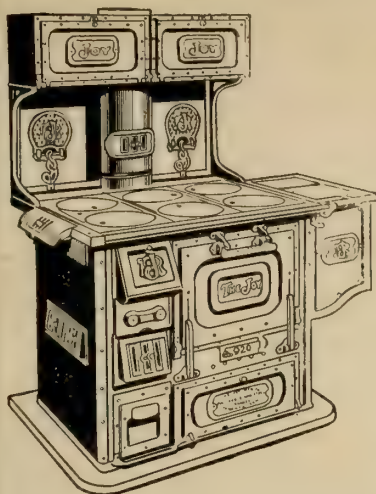
Steering Wheels,  
Brass Railing Work and Fittings,  
Cleats, Chocks,  
Cong Bells,  
Cranks and Pulls, etc.



Folding Ship Lavatory.

Ship Lights, Ship Lavatories  
and Closets with Sea and  
Supply Cocks.





## "Must Please the Cook"

After all the "Cook" is the court of final resort. The dealer may wish to favor the manufacturer whose stoves he has long sold, but if the buyer and user demands a different article, the dealer must satisfy that demand or lose his customer.

That the buyers and users of ranges demand a Malleable Range, one has but to look to the Northwest and to the immense sales of this construction by the pedlars in this province to be convinced. The buyer wants it because he is certain that he is getting more for his

money. The Cook wants it because it cooks and bakes to perfection with little fuel, requires little attention, is handy and convenient and an ornament to the kitchen.

Will you supply this demand, or stick to your prejudices and permit your trade to be supplied through illegitimate channels?

## The Joy Malleable and Steel Range

is at your service.

# Joy Mfg. Co.

32 Humberside Ave. ... Toronto



## OUR BOOKLET IS VALUABLE

because it tells you about a stove

that is made in Canada and is highly thought of by Canadians—

## The Empire Queen Range

As a dealer looking for profitable ranges to carry you will naturally be interested in "The Empire Queen."

When you read our Booklet you will have a greater interest in this range, because you will see *why* other dealers sell it.

We want *you* to become an agent for *The Empire Queen Range*.

**The Canadian Heating & Ventilating Co.**  
OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

## Right Range— Right Help— Right Profit—

All in Just One Make—

EVERY little thing about just one range—and every **big** thing about it—makes selling it easier than trying to sell other ranges.

So little a thing as the Patent Draw-Out Oven Rack that makes basting so easy—that makes an end of scorched wrists and seared knuckles—

So **big** a thing as the advertising aid and the real selling aid that our customers get—

And it will be powerful advertising this year—stronger than ever—better able to help you sell—

These are the things that count for you when you handle

## The Imperial Oxford Range

—it surely does sell well—

If you don't write and ask about it that's your fault—we can show you why you'll profit.

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

**The Gurney Foundry Company**  
Limited

Toronto      Winnipeg      Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.  
The Gurney Standard Metal Co., Limited, Calgary, Alta.



# HARDWARE AND METAL

Established 1888

JOHN BAYNE MACLEAN President

## The MacLean Publishing Co. Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

### OFFICES:

MONTREAL, 232 McGill Street  
Telephone Main 1255  
TORONTO, 10 Front Street East  
Telephones Main 2701 and 2702  
WINNIPEG, 511 Union Bank Building  
Telephone 3726  
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MANCHESTER, ENG. 92 Market Street  
ZURICH, SWITZERLAND Louis Wolf  
Orell Fussli & Co.

Subscription, Canada and United States, \$2.00  
Great Britain and elsewhere 12s

Published every Saturday.

Cable Address { Adscript, London  
Adscript, Canada

## A WESTERN PROBLEM.

Retailing in the west presents many problems peculiar to a new and sparsely settled country, problems which were encountered in the east a few decades ago and which are still to be met with in some districts of the older provinces. At the present time the question that is troubling the retail trade in many western towns is the relation of the old-time general store with its varied stock of groceries, dry goods and hardware, to the class store which handles only one of these lines. The question came up several times at the joint meetings of hardwaremen and general merchants held in Winnipeg in February last, but unfortunately it was not fully discussed. The time of the convention was so fully occupied in arranging the terms of affiliation with the eastern association that many topics urgently demanding the attention of the western dealers were given scant consideration.

The problem is one that rises into prominence with the growth of the country. The general store was the first in the field and in the newer communities it is the only class of store that can possibly carry on a successful business. The trade in such communities is too small to support a number of class stores; it is perhaps barely large enough to support one general store

Naturally such a store cannot devote to any one line of goods the same attention that is given that line in a class store, but in the early days of the new community it does not have to face any specialized opposition. In course of time the little "corners" becomes a thriving village and perhaps a straight line hardware store is started in opposition to the hardware department of the general store. Naturally the straight hardware store will carry the better stock of hardware, and, other things being equal, will get the preference.

But it frequently happens that other things are not equal. The general store man very often makes his hardware stock a mere bait to attract custom to his store and gain and retain the favor of his customers. Does a good customer want a furnace or a range? The general store man, in order to retain his custom in other lines, is very often found offering to supply him at wholesale figures or at a very small increase on those figures, to the detriment of the straight line hardwareman who depends on such sales for a living. Does such a customer want a few kegs of nails or some barb wire? He can be supplied at very close figures. Does he want cement? Perhaps none is carried in stock but it can be obtained for him at a close figure.

It is against opposition of this kind from general stores that hardwaremen complain. A few of the more extreme argue that the wholesale houses should refuse to supply a general merchant when there is already a hardware store in his town, on the same grounds that they refuse to sell to the consumer; but the great majority recognize that the general store was there before they were and that it has its rights which must be respected. Among the great majority of hardwaremen there would be no complaint if the general store would handle hardware on the same lines that it handles the other departments of its stock.

Hardwaremen are making a strong effort through their association to restrain reckless price-cutting and put the retail hardware business of the west on a safe, conservative basis, and it is disheartening to find general stores here and there blocking the way. The general merchants are organized in an association of their own and it is clearly their

duty to restrain, if possible, reckless price-cutting in hardware as well as in other lines.

## AN IMPUDENT PROPOSAL.

Ira Stratton, secretary of the Manitoba and Northwest Postmasters' Association, has sent a circular letter to the postmasters of the Northwest urging upon them the necessity and advantages of organization and asking their signatures to a petition to the Dominion Government. A synopsis of the petition is given in the circular and to the greater part of it no objection can be taken. The postmasters of the Dominion have many real grievances and they have the best wishes of this paper in their organized effort to secure redress. But to clause 11 of the petition the retailers of the west are likely to take decided objection. According to the synopsis of the petition, given in the circular letter referred to, the gist of the clause is as follows:

"That the Postmasters' Association be allowed to compile a post office directory containing lists of patrons of offices with a view to selling same to mail order firms, and proprietary medicine firms and enterprises."

This means that the machinery of the Post Office Department should be used to further the ends of the mail order houses to the disadvantage of the local stores in every town and village in the country. The cool effrontery of the proposal can best be appreciated when it is remembered that at least 85 per cent. of the postmasters in the Northwest are country storekeepers. Surely it is enough that they should be compelled to handle and distribute tons of mail order catalogues every year among their customers without being asked to lend themselves to a scheme whereby the city mail order houses may be furnished with complete and accurate lists of possible customers.

This is a matter on which the retailers should make themselves heard in order that this clause of the petition may receive the answer from the Dominion Government that it deserves. Retailers would be well advised in writing their members about it. Any communications on the subject will be welcomed by this paper.



**SOME PROBLEMS IN STEEL.**

Our exclusive announcement made a fortnight ago that the United States Steel Corporation had taken definite steps to establish a plant in Canada was received on all sides with great interest.

It has been strongly suspected for many months past that some such move was on the tapis, and many strange rumors have been circulated accordingly. Scarcely an important steel manufacturing plant in the country has been sacred to the newspaperman who had inside information of its absorption by the trust. The fact that a new plant will be built outright was, therefore, greeted with far more favor than the other rumors.

The Montreal Star and other papers have been publishing stories to the effect that our announcement was not based upon facts, that the Steel Corporation does not intend to come to Canada and even if it did that it would buy an existing plant. Brokers are also denying that the Steel Corporation have acquired land for their plant and ore areas for development. They say that one or two of the existing steel plants are certain to be purchased. These denials by the brokers and financial writers are inspired by stock speculators who desire to bull up the prices of stocks in the Canadian steel companies or give them a chance to unload present holdings on the strength of their stories.

There is no telling what the future may bring forth, but Hardware and Metal is in a position to state definitely that there is no such intention on the part of those having the say of the U. S. steel company. There will be plenty of room in Canada for the United States company and our own concerns as long as the present Canadian companies are run on business lines and not in the interests of speculators. Canadian iron and steel companies that have been intelligently developed and worked and not over capitalized have paid well and should pay better in future.

It is almost a foregone conclusion that steel rails will form an important item in the output of the new plant. Every interested person knows that the rail mills now in operation are working to their full capacity, and are still unable to supply the demand which exists, and

promises to continue, in Canada. What other lines are to be turned out is, as yet, a matter for conjecture, as full details have not been made public, if, indeed, they have been definitely decided.

A rather serious question arising in connection with this matter is whether the corporation will demand and receive from the Government the bounty now paid on steel manufactured from domestic ore. In this connection it will be remembered that a semi-official announcement, made some months ago, stated that the United States Steel Corporation had already approached the Government on this subject, and had

**SEASONABLE WINDOWS.**

To encourage a greater interest in the art of window dressing the publishers of **HARDWARE AND METAL** have decided to offer a prize of \$5 for the best photo of a window display of seasonable hardware goods sent in before May 1.

In order to be awarded a prize, the photo must be as free as possible of reflections and shadows, these being avoided by taking the photo during certain hours of the day, or by placing a light shield behind the camera. The photos must be of a window display rather than of a complete store front, and the goods shown must be of seasonable class sold largely during the month in which the award is made.

As Easter comes in April there should be many special designs prepared by the dealers and their assistants who give some thought to window dressing, and such displays can be entered in the April competition.

In making the awards, the clearness of the photo, the originality of the design, the seasonable nature of the goods, and the quantity of purely hardware lines in the display will be considered.

A brief description of how the display was prepared should accompany each photo.

been informed that, in the event of their establishing a plant in Canada they would not be eligible to receive the bounty paid to the pioneer concerns. In the face of this, however, it is hard to see why the trust would be too modest to proffer such a request, or how the Government could consistently refuse it.

It must also be borne in mind that the bounty is on a sliding scale and is decreasing year by year. Even if the trust begins construction operations as early as is expected, it will be a long time before the plant will be in shape to turn out steel products, and, by that time, the bounty may have disappeared. At any rate, the questions that are most

agitating the minds of steel men are those of when and where.

**THE TRAVELERS' TAX CAUSING TROUBLE.**

That a "coach-and-four" can be driven through an act of parliament is a very old saying, but has never been more clearly demonstrated than in the case of the Quebec travelers' tax.

Montreal wholesale houses are in a great state of excitement over the injustice which the tax, in its working out, is bringing down upon them.

It has developed recently that smart American commercial men have discovered a means of evading the tax of \$300 which the Government of Quebec, in its wisdom, has imposed on foreign commercial travelers from foreign countries.

The expedient, which is a simple one, does serious harm, not only to Montreal, but other Quebec business centres. The American travelers, instead of going to the province which forces them to pay a tax, strike for Ottawa, or some other town in Eastern Ontario. They engage sample rooms and open negotiations with Montreal buyers, agreeing to pay all their expenses if they will come to Ontario and buy goods. This comes higher than going to Montreal under the old conditions, but it is cheaper than paying the present tax.

This plan of evading the tax is a most serious one; it does harm to such places as Montreal in more ways than one. There is, of course, the loss to these cities of the actual money spent by the visiting travelers; but there is also the natural feeling of obligation to place an order which comes over the buyer after having traveled at the expense of the Americans, in many cases much larger than they would from the same traveler if he were exhibiting his wares, say in Montreal. The natural consequence is that less goods are bought from the Canadian wholesale houses.

In its present form the tax is unbusinesslike, and an evil; people will, therefore, naturally use every means to evade it.



# MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 63.)

## Quebec Hardware Markets.

Office of HARDWARE AND METAL,  
232 McGill Street.

Montreal, March 30, 1906

Prices in general hardware lines remain stationary, but business is increasing fast. While all the shelf goods are selling well, orders for such lines as green wire cloth, freezers and other seasonal goods are still in the lead. Pack wire is also a good seller and orders for ammunition and various lines of sporting goods are coming in well. Many of the local jobbers are now hard at work on their Spring sporting goods catalogues, which will appear about the latter part of April.

**Axes** Orders are fair and prices remain stationary in spite of a reported split in the agreement of manufacturers. Our quotations are as follows: \$1.60 to \$9.50 per doz.; double bitt axes, \$9.50 to \$12 a dozen; handled axes, \$7.50 to \$9.50; Canadian pattern axes, \$7.50 a dozen.

**Handles**—We quote: No. 3, \$1.25; No. 2, \$1.50; No. 1, \$1.90 a dozen; adze handles, 34 inch, \$2.20 a dozen; pick handles, No. 2, \$1.70; No. 3, \$1.50 a dozen.

**Lanterns**—The volume of business is satisfactory, with prices steady at \$4.25 for cold blast.

**Rivets and Burrs**—Being one of the staple hardware lines, these goods are in fine demand. We still quote: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent. subject to usual charge for half-pound boxes.

**Hay Wire**—Conditions remain unchanged. Our prices still are: No. 13, \$2.45; No. 14, \$2.55; No. 15, \$2.70; net cash, f.o.b., Montreal.

**Machine Screws**—Prices have held very steady since the advance chronicled a couple of weeks ago and we still quote the following discounts: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Flat head iron, 30 per cent.; Flat head brass, 25 per cent.

**Belts and Nuts**—Business is picking up with the advance of the season. Prices remain as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 6 per cent.

**Horsenails**—There are no variations either in sales or prices. Discounts remain as follows: C brand, 40, 10 and 7

per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

**Wire Nails**—This is one of the best selling lines in the hardware list at present. Prices remain steady at \$2.15 per keg, f.o.b., Montreal.

**Cut Nails**—A fairly brisk trade is also being done in these goods, which are quoted \$2.20 per keg, f.o.b., Montreal.

**Horseshoes**—Sales are large in all grades. Prices are well maintained at the following figures: P. B. new pattern, base price, \$3.50 per 100 pounds; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, \$3.65; No. 1 and smaller, \$3.90; snow pattern, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15. Light steel shoes, No. 2 and larger, \$4; No. 1 and smaller, \$4.25; featherweight, all sizes, No. 0 to 4, \$5.60. Toeweight, all sizes, No. 1 to 4, \$6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

**Sporting Goods**—The season is now very close at hand when these goods will be called for, and wise hardwaremen are stocking up in anticipation of a good Summer's business. Fishing tackle, ammunition and guns are the lines which attract chief attention just now.

**Building Paper**—Manufacturers report that their output is increasing steadily and they will soon be in the swing of a big business. Prices are unchanged.

**Cement and Firebrick**—Conditions have not altered since our last report. Inquiries are somewhat more frequent, but the business is not yet of very large volume. Our quotations are as follows: \$1.80 to \$1.90; Belgium \$1.60 to \$1.90 per barrel; ex-store, American, \$2 to \$2.10 ex-cars; Canadian Portland, \$2 to \$2.05. Firebrick, English and Scotch, \$17 to \$21; American, \$30 to \$35; White Bros.' Eng. cement, \$1.80 in bags, \$2.05 in barrels in round lots.

**Coil Chain**—The scarcity recently reported is still in evidence to some extent, but prices are unchanged. We still quote: 5-16 inch, \$4.25; 3-8 inch, \$3.75; 7-16 inch, \$3.55; 1-2 inch, \$3.35; 9-16 inch, \$3.30; 5-8 inch, \$3.20; 3-4 inch, \$3.05; 7-8 inch, \$3; 1 inch, \$2.95.

**Freezers**—Inquiries are being followed up by orders and all the jobbers are turning over large quantities of this line. We are still quoting prices as follows: American Twin, 2 qt. \$2.30, 3 qt. \$2.65, 4 qt. \$3.25, 6 qt. \$4.15, 8 qt. \$5.10, 10 qt. \$6.40, 12 qt. \$7.75, 15 qt. \$9.95, and 20 qt. \$13; Gem, 1 pt. \$1.35, 1 qt. \$1.60, 2 qt. \$1.75, 3 qt. \$2.15, 4 qt. \$2.60, 6 qt. \$3.25, 8 qt. \$4.20, 10 qt. \$5.45, 12

qt. \$6.50, 14 qt. \$7.25; Blizzard, 1 qt. \$1.25, 2 qt. \$1.70, 3 qt. \$1.95, 4 qt. \$2.35, 6 qt. \$2.95, 8 qt. \$3.70, 10 qt. \$4.80, 12 qt. \$5.75, 14 qt. \$6.75.

**Green Wire Cloth**—Trade is brisk and prices steady at \$1.45 per 100 square feet.

**Border Twine**—Priceless contracts are still in order, but manufacturers are expected to issue their new lists very soon.

**Raw Furs**—We quote as follows:

	No. 1.	No. 2.	No. 3.	No. 4.
Bear.....	Black \$12 00	\$8 00	\$4 00	\$1 00
Fisher.....	Yearlings 7 00	5 00	2 00	0 30
Fox.....	7 00	6 00	5 00	....
Red.....	3 00	2 25	1 00	0 20
Cross.....	5 00	4 00	2 00	0 50
Lynx.....	7 00	5 00	4 00	....
Dark.....	10 00	5 00	2 00	0 50
Marten.....	6 00	3 00	1 25	0 50
Dark.....	6 00	4 00	1 50	0 50
Pale.....	3 25	2 50	1 50	....
Muskrat.....	Spring 0 25	0 18	0 15	0 03
Raccoon.....	1 50	1 00	0 50	0 20
Skunk.....	1 75	1 50	0 75	0 45
White.....	35 to 50c.	for prime skins.		
Wolf.....	Timber 3 00			....
Prairie 1 25 to 1 50	0 75	0 35	....	
Wolverine.....	5 00 to 6 00			....

## Ontario Hardware Markets.

Office of HARDWARE AND METAL,  
10 Front Street East.

Toronto, March 30, 1906.

This week has been characterized by great activity in all lines of hardware, in fact, many wholesalers say it has been a rush week. Wire nails and builder's hardware are going out in large quantities. Garden tools, small implements and rubber hose are going forward daily, and a good class of goods are being sold. Some large shipments of spades, shovels, etc., were made during the week. Screen doors, wire netting and fence material are also moving quickly and dealers seem anxious to get the goods.

As a result of the early opening of navigation, ship chandlery, rope, cordage and accessories are beginning to move. This has always been considered early in the year for these goods to move. April being usually the time. An early start and a good business, however, are predicted for this year.

Cement prices continue firm, and the demand increases as the season advances. The many uses to which cement is now being put foretell a continued demand throughout the building months.

**Axes and Handles**—Not much activity in this line at present. Prices remain same.

**Cutlery and Silverware**—Trade has somewhat improved and orders for future delivery are being taken.

**Sporting Goods**—Business has picked up considerably with the warmer weather.

**Washing Machines**—Trade is fairly active just at present.

**Chain**—Sales are fair. We quote







14 to 20 gauge, \$3.85; 16 to 20 gauge, \$3.60; 22 and 24 gauge, \$3.20; 26 gauge, \$3.95; 22 and 24 gauge, \$3.95; 16 to 20 gauge, \$3.70; 22 to 24 gauge, \$3.70; 16 to 20 gauge, \$3.45; Comet, 28 gauge, \$4.20 to \$4.45; 26 gauge, \$3.95; 22 and 24 gauge, \$3.70; 16 to 20 gauge, \$3.45; Fleur-de-Lis, 28 gauge, \$4.20; 26 gauge, \$3.95; 22 and 24 gauge, \$3.95; 16 to 20 gauge, \$3.95; 22 to 24 gauge, \$3.70; 16 to 20 gauge, \$3.45; Gorbals "Best Best," 28 gauge, \$4.20 to \$4.45; "Wind-mill Best," 28 gauge, \$4.05; Sword and Torch, 28 gauge, \$4.15; in less than case lots, 25c. extra.

**Black Sheets**—Our prices remain as follows: 28 gauge, \$2.40; 26 gauge, \$2.35; 22-24 gauge, \$2.30; 19-20 gauge, \$2.30; 8-10 gauge, \$2.45.

**Antimony**—A further advance of £3 has been declared in the British markets and has been followed here by an advance of almost 1c. There is no Cookson's antimony on the market, but we are quoting for Hallett's, 19c. to 19 1-2c.

**Tin Plates**—We are still quoting as follows: Cokes, base size, i.e. 14 x 20, \$4; charcoal, base size, i.e. 14 x 20, \$4.25.

**Terne Plates**—The advance noted last week has not been generally maintained and some dealers are still selling at the old price. For the most part, however, prevailing quotations are \$7.00.

**Ingot Zinc**—Fluctuations have occurred during the week, but conditions now are just about the same as last week, and we still quote: 7c. to 7 1-4c.

**Sheet Zinc**—Some dealers have advanced prices owing to increased values in primary markets, but we are still authorized to quote: \$7.50 in casks; \$7.75 in less than casks.

**Sheet Lead**—We still quote: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

**Bar Iron**—We still quote: \$2.05 f.o.b. Montreal.

**Old Material**—We quote as follows: Copper wire, 14 1-2c.; light copper, 13 3-4c.; heavy red brass, 13; yellow brass, 9 3-4c.; light brass, 7 1-2c.; lead, 3c.; zinc, 4c.; machinery cast scrap, \$13; wrought scrap, \$12; stove plate scrap, \$11; mixed rags, 90c. to \$1 per 100 lbs.; old rubbers, 6 7-8c. to 7 1-8c.

## TORONTO.

Office of HARDWARE AND METAL,  
10 FRONT STREET EAST,  
Toronto, March 20, 1906

Trade is increasing steadily and the demand for nearly all metals is satisfactory; the call for all the ingots being particularly lively. Copper is probably the most interesting just now, with prices still having the upward tendency. Lead and tin are both steady and prices a little firmer. Zinc spelter is about in the same condition as a week ago.

March has been a big month for bookings of pig iron orders for shipment after the opening of navigation, the total being much larger than last year. Prices

keep steady for both pig and bar iron and for the various grades of steel the outlook for the season now appears to be for a record total.

Coal is flying skyhigh owing to the probability of a strike of the United Mine Workers. Our quotations are merely nominal, as all kinds of prices are being asked for, quotations for some grades of soft coal being held at over double the former figures. The first of April is the critical day and if a strike occurs the figures will have to be marked away up.

**Pig Iron**—Bookings for shipment at opening of navigation have been very large in March and prices hold steady owing to the steady demand.

Middlesboro, f.o.b., Toronto.....	\$21 50	\$22 50
Hamilton, No. 1, at furnace .....	20 30	20 30
No. 2, " .....	20 00	20 00
Midland, No. 1, " .....	20 50	20 50
No. 2, " .....	20 00	20 00
Radnor, at furnace .....	30 00	30 00
Londonderry, f.o.b. Toronto, No. 1.....	22 00	22 00
No. 2.....	21 50	21 50

**Bar Iron**—The demand is brisk and stocks light. We still quote the following prices: \$2.10 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

**Ingot Tin**—The market continues active and prices unchanged, however, and we still quote: 40c. per lb.

**Tin Plates**—Demand keeps up satisfactorily and the market is quite strong.

**Galvanized Sheets**—Considerable strength has materialized and a better demand exists. Prices are the same.

**Brass**—Business is good with higher prices anticipated.

**Boiler Plates and Tubes**—The demand is reported steady, and we quote: Plates per 100 lbs., \$2.20; heads, per 100 lbs., \$2.45; tubes, per 100 feet, 1 1-2 inch; \$8.50; 2, \$8.70; 2 1-2, \$10.50; 3, \$11.80; 3 1-2, \$15.80; 4, \$20.00. Terms, 2 per cent off.

**Lead**—Increasing activity is shown and the market is now very firm. We still quote: Canadian pig lead at \$4.40 and English pig at \$4.65 per 100 lbs., with bar lead at \$5 per 100 lbs.

**Zinc Spelter**—Conditions continue about the same and we still quote: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

**Copper**—The market is active and a stronger demand is developing. Prices in outside markets are higher, but we still quote as follows: Ingot copper, \$20 per 100 lbs., and sheet copper, \$25 per 100 lbs.

**Antimony**—Conditions are unchanged with nothing offering. We quote a nominal price of 18 1-2c.

**Old Material**—Foundries have usually taken large quantities at this time of year, but as pig iron is being freely transported, scrap iron has consequently weakened. Dealers' buying prices are as follows: Heavy copper and wire, 14 1-2c. per lb.; light copper 13c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8c. per lb.; tea lead, \$3.00 per 100 lbs.; heavy lead, \$3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, \$10 to \$10.50, No. 2 wrought \$3 to \$5; machinery cast scrap, \$13.50 to \$14; stove plate, \$10; malleable and steel \$5; old rubbers, 7 1-4c. per lb.; country

mixed rags, \$1 to \$1.25 per 100 lbs., according to quality.

**Coal**—The strike situation is being taken advantage of by sellers of coal and all kinds of high prices are being asked. The quotations below, therefore, are merely nominal. Prices are unchanged.

Anthracite in cars at bridges, egg, stove and nut, \$5.50; grate, \$5.25; pea, \$3.50 per gross ton.

Standard Hoeking, soft coal, in cars, f.o.b. at mines: Lump, \$1.50; 3-4 inch, \$1.40, run of mine, \$1.30, nut, \$1.25; N.P. and S., \$1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, \$2.60; 3-4 inch, \$2.50; mine run, \$2.40; slack, \$2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

## LONDON METAL MARKETS.

From Metal Market Report, March 28, 1906.

**Pig Iron**—Cleveland warrants are quoted at 48s. 3d, and Glasgow standard warrants at 48s. 3d, making prices as compared with last week 5 1-2d higher for Cleveland warrants and 3d higher for standard warrants.

**Tin**—Spot tin opened firm at £168 5s., futures at £166 7s. 6d, and after sales of 160 tons of spot and 120 tons of futures closed quiet at £168 5s. for spot, £166 7s. 6d for futures, making price compared with last week 13s. higher on spot and 10s. higher on futures.

**Copper**—Spot copper opened firm at £83 17s. 6d, futures £80 17s. 6d, and after sales of 800 tons of spot and 400 tons of futures closed strong at £84 5s for spot and £81 15s. for futures, making price as compared with last week £2 19s. higher on spot and £3 higher on futures.

**Spelter**—The market closed at £24 15s. making price as compared with last week unchanged.

**Lead**—The market closed at £15 17s. 6d., making price as compared with last week 3s. 9d lower.

## U.S. IRON AND METAL TRADES.

From the Iron Age, March 28, 1906

The uncertainty with regard to the labor situation in the bituminous coal fields has been the principal factor affecting the pig iron markets of the country. The consumption is on so enormous a scale and is crowding the full make so closely that even a moderate enforced restriction would be highly embarrassing. It really does not look as though consumers are very much frightened, and the concessions which a number of sellers continue to make occasionally indicate that some manufacturers of pig iron are dubious as to the future, so far as the prices are concerned which have been established for some months past.

Deliveries of crude and finished iron and steel are proceeding at a record rate, and in some of the heavy lines con-



tracting for the future is going on at an extraordinary pace. This is notably the case in steel rails. With what the mills have on their books and with what is now under negotiation the majority of the plants are provided with work until near the end of the year.

The most interesting transaction in the rail trade during the past week has been the sale by the United States Steel Products-Export Co. of 50,000 tons for delivery this year to the Grand Trunk Pacific Railroad. It is understood that this order came to an American mill simply because the Canadian rail mills were utterly unable to make the rails.

## UNITED STATES METAL MARKETS.

Advance proofs furnished **HARDWARE AND METAL** by  
The Iron Trade Review, Cleveland, March 29, 1906.

The exceedingly heavy selling of rails was decidedly the feature of the market during the past week. Following the brisk dealing of the previous week, when orders were placed for 90,000 tons, a number of important railway interests came into the market, and contracts were closed for about 150,000 tons with a considerably larger tonnage still to be placed if mills can guarantee delivery. These orders went almost entirely to eastern mills, and are for this year's delivery.

The coming coal strike, now regarded as inevitable, and its probable effect on the iron and steel industry continue to claim chief attention. At the time of going to press it appears that the Pittsburgh Coal Co. will grant the increases demanded by the miners, and will continue to operate its properties. The stand of its president, F. L. Robins, who, as chairman of the operators favored concessions, is largely attributed to the influence of the large corporations in the Pittsburgh district which feel that a strike at this time would be exceedingly unwise. In most cases they have contracts based on a sliding scale and would readily pay a moderate advance for the assurance of the continuance of present activity and prosperity.

The coke market has felt the strike influence most strongly, and prices have stiffened to from \$2.40 to \$2.60 for furnace coke and \$3.10 to \$3.15 for foundry coke at the ovens. Many producers have been unwilling to quote for the past few days in expectation of a sharp advance in case a strike materialized.

While the volume of current business in pig iron continues comparatively light, increased sales and inquiries are reported especially in the west, and furnace men predict that the long expected buying movement is soon to start. Prices are firm with Bessemer and basic increasingly scarce.

In finished materials a somewhat lighter current business is noted, owing, it is believed, to the known inability of mills to make prompt deliveries. Specifications of structural materials continue at an enormous rate. New business in plates is relatively light and mills are catching up, though steel car requirements continue for a large tonnage. The recent advance of \$1.50 placed by a leading interest on sheet bars is being firmly adhered to.

The opening of Spring has brought about the strongest demand for wire products in years. Smooth and barb wire, wire nails, fencing, and bale ties

are eagerly sought and mills cannot keep pace with their orders. Jobbers' stocks are low and prices are strong.

Bar iron is slightly firmer with specifications insistent. Recent large car contracts have strengthened the situation and have checked the steady decline in scrap. It is believed that the bottom has been reached and that the next few weeks will see a slight advance.

The heavy movement of coal during the past few days, and the fact that an immense quantity is at present stored in cars on sidings, have brought about conditions approaching a car famine on certain lines and the movement of ore from docks has been accomplished with some difficulty.

## New Brunswick Trade News

St. John, March 26, 1906.

Nothing has occurred of late in hardware circles in New Brunswick to make the time one especially worthy of remembrance. But, on the whole, business has been satisfactory, and while such continues to be the condition of affairs there can be little reason for complaint. The outlook for the coming months is also of a sort such as gives the dealers little ground for fault-finding. The demand for general hardware is quite brisk, with the prospects bright for a period of good average trade. The call for plumbing and steam-fitting supplies has increased somewhat of late and merchants especially interested in that line of goods have been doing fairly well. Prices generally have been continuing firm. Apparently those who were desirous and perhaps somewhat expectant of immediate decreases in quotations are to be disappointed. Indeed, it seems reasonable to believe that in some cases, at least, even stiffer figures may be the order before long.

The white lead market has been characterized by prices of decided firmness. Moreover, the opinion is that the limit has yet to be reached. The demand for the material has been and is unusually heavy despite the firmness of the price. There is no indication that the demand will be lessened to any great extent in the near future. On the contrary, it would be expected to increase.

Turpentine, like white lead, has been marked by a firmness in price. The outlook, too, is that purchasers will be called upon to pay even higher prices for turpentine before the market sets the other way. With advancing prices in turpentine it is but natural that there should also come advancing prices in varnishes. Just how far the effect is to go cannot be determined at present. But the effect will be apparent. Of that there can be little doubt.

Lead pipe has been advancing, as has sheet iron, too. The advances, like those of ingot tin prices, will probably be followed by others.

Sporting goods dealers are anticipating an active season. It seems, however,

a bit difficult to gauge the probable demand for these goods here. St. John is apt to be somewhat fickle as regards athletics.

Horseshoe nails have, as usual, been in good demand. The prices asked have been, like prices generally, decidedly firm. Nor is there any prospect of a change in the situation.

## Nova Scotia Trade News.

Halifax, N.S., March 28.

The arrival during the week of a number of vessels of the Lunenburg fishing fleet has made the hardware business a little brisk, many of them requiring rope, hooks, canvas, metal goods, chain, and some of them anchors. Some of the bankers also stocked up with provisions while in port. Trade on the whole is very good, and collections are considered to be satisfactory. As regards prices, the market is very steady. The travelers on the road are sending in fairly good orders, particularly those visiting the eastern section of the province. The Spring business promises well and the jobbers feel satisfied with the outlook.

The recent important mining deal by which the Torbrook iron mines, situated in Annapolis county, passed into the hands of Montreal and Toronto capitalists, and in which the Londonderry Iron & Mining Company has a large interest, is considered to be one of great importance as the property will no doubt be extensively developed. It is stated that \$250,000 was paid for the property.

The extensive wharf property of the Cronan estate in this city has been leased by the Mabou & Gulf Coal Company, Limited, who are about to put their Diamond coal on the Canadian market. The company is composed of American capitalists and their mine is situated at Mabou, C.B. The company will provide large bunkering facilities at this port.

Two cylindrical horizontal boilers of 100 horse-power each are being installed by the town of Glace Bay at the new pumping station at McAskill's Brook. They are from the Allis-Chalmers-Bullock Co.

At the Moose River Co.'s mill, Carleton, in January, 20 tons of sand and dump crushed yielded 11 oz. 15 dwt. of gold. For February at the same time the return was 14 oz. 15 dwt. 10 gr. gold, from 94 tons of quartz.

The Dominion Coal Company recently installed weather indicators—barometers—at each of their mines in Cape Breton.

You can increase your sales of incandescent gas lamps by fitting up a horizontal pipe across the back of your display window and setting a line of gas lamps of different makes, prices and styles on it. It's a good idea to keep them lighted, but any one can be lighted at a moment for demonstration.



## Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, March 30, 1906.]

Office of HARDWARE AND METAL

Room 511, Union Bank Building,  
Winnipeg, Man.

Spring trade continues very active with prices holding steady in all lines.

**Screen Wire Cloth**—As noted last week the price of screen wire cloth for 1906 is same as 1905, viz. \$1.55 per 100 square feet.

**Game Traps**—As noted last week, there has been a change in the discounts on "Victor" traps. Quotations now are:

H. & N., discount.....	50 and 5 p.c.
Victor, ".....	65 and 10 p.c.
Newhouse, ".....	35 p.c.
Bear.....	\$7 each

**Lanterns**—Prices are quoted as follows:

Cold blast lanterns.....	\$5 25 per doz.
Coppered cold blast lanterns.....	7 25 "
Cold blast dash.....	7 75 "
Lift Lanterns.....	4 25 "

**Bluestone**—Selling well at \$6.25 to \$6.50 per cwt.

**Wire**—Prices are steady. We quote:

Barbed wire, 100 lb.....	\$2 90
Plain galvanized, 6 to 8.....	\$3 39 9..... \$2 50 2 90
" " 10.....	3 50 12..... 3 10
" " 13.....	3 20 14..... 3 90
" " 15.....	4 45 16..... 4 60
Plain twist.....	3 00
Staples.....	3 50
Oiled annealed wire, 10.....	\$2 96 11..... \$3 02
" " 12.....	3 10 13..... 3 20
" " 14.....	3 30 15..... 3 45

Annealed wires (uncoiled) 10c. less.

**Horseshoes**—Quotations are as follows:

Horseshoes, iron, No. 0 to No. 1.....	\$4 65
" " No. 2 and larger.....	4 40
Snow shoes, No. 0 to No. 1.....	4 90
" " No. 2 and larger.....	4 65
Steel, No. 0 to No. 1.....	5 00
" " No. 2 and larger.....	4 75

**Horsenails**—Revised list and discounts are now as follows:

	per lb.		per lb.
No. 10.....	\$0 20	No. 6.....	\$0 28
" 9.....	0 22	" 5.....	0 32
" 8.....	0 24	" 4.....	0 40
" 7.....	0 26		

Discounts are quoted as follows:  
"C" brand, 40, 10 and 7 1-2 per cent.,  
"M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

**Wire Nails**—Steady at \$2.60 per keg.

**Cut Nails**—As noted last week, cut nails have been reduced to \$2.70 per keg.

**Pressed Spikes**—Business is brisker. Prices are:

Pressed spikes, 1/2 x 5 and 6.....	\$4 60
" " 5-6 x 5, 6 and 7.....	4 25
" " 3/4 x 6, 7 and 8.....	4 10
" " 7-16 x 7 and 8.....	4 00
" " 1/2 x 8, 9, 10 and 12.....	3 90
" " 3/4 x 10 and 12.....	3 75

**Screws**—Quoted as follows:

Screws, flat head, iron, bright.....	85 and 10 p.c.
" " Round ".....	80 p.c.
" " Flat " brass.....	75 and 10 p.c.
" " Round ".....	70 and 10 p.c.
" " Coach.....	70 p.c.

**Nuts and Bolts**—Discounts are unchanged and continue as follows:

Bolts, carriage, 3/4 or smaller.....	60 and 5 p.c.
" " 7-16 and up.....	55 p.c.
Bolts, machine, 3/4 and under.....	55 and 5 p.c.
" " 7-16 and over.....	55 p.c.

Bolts, tire.....	65 p.c.
Bolt ends.....	55 p.c.
Sleigh shoe bolts.....	65 and 10 p.c.
Machine screws.....	70 p.c.
Plough bolts.....	55 p.c.
Square nuts, case lots.....	3c. discount.
" " small lots.....	2 1/2 c.
Hex " case lots.....	3c. "
" " smaller lots.....	2 1/2 c. "

**Rivets**—Quoted now as follows:

Rivets, iron.....	60 and 10 p.c.
" " Copper, No. 8.....	34 1/2
" " No. 12.....	40

**Coil Chain**—Unchanged in price. We quote:

Coil chain—	
3-16 inch.... \$1 25	1/4 inch... \$7 20
5-16 inch.... 5 20	3/4 inch.... 4 60
7-16 inch.... 4 45	1/2 inch.... 4 30
3/8 inch.... 4 10	3/4 inch.... 4 00

**Shovels**—Discounts on spades and shovels continue 40 and 5 per cent.

**Harvest Tools**—Discounts are now 60 and 5 per cent.

**Axe Handles**—Quoted as follows:

Axe handles, turned, s.g. hickory, doz..	\$3 15
" " No. 1.....	1 90
" " No. 2.....	1 60
Octagon extra. 2 30	No. 1..... 1 60

**Axes**—Prices are quoted as follows:

Bench axes, discount off list.....	40 p.c.
Broad.....	25 p.c.
Royal Oak, per doz.....	\$ 6.25
Maple Leaf, ".....	8.25
Model.....	8.50
Black Prince.....	7.25
Black Diamond.....	9.25
Standard Flint Edge, per doz.....	8.75
Copper King, per doz.....	9.00
Columbian.....	10.75
Handled axes, North Star, per doz.....	7.75
" " Black Prince, per doz.....	9.25
" " Standard Flint Edge, per doz.....	10.50
" " Copper King, per doz.....	11.00

**Butts**—The discount on wrought iron butts is 70 per cent.

**Churns**—The discounts from list prices are 45 and 5 per cent.

**Chisels**—Quoted at 70 per cent. off list prices.

**Auger Bits**—As noted last week, the discount is now 70 per cent.

**Blocks**—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

**Fittings**—Discounts continue as follows:

Wrought Couplings.....	60 p.c.
Nipples.....	65 and 10 p.c.
T's and elbows.....	10 p.c.
Malleable bushings.....	50 p.c.
Malleable unions.....	55 p.c.

**Grindstones**—The price is now 1 3-4c. per lb.

**Fork Handles**—The discount is 40 per cent. from list prices.

**Hinges**—The discount in light "T" and strap hinges is 65 per cent. off list prices.

**Hooks**—Prices are quoted as follows:

Brush hooks, heavy, per doz.....	\$8.75
Grass " per doz.....	1.70

**Draw Knives**—The discount is 70 per cent. from list prices.

**Rules**—Discounts are 50 and 10 per cent.

**Washers**—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

**Wringers**—Prices are as follows:

Royal Canadian, per doz.....	\$30.00
R. B., per doz.....	34.75

**Files**—Discounts are quoted as follows:

" Arcade ".....	75 p.c.
" Black Diamond ".....	60 p.c.
" Nicholson's ".....	62 1/2 p.c.

**Building Paper**—Prices are as follows:

Plain.		Tarred.	
Joliette.....	40c.	Joliette.....	65c.
Cyclone.....	55c.	Cyclone.....	80c.
Anchor.....	55c.	Anchor.....	65c.
Pure fibre.....	60c.	Pure fibre.....	80c.

**Tinware, Etc.**—Quoted as follows:

Tinware, pressed, retinned.....	70 and 10 p.c.
" " plain.....	75 and 2 1/2 p.c.
" " pieced.....	30 p.c.
Japanned ware.....	37 1/2 p.c.
Enamelled ware, Famous.....	50 p.c.
" " Imperial.....	50 and 10 p.c.
" " (one coat).....	60 p.c.
" " Premier.....	50 p.c.
" " Colonial.....	50 and 10 p.c.
" " Royal.....	60 p.c.
" " Victoria.....	45 p.c.
" " White.....	45 p.c.
" " Diamond.....	50 p.c.
" " Granite.....	60 p.c.

**Cordage**—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis.....	11 25
Manila, 7-16 and larger, basis.....	15 75
Lathyrum.....	11 25
Cotton rope, per lb.....	00 21

**Solder**—Quoted now at 24c. per lb. with concessions for large quantities.

**Vises**—Prices are quoted as follows:

" Peter Wright," 30 to 34.....	14 1/2 c. per lb.
" " 35 to 39.....	14c. "
" " 40 and larger.....	13 1/2 c. "

**Anvils**—"Peter Wright" anvils are selling at 11c. per lb.

**Power Horse Clippers**—The "1902" power horse clipper is selling at \$12, and the "Twentieth Century" at \$6. The "1904" sheep shearing machines are sold at \$13.60.

**Ammunition, Etc.**—We quote:

Ammunition, cartridges, Dominion R.F.	
" " 50 and 5 p.c.	
Dominion, C.F., pistol.....	30 p.c.
" " military.....	20 p.c.
Ammunition, cartridges, American R.F.	33 1/2 p.c.
" " C.F. pistol.....	5 p.c.
" " C.F. military.....	10 p.c. advance.

**Loaded shells:**

Dominion Eley's and Kynoch's soft,	
12 gauge.....	
black.....	16 50
chilled, 12 gauge.....	17 50
soft, 10 gauge.....	19 50
chilled, 10 gauge.....	20 50
Shot, Ordinary, per 100 lb.....	7 00
Chilled.....	7 50
Powder, F.F., keg, Hamilton.....	4 75
" " F.F.G., Dupont's.....	5 00

**Iron and Steel**—We quote:

Bar iron (basis).....	2 70
Swedish iron (basis).....	4 75
Sleigh shoe steel.....	2 75
Spring steel.....	3 25
Machinery steel.....	3 50
Tool steel, Black Diamond, 100 lb.....	9 50
Jessop.....	13 00

**Sheet Zinc**—The price is now \$8.50 for cask lots, and \$9.00 for broken lots.

**Pig Lead**—The price is steady since the recent reduction to \$4.85 for small orders. Large buyers can obtain a closer margin.



## RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

**MUNRO WIRE WORKS, Limited**  
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

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Are money makers and should not be overlooked when stocking up. We carry a large assortment in neat and attractive tins.

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## WINNIPEG CEILING and ROOFING CO.

Manufacturers of

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(WORKS: ST. HELENS, ENGLAND)

## BRITISH PLATE AND WINDOW GLASS

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Wired Rolled	Wired Polished Plate	Prismatic Glass
Figured, Rolled and Cathedral	Rolled Glass	
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The only bronze powder works under the British flag.

High grade bronze powders and bronze liquids.

Can fill all orders at short notice.

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**WORKS AT VALLEYFIELD.**

**NO ORDER TOO LARGE.**

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Nine out-of ten orders are shipped the same day as received. The tenth is held for some sundry article which even the manufacturer does not carry in stock.

With Branch Warehouse in Calgary our service is better than ever. We know that when you order paint it is needed. Hence, our system, which assures accuracy and prompt shipment.

## G. F. STEPHENS & CO. LIMITED

Manufacturers and Jobbers of Paints,  
Oils, Glass and Painters' Supplies

**WINNIPEG AND CALGARY**



## Iron Pipe—Quotations are:

Black iron pipe, 1/2 inch.....	2 1/2
Black iron pipe, 3/4 ".....	2 85
" " 1 ".....	3 15
" " 1 1/4 ".....	4 00
" " 1 1/2 ".....	5 75
" " 1 3/4 ".....	7 85
" " 2 ".....	9 40
" " 2 1/2 ".....	12 90

## Galvanized Iron—Prices are:

Apollo, 16 gauge.....	3 90
18 and 20 gauge.....	4 10
22 and 24 gauge.....	4 45
26 gauge.....	4 40
28 gauge.....	4 65
30 gauge or 10 1/2 oz.....	4 95
Queen's Head, 24 gauge.....	4 65
26 gauge.....	4 65
28 ".....	4 90

## Tin Plates—We now quote as follows:

Tinplate, 1C charcoal, 20 x 28, box.....	9 50
" IX ".....	11 50
" XXI ".....	13 50

## Terne Plates—Quoted at \$9.00.

Canada Plates—As noted last week there has been a decline in Canada plates. Quotations now are:

Canada plate, 18 x 21, 18 x 24.....	3 15
Canada plate, 20 x 28.....	3 40
Canada plate, full polished.....	3 90

## Black Sheets—Prices are:

Black Sheets, 10 to 16 gauge, 100 lb.....	3 50
18 to 22 gauge.....	3 75
24 gauge.....	3 90
26 gauge.....	4 00
28 gauge.....	4 10

## Petroleum and Gasoline—Prices are steady. We quote:

Silver Star, per gal.....	21 1/2 c.
Sunlight.....	22 1/2 c.
Eocene.....	24 1/2 c.
Pennoline.....	25 1/2 c.
Crystal Spray.....	24 1/2 c.
Silver Light.....	22 1/2 c.
Gasoline, 70-72 (Engine).....	25 1/2 c.
(In barrels f.o.b. Winnipeg.)	

## Paints, Oils and Turpentine—Quoted as follows:

White lead (pure).....	\$6 50
Bladder putty, in bbls.....	0 02 1/2
" in kegs.....	0 02 1/2
Turpentine, pure, in barrels.....	1 04
Less than barrel lots.....	1 09
Linseed oil, raw.....	0 66
Boiled.....	0 69

## Window Glass—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
26 to 25 united inches.....	\$2.25
26 to 40 ".....	2.40
16-oz. O.G., single, in 100-ft. cases—	
26 to 25 united inches.....	4.00
26 to 40 ".....	4.52
41 to 50 ".....	4.75
51 to 60 ".....	5.25
61 to 70 ".....	5.75
21-oz. C.S., double, in 100-ft. cases—	
26 to 40 united inches.....	7.35
41 to 50 ".....	8.40
51 to 60 ".....	9.45
61 to 70 ".....	10.50
71 to 80 ".....	11.55
81 to 85 ".....	12.60
86 to 90 ".....	14.75
16 to 95 ".....	17.30
90 to 100 ".....	

Some pocket knives in the window will catch the attention of the boys.

There's good business in it for the dealer who keeps persistently after the man who is going to build. He will want nails, builders' hardware, screens, and many other good lines.

## HARDWARE TRADE GOSSIP

## Quebec.

N. Cadieux & Co. have registered as hardware merchants, in Montreal.

Bertrand & Bernier, plumbers and tin-smiths, Montreal, have dissolved partnership.

J. A. Paquin, general merchant, of St. Eustache, paid a visit to Montreal recently.

H. A. Drury & Co. have registered as dealers in implements and metals, in Montreal.

J. Warren, general merchant, of Point au Pic, called on Montreal wholesalers this week.

P. Filion, tinsmith, of St. Therese, was in Montreal to make some purchases this week.

A. T. Hunter, contractor, of Howick, bought some supplies during a trip to Montreal this week.

R. E. T. Pringle has returned to Montreal, after spending a couple of months in New York.

G. B. Lamarche, storekeeper, of St. Vincent de Paul penitentiary, spent a day this week in Montreal.

Mark Hermiston, tinsmith and plumber, Cornwall, visited some of the Montreal supply houses this week.

Edward Dowsley, secretary of A. Ramsay & Son, paint manufacturers, Montreal, was in New York this week.

Omer Desmarais, of O. Desmarais & Co., general merchants, St. Francois du Lac, was in Montreal a few days ago.

M. Moody, of the M. Moody & Sons Co., manufacturers of agricultural machinery, Terrebonne, was in Montreal during the week.

Jos. Huette, hardware merchant, of St. Hyacinthe, was one of the out-of-town purchasers to visit Montreal jobbers during the week.

The works of Vessot & Co., general machinists and foundrymen, Joliette, were extensively damaged by fire on Thursday of last week.

A Blondin, of A. Blondin & Co., dealers in hardware and dairy supplies, St. Hyacinthe, paid a short visit to the metropolis this week.

T. Meany, managing director of the North Shore Power Railway & Navigation Co., passed through Montreal Tuesday, on his way to Quebec.

Mr. Fallow, of the Montreal Cotton Co., Valleyfield, visited Montreal this week and placed orders for supplies with some of the hardware jobbers.

W. H. C. Mussen & Co., dealers in railway and contractors' supplies, have just purchased from Mr. James Crathern the large warehouse situated at Nos. 21 and 23 Colborne street.

Mr. Fox, who has for 20 years been connected with J. O. Cadham, hardware merchant, Portage la Prairie, was

in Montreal this week securing agencies. He intends to reside in Vancouver.

Mr. McLeod, son of A. McLeod, hardware merchant, Sydney, C.B., called on Montreal friends this week. He has just completed a course with the Royal Canadian Artillery, at Kingston, Ont.

Alex. Gibb, manufacturers' agent, Montreal, has just accepted the agency for Brooks & Cooper, Mousehole Forge, Sheffield, makers of solid top smith's anvils, vises, etc. Mr. Gibb left on Saturday for a business trip to Quebec.

At the election of the Montreal Steel Works, held last week, the following officers were elected: K. W. Blackwell, president and managing director; Jas. Reid Wilson, first vice-president; C. H. Godfrey, second vice-president and secretary-treasurer; and W. H. H. Angus, assistant to the president.

## Ontario.

H. Dakin, of Galt, made a business trip to Toronto during the week.

A. Rogers, of Hamilton, was in Toronto for a day or two this week.

Jas. Ballantyne, of Montreal, was in Toronto for a couple of days during the week.

John Cornett has taken over the hardware business of James Tedford, Dundalk.

W. J. Roche has taken over the tin-smithing business of N. McArthur, Sturgeon Falls.

James Stevenson, Baldwin, Ont., is putting in a stock of hardware in his general store.

G. Carslake, of Carslake & Lockerby, Collingwood, called on the Toronto houses this week.

T. J. Minnes & Co. have bought the plumbing business of Anguish & Whitfield, of Brantford.

C. G. Hamilton, hardware dealer, of Port Credit, made a business trip to Toronto this week.

Louis Payette, manager of the Warden King Company, of Montreal, spent a day or two in Toronto.

Messrs. Robt. and Reg. Shannon, of Tara, have taken over their father's hardware business which will now be known as Shannon Bros.

T. F. Wodehouse, for many years secretary of the Standard Silver Company, Toronto, died on March 23.

W. Braund, of Port Hope, who has formerly been in the hardware business, will open up a new store in that town in a few weeks.

W. H. Cleator, late of the firm of W. H. Cleator & Co., Vancouver, has opened a plumbing store at 824 Pender street, Vancouver.

A. W. Mann has resigned his position as manager of the Canada Brass & Supply Co., London, his place being taken by Mr. Labatt, the secretary of the company.



J. F. Schultz, of the Schultz Brothers Company, manufacturers of wheelbarrows, etc., Brantford, was a caller at the Toronto office of Hardware and Metal on Tuesday.

Eight plumbers, employes of Andrew Rodgers, Toronto are on strike, claiming that Mr. Rodgers is behind proceedings instituted in the court against them by Geo. Martin, a non-union man. Mr. Rodgers asserts he knows nothing of the proceedings.

Negotiations are on between the journeymen's union— and Toronto master plumbers, the former asking an increase in wages from 35c. per hour minimum to 40c. A large number of the masters have joined the Employers' Association in the absence of life in the old Master Plumbers' Association.

Major Currie, of the Imperial Steel & Wire Company, Collingwood and Toronto, has returned from a trip to Cobalt. Mr. Currie reports that already the rush to the new camp is tremendous and old miners from Colorado and Mexico speak of the prospects of the camp as being greater than any in their recollection.

B. J. Morris has resigned the secretaryship of the Central Supply Association, Toronto, and will remove to Montreal, where he will act as representative of the Dominion Radiator Company in future. George Clare, of the James Robertson Company, Toronto, has been appointed as secretary to fill the vacancy.

#### Western Canada.

G. F. Stephens is expected to return to Winnipeg about the first of the month.

C. D. Waldon, of the Pease-Waldon Co., Limited, went west last week in the interests of his firm.

A destructive fire occurred at Qu' Appelle, Sask., which destroyed the Qu' Appelle Furnace Company's store and other buildings.

The Moose Mountain Lumber & Hardware Co. are fixing up their warehouse as a hardware store, and will put in a stock of hardware as soon as the work is finished.

Secretary J. F. McRobie of the Western Retail Hardware and Stove Dealers' Association was in Melita, Manitou and Baldur last week, in the interests of the association. Meetings for local organization purposes were held in all these centres.

Hockin & Siddons, of Moose Jaw, who have been in the hardware business for some time, have been incorporated with a capitalization of \$25,000. They have secured three floors in the Doran Block, which have a frontage of 27 feet and run back 90 feet. A plumbing, stove and tinware business will be carried on, and will be made strong features of their trade.

Hardwaremen of the west, whether members of the Western Retail Hardware Association or not, are invited to visit the association offices at 53 Scott Block, when in the city of Winnipeg. The secretary also suggests that they might have their letters addressed in care of the association. The offices are centrally located and the secretary will be glad to afford visiting hardwaremen any assistance in his power. A writing

## siding

Our Sheet Metal building materials work architectural wonders.

"Metallic" Sidings have all the advantages of brick or stone, none of the disadvantages of wood and many points of superiority over other metal sidings, which the dealer will not be slow to recognize.

"Metallic" Sidings are very light, strong and rigid; never sag, warp or buckle—no knots or splints, as with wood—less paint required. They can be had in galvanized or painted steel, simulating stone or brick most perfectly. They resist fire and last a life-time.

Price low, quality unequalled.

#### OUR NEW \$10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

### THE METALLIC ROOFING CO.

OF CANADA, Limited

(Established Twenty Years)

**Toronto and Winnipeg**

#### We also manufacture:

"Eastlake" Metallic Shingles  
"Metallic" Shingles and Wall Plates  
"Metallic" Cornices, Skylights and Ventilators  
"Metallic" Sheet Metal Fronts  
"Impervia" Fireproof Windows  
"Empire" Metallic Shingles  
"Metallic" Crestings and Finials  
"Metallic" Corrugated Iron  
"Hayes" Metallic Lathing  
"Metallic" Eavetrough and Conductor  
"Metallic" Pressed Zinc Ornaments  
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

412

room is provided in connection with the association offices, and visiting hardwaremen will find these offices a convenient place to write their letters. A file of Hardware and Metal will be found on the table.

#### Maritime Provinces.

The marriage of Mr. S. E. Elkin, manager of the Maritime Nail Works, St. John, is announced for April 11.

C. E. Vanard, St. John, one of Messrs. Emerson & Fisher's travelers, has severed his connection with that firm.

Lovitt H. Crowell, of the firm of Crowell Bros., ship chandlers, Halifax, passed away a week ago, after an illness extending over several years, the nature of which caused him to spend some time at a sanatorium at Quebec. He returned to Halifax a short while ago, and since then his condition became gradually worse. The deceased was a young man, only 37 years of age, and a most estimable citizen. For a number of years he was connected with the staff of Pickford & Black, but later he entered into partnership with his brother, M. O. Crowell, and continued an active member until illness deterred him.

#### TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

321. Iron Products. — A well-known iron company is desirous of getting into touch with shipowners, engineers and others interested in the materials they produce, with a view to an extension of business in Canada.

324. Indian and Venetian Reds, etc.—A West of England firm manufacturing Indian and Venetian reds, purple browns, ochres, umbers, siennas, etc., is looking out for agents in Canada who can represent them in that line.

326. Razors and Watches.—A London firm is prepared to appoint suitable

Canadian resident agent to handle their razors and watches.

327. Cotton Waste.—A London company manufacturing cotton waste asks to be placed in communication with Canadian importers.

330. Fencing Material.—A South African commission agent with first-class connection throughout Cape Colony, Natal, Orange River Colony and the Transvaal, desires to represent on commission a Canadian manufacturer of fencing material.

332. Binder Twine. — A large Cape Town importer desires quotations for binder twine for agricultural purposes.

#### A GOOD ALL-ROUND CLEANER.

Now-a-days, when there is an ever-increasing demand for a good cleaner in every household and in every trade, it behooves the hardware dealer to be on the lookout for that article. Lye, when not adulterated, is the best all-round cleaning agency that is known, and is one of the best paying lines that the modern hardware dealer can handle. When one thinks of its many uses it practically appeals to all classes. It is as much used in the farmer's orchard for spraying his trees as it is in the home for removing old paint from floors, doors, walls, etc., in fact the housewife finds many uses for this valuable cleaner. Machinists, foundrymen, engineers, nut and bolt makers, brewers and bottlers, also find it valuable as a cleaner.

#### ANOTHER CUTLERY FACTORY.

A site has been purchased in Niagara Falls for a new cutlery and silver plating factory—the chief promoters of the enterprise being Messrs. J. G. Cadham and Lee McGlashan. The buildings will be of concrete and the city is providing water and electric power on easy terms. Die making machines will be installed in another factory and an effort made to have the plant running before Fall.



## FOUNDRY AND METAL INDUSTRIES

### HOW ALUMINUM WAS FOUND.

Aluminum is found in clay, felspar, and in other minerals and rocks. Prior to the discovery by a German chemist named Wohler, it has been known to exist, but the difficulty was to obtain it from natural sources. This difficulty was overcome by Wohler more by accident than design. He had just been mixing some chloride of aluminum and sodium together, and, not requiring the compound at the moment, put it aside on the stove. Presently he picked it up, when, to his agreeable surprise, he found that he had obtained the metal in minute globes or beads through the compound having become heated.

### A SCARCITY OF ALUMINUM.

These are busy days in the aluminum industry, except for the manufacturers of goods made of aluminum, and if these concerns are idle or running on part time it is for the simple reason that they are unable to buy the metal at any price. The aluminum industry is growing so rapidly that the manufacturers of the article are absolutely unable to keep up with the demand. According to a New York exchange a New England manufacturer of aluminum novelties, who is entirely dependent for the progress of his business upon the supply of sheet aluminum, was unable in January to obtain promises of new stock earlier than June.

He endeavored to import the metal, but found this next to impossible, except at an almost prohibitory price. A few days ago when approached with an offer of a substantial order for novelties he was obliged to decline the order on the ground that it would be impossible to supply the goods at any stated time or at a price corresponding even approximately to his regular quotations. This manufacturer says:

"We have some foreign metal ordered conditionally for immediate use, but as we have to pay about 18 cents a pound more for it than for the local product we are not using any more of it than we are obliged to. We do not expect any aluminum from Pittsburg on our back orders before May, and we are obliged to run half time at present because we cannot get the stock."

Manufacturers of goods made of aluminum are displaying keen interest in the report that some one has discovered a new process of extracting aluminum which will make the metal very much cheaper than formerly, and which will inject the spice of competition into the aluminum trade. It is reported that this new product is to be on the market in a few months.

The present manufacturers of aluminum are rapidly completing plans for enormous extensions of their plants. Niagara Falls is one of the big head

quarters of aluminum making in America, and the Pittsburg interests, at present predominant in the aluminum market, intend to erect at Niagara Falls the largest aluminum works in the world.

New uses for aluminum are discovered almost every day and the possibilities of the industry, if they may be judged by the progress of recent years, can hardly be calculated with any degree of accuracy. Whereas 50 years ago aluminum was known only as a curiosity found in a few laboratories, its present production in the United States alone amounts to something like 10,000,000 pounds a year. This country leads all others in its manufacture, and in the extent and variety of its uses.

### PITTSBURG MARKET NOTES.

Readers of Hardware and Metal who have been reading racy stories of the doings of certain United States steel magnates during the past few months, will be interested in the following skit from a recent issue of Puck, under the head of "Pittsburg Market Notes:—"

"Reconciliations opened at \$1,000,000 to-day and advanced briskly, under pressure of divorce proceedings, till the top price, \$1,260,775.45, was reached at noon. A bear raid, by the steel group of defendants, knocked the price down later to \$800,000, the figure at closing hour.

"The arrival at New York of a cargo of English show girls and Parisian ballet dancers almost caused a panic in Correspondent securities this morning. The foreign stock was instantly thrown on the market and the American properties, Chorus Girls Common, U. S. Vaudeville and Serio-Comic Preferred, went tumbling. It was a busy day for the steel magnates, for in order to protect their enormous holdings, many of them having large blocks of all three, they were obliged to buy in at a loss all the C. G. Common, U. S. V., and S. C. Pref. that were offered. Even the bond market was affected, Female Baritone 4's, usually steady, breaking sharply.

"The past week witnessed a rapid rise in the rates for call alimony. Monday the rate was only eight per cent., but by Wednesday it had increased to fourteen, and Thursday brought an additional jump to twenty-two. The local market exhibited a marked tendency toward nervousness in consequence of the rise, and rumors of several new divorce suits had by no means a quieting influence. If the tightness continues, Secretary Shaw will be asked to come to the market's rescue, but very few believe that he will do so. The Government divorce report is awaited with anxiety.

### NEWS ITEMS.

Boundary ore shipments last week were at the rate of 4,000 tons daily, which is the largest output yet recorded.

R. S. Gallup, of Vancouver, is arranging for the development of copper claims on Horsethief Creek, in the Comanche Valley. Mr. Gallup has been looking over these lands for some time, and believes there are large copper deposits contained in them.

## Business Changes

### Ontario.

G. H. McGee, hardware merchant, Fenelon Falls, sold to Iveson L. Cooke.

Mullett & Anthony, hardware merchants, Orillia, have changed the name of their firm to the Orillia Hardware Co.

### Quebec.

Tanquay & Mayrand, plumbers, St. Johns, dissolved and each partner is continuing separately.

A. Lamarche has been appointed curator of Lefebvre & Lariviere, hardware merchants, St. Hyacinthe. A meeting of creditors on the 27th.

### Manitoba and the West.

Forbes & Craddock, hardware merchants, have been succeeded by Adam Forbes.

Green & Wood, agricultural implements, Moose Jaw, have been succeeded by F. J. Walsh & Co.

Insull & Field, hardware merchants, Bradwardine, have been succeeded by F. & J. Field.

### THE BELLEVILLE HARDWARE CO.

In the manufacture of builders' hardware the Belleville Hardware Co. has come to be looked upon as one of the leading concerns of its kind in Canada. In the year 1901 they first commenced manufacturing, but so successful were they it was found necessary to increase their plant to handle the trade they built up even in this comparatively short time. Particular attention has been given to artistic design and practical improvement in builders' hardware and to this must be largely attributed their success. Over one hundred men are now employed, and their directorate is made up of men prominent for their business abilities, among whom are Sir Mackenzie Bowell, as president, and W. C. Springer and H. C. Hunt as manager and secretary-treasurer, respectively.

### A WHOLESALE CHANGE.

One of the most important changes made in Canadian hardware circles for some time occurred last week, when John M. Taylor, of the Taylor-Forbes Co., Guelph, secured as agents for his company four of the best known firms in the leading Canadian cities, these being the Mechanics' Supply Company, Quebec; H. McLaren & Company, Montreal; the Vulcan Iron Works, Winnipeg, and Boyd, Burns & Company, Vancouver.

All of these firms formerly represented the Dominion Radiator Company, but for internal reasons severed their connection with that company, Mr. Taylor acting promptly in securing them as selling agents for "Sovereign" radiators and boilers. They will handle the Taylor-Forbes heating goods only, and any of the trade interested can secure catalogues from any of the agencies.



# "CARRON" PIG IRON

Best Scotch make.  
Prices Moderate.

**A. C. LESLIE & CO.**  
MONTREAL.

## WHEN

renewing orders for Hardware consider  
the advantages of keeping

**B. K. MORTON & CO.'S**

**B. C. BRAND  
DRILL STEEL**

You will find it a good-selling brand,  
thoroughly reliable.

Information can be secured from  
The Agents at Victoria, B. C.—E. G. PRIOR & CO.  
The Agents at Toronto, Can.—  
BAINES & PECKOVER.  
The Canadian Representative—  
D. W. CLARK, P.O. Box 521, Toronto, Can.

## NICKEL

The Canadian Copper Co.

**NICKEL FOR  
NICKEL STEEL**

The Orford Copper Co.

WRITE US FOR  
PARTICULARS AND PRICES

General Offices  
**43 EXCHANGE PLACE**  
NEW YORK CITY

# Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

**CHARCOAL PIG IRON**

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

# "MIDLAND"

BRAND.

**Foundry Pig Iron.**

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

**Drummond, McCall & Co.**  
MONTREAL, QUE

or to

**Canada Iron Furnace Co.**  
MIDLAND, ONT. Limited

... FULL STOCK ...

**Salt Glazed Vitrified**



Double Strength Culvert Pipe  
a Specialty.

**THE CANADIAN SEWER PIPE CO.**

HAMILTON, ONT. TORONTO, ONT  
ST. JOHNS, QUE.

## H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

**LEEDS FIRE CLAY CO., Ltd.**

Fire Bricks, Glazed Bricks, Stable Bricks.

**T. JOWITT & SONS, SHEFFIELD.**

Files, Cast Steel, Hammers, Crucible Steel

**JOS. FENTON & SONS, SHEFFIELD**

Cutlery and Plated Ware.

Agent for

Norway Iron, Steel, Galvanized Iron, Chains.  
Sheet Iron, Hoop Iron, Machinery  
Steel, PEN-DAR Metal Lockers.

# NOVA SCOTIA STEEL & COAL Co., Limited

NEW GLASGOW, N.S.

Manufacturers of

**Ferrona Pig Iron**

And SIEMENS-MARTIN

**OPEN HEARTH STEEL**

## Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

## CANADA SMELTING CO.

Limited

STANDARD Babbitt Metal, Phosphor Tin  
Needle Metal, Type Metal, Etc

Cor. Brennan and Ann Sts., MONTREAL

**OAKEY'S** The original and only Genuine  
Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
Manufacturers of

Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

Agent:

**JOHN FORMAN, - 644 Craig Street**  
MONTREAL.

## FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street. Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

## DO YOU WANT TO BUY

A BOILER, ENGINE OR  
MACHINERY?

If you are a subscriber of HARDWARE AND METAL you can insert a notice free in

**CANADIAN MACHINERY**

Montreal Toronto Winnipeg



## CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out any errors that they contain. It would assist the editor in writing the review.

By enclosing **HARDWARE AND METAL** to the publisher, who is in the trade, a copy of these catalogues and other printed matter will be sent by the publisher to those who send them.

## Desk Calendar.

From the Winnipeg branch of the Thos. Davidson Mfg. Co., Hardware and Metal has received a handy little desk calendar for 1906. Mention this paper in writing for one.

## Munro Fence Booklet.

The Munro Wire Works, Winnipeg, Man., are issuing an attractive little booklet describing their various makes of fence. Describing their special hog fence they say that "to put a pig through this fence you must first make it into sausage," and from the particulars given the claim seems to be justified. They state of their woven wire fence that it is the only brand of woven wire fence made in the west. The booklet is well illustrated and prices to the trade are quoted. When writing for a copy mention this paper.

## Howland's Want Book.

H. S. Howland, Sons & Co. have issued a new want book, which is one of the most extensive and complete books of its kind that has been made up this year. It contains 225 pages of good quality paper, each sheet being perforated so that it can be torn out and used as an order form. Very little space is used for advertising purposes, it being designed and arranged as a practical, handy book for the retail hardwareman.

## Gas Ranges.

The Gurney Foundry Company have published a new catalogue of their Oxford gas cooking ranges and stoves for the season of 1906. In it is shown a specially constructed line of natural gas ranges that will be sure to be appreciated where natural gas is used. A new departure is introduced in this range in the way of a cast iron oven bottom with a heavy brick lining half an inch thick, which under the fierce heat of natural gas prevents the bottom from warping, and also holds and distributes the heat better than anything else known. Many other new improvements and designs are shown in their general line of gas cookers, which are sure to be appreciated by all who do their Summer cooking with gas. A nice line of the smaller things is also shown in the way of single burners, extra ovens, iron heaters, etc. Dealers will do well to

## Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence or attack can be had than the Iver Johnson Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

# IVER JOHNSON

## REVOLVERS



need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, \$8.50 Hammerless, \$7.50

Write for our bright little booklet, "Shots" and complete catalogue, free.

Iver Johnson's Arms and Cycle Works  
FITCHBURG, MASS.



have a copy of this catalogue, as some interesting things are found in it.

## A Horse Race.

A beautiful lithographed calendar showing the finish of a most exciting horse race has been gotten up by the Capewell Horse Nail Co., of Duke street, Toronto, which they will be glad to send to any one dropping them a card. This calendar is in keeping with the high grade of horse nails manufactured by the Capewell Company and is well worth writing for.

## New Spring Catalogue.

The Wallace Barnes Company, of Bristol, Conn., have a new catalogue illustrating their springs, and treating of the methods employed to get the best results in tempering. A copy of their booklet can be secured by readers of this paper on request.

## Artistic Materials.

Architects' supplies and artists' material are well described in a new catalogue issued by the Winnipeg Paint & Glass Company, Winnipeg. They will be glad to furnish this catalogue to those of our readers who request that a copy be sent them.

## Range Catalogue.

The good qualities of Empire Queen ranges are illustrated in a booklet issued by the Canadian Heating & Ventilating Company, of Owen Sound, Ont. They are constructed particularly with a view to give the best oven results, and to be easily kept clean, which is a point dealers, as well as users, will appreciate. They will send their catalogue to dealers who mention Hardware and Metal.

## Steel Traps.

Oneida Community, of Niagara Falls, Ont., wish to place their new catalogue of steel traps in the hands of dealers, and any dealer mentioning this paper can have one sent him. They manufacture the genuine Newhouse steel traps, which have given such universal satisfaction.

## Fine Threading Machines.

The Canadian Fairbanks Company invite our readers to write for their catalogue of hand and power machines for cutting and threading. These machines will cut and thread pipe up to 12 inches by hand, as well as by power, which is a valuable feature.

Every store and office door should be supplied with a door check. Go out after this business.



# H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

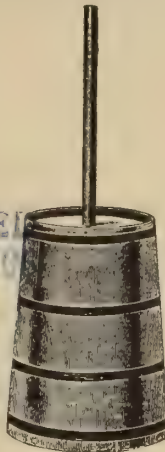
138-140 WEST FRONT STREET, TORONTO

Wholesale  
Only

Only  
Wholesale



**"DAISY" CHURNS**  
Nos. 0 to 5 Churns 1 to 16 Gals.



**DASH CHURNS**

Plain Top  
Crib Top



**"FAVORITE" CHURNS**  
Nos. 0 to 5. Churns 1 to 16 Gals.



**"CROWN" BUTTER MOULDS**



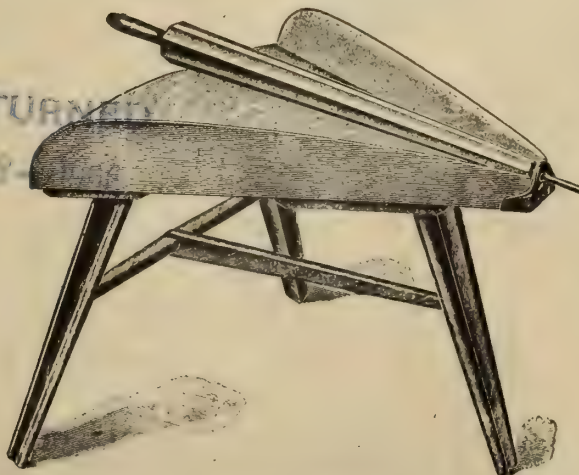
**"LEADER" CHURNS**  
Nos. 0 to 5 Churns 1 to 16 Gals.



**DAISY BUTTER MOULDS**  
½-lbs. and 1-lbs.



**BUTTER LADLES**



**BUTTER WORKERS**



**BUTTER SPADE**

For full particulars see our Catalogue.

## H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship Promptly

Factory: Dufferin Street, Toronto

Our Prices Are Right



# PAINT, OIL AND BRUSH TRADES

## CANADIAN BRONZE POWDER WORKS.

One of Canada's newest enterprises, and the first of its kind in the British Empire, is the plant of the Canadian Bronze Powder Co., in Valleyfield, P.Q.

For the past ten years R. E. Thorne & Co., of Montreal, have been importing German bronze powders, gold paints, lacquers, bronze liquids, etc., and distributing them to the Canadian trade. In this way the firm formed a connection with Siegfried Schopflocher, who has been literally brought up in this business in Germany. The result of this connection has been the establishment of the Valleyfield plant.

A representative of Hardware and Metal was shown over the premises recently and was much impressed with all the facilities enjoyed by the firm there. The factory is most substantially built and gives plenty of room for future expansion. Its situation is particularly favorable, as Valleyfield, besides being served with two railroads, is also at the head of Beauharnois Canal, at one of the most navigable points on the St. Lawrence. A spur line from the Grand Trunk Railway runs right into the company's yards, thus making it easy to receive raw material, or to ship the finished article.

Some idea of the special nature of machinery installed in the plant, may be gained from the fact that there are only two manufacturers in the world from whom it may be procured. The various machines in the Canadian Bronze Powder Works are of the most modern design, and they are consequently turning out powders which are equal to the best.

The process of manufacture is most interesting. Ingot metals, such as copper, tin and zinc, form the raw materials, which are used in varying proportions to produce different grades and colors of powder. These metals are melted in a crucible and then rolled out like band iron. This is then hammered out into sheets as thin as paper, and is highly polished while in this state.

The sheets are next sent to the stamping mills, which gradually reduce them to a fine powder. There are several different kinds of these mills, each one of which has a particular function to perform in the process of reducing the metal sheets to powder.

When the powder is sufficiently fine it is uniformly heated until it takes on the required color, after which it is ready for the burnishing machines. These are cylinders, lying horizontally, into which the powder is emptied, and by means of brushes revolving inside a brilliant polish is imparted.

The packing room is situated very conveniently to the manufacturing de-

partment, but is away from the noise and dust. Here a staff of girls weigh out the powder in ounce, pound and five-pound packages, and prepare it for the market.

A novel feature in packing artist's gold bronze will shortly be introduced. By this method (for which patents are pending in Canada and United States) the powder and liquid will be packed in such a way as to guarantee that the paint will be absolutely fresh when required.

Another product of the Canadian Bronze Powder Co. is the banana oil and other oils used in connection with the powders. Large quantities of this are shipped to all parts of the country and the output of powder has already reached 1,600 lbs. per week.

Part of the plant is given over to the foundry of the Valleyfield Iron Works, in which R. E. Thorne & Co. are also interested to a considerable extent. Quite a large force of men are employed there and castings are turned out in great variety and good quantities.

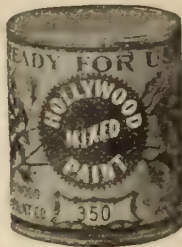
The pluck displayed by this firm in launching out into a new field of endeavor is to be commended, as is also their winning methods in going after

business. Mr. Schopflocher is now taking a western trip in the interests of the business and his success with the trade so far speaks well for the firm's future.

## U. S. WINDOW GLASS MARKET.

An unusual feature in the window glass industry has developed in the United States, circulars being issued by one manufacturing concern, offering glass for future delivery at reduced prices. Manufacturers and jobbers in the Pittsburg district are puzzled over the announcement, as prices have been rapidly advancing, and the highest rate at the fire is being quoted. In the circular 90, 20 and 5 per cent. off the manufacturers' list is named for the first three brackets and 90, 10 and 5 per cent. off for larger sizes.

This is nearly 10 per cent. under the present selling price. The Pittsburg Plate Glass Co., the largest window glass jobbing concern in the country, promptly agreed to buy all the glass in the market at the prices quoted. Both production and consumption of window glass is greater than ever known.



You can buy paint for less money than you can buy Hollywood Paint, but when your customers count the labor of putting it on, it would be dear paint in comparison to Hollywood if they got it for nothing.

**Hollywood wears on the job, not off.**

**In Paste, Ready Mixed and Floor.**

# The Imperial Varnish & Color Co.

TORONTO, ONTARIO, CANADA

LIMITED



**The Quickest and Most Convenient Paint and Varnish Remover****SOLVO**

**Here is what it does :** Removes almost instantly Paint, Shellac, Enamel or Varnish from Iron, Metal, Earthenware, Glass or Wood, or any painted or varnished surface. Does not discolor, injure or raise the grain of the wood. Contains no water, fusel oil, alkali or acids.

**Put up in half pints, up to barrels.**

**Send for Prices.**

**THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.**

**IT IS OFTEN EASY  
TO PERSUADE**

your customer that the best is the cheapest.

**JAMIESON'S  
Floor Enamel**

while more expensive than ordinary floor paint, is so much better for the floor that it should not be difficult to induce your customer to try it.

**It Dries Hard  
Is Never Sticky  
Gives a Varnish Gloss  
Stands Repeated Washing  
and Wears Like Iron**

You can make more profit on **Floor Enamel** than you can on Floor Paint.

Write for show cards and prices to

**R. C. JAMIESON & CO.**

LIMITED

16-30 Nazareth St.

MONTREAL

**McCaskill, Dougall & Co.**

**Manufacturers**



RAILWAY, CARRIAGE AND BOAT VARNISHES.

HIGH-GRADE FURNITURE and HOUSE VARNISHES

**MONTREAL.**

**Sharratt & Newth's Glaziers' Diamonds**

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

**OILS**

Raw Linseed  
Boiled Linseed  
Pale Boiled Linseed  
Pale Refined Linseed

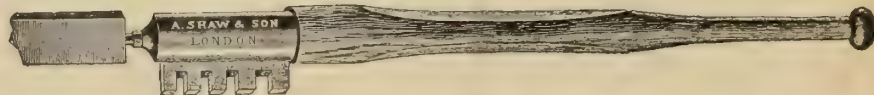
**"DOMINION"  
BRAND**

OILS GUARANTEED GENUINE.

Canadian Agents—  
**J. A. BERNARD,**  
21 St. Peter Street., Quebec  
**HOMER TAYLOR,**  
Temple Bldg., Montreal

**FRED'K FENNER & CO., LTD.**

PENINSULAR HOUSE, MONUMENT ST., E.C.  
**LONDON, ENGLAND.**

**GLAZIERS' DIAMONDS**

Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

**GODFREY S. PELTON**

388 ST. PAUL ST., MONTREAL

**A. RUDD & CO., St. Helens, Lancashire, England**

Manufacturers of highest grade



**GLAZIERS' DIAMONDS**

10 years as cutter, and 16 years as chooser and setter for St. Helens Works, is the experience of our head setter. Ask your wholesaler for our make.

Canadian Agent, **J. B. GIBSON, P.O.B. 478, MONTREAL**



# Brandram's B. B. Genuine White Lead



has long been known  
as the best white lead  
the world produces. It  
is unequalled for

## WHITENESS, FINENESS AND BODY

and will cover more  
surface than any other  
white lead made. It  
is the only white lead  
used in

## "ANCHOR" OR "ENGLISH" LIQUID PAINTS

making them the lead-  
ers on the market.

Manufactured by

**HENDERSON & POTTS, Limited**

HALIFAX and ST. JOHN

**HENDERSON & POTTS CO.,**

LIMITED

MONTREAL and WINNIPEG

## PAINT AND OIL MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 3 1906.

Conditions this week are practically the same as they were when we last reported. All classes of goods remain at the same price and nothing new has developed either in that regard or in regard to orders and shipments.

**Linseed Oil**—We quote. Raw, 1 to 4, barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c., f.o.b., Montreal, net 30 days.

**Turpentine**—Prices are still firmly held at the following figures: Single barrel, 98c. per gallon; two barrels or over, 97c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

**Ground White Lead**—We give prices as follows: Best brand Government standards, \$6.00 to \$6.25; No. 1, \$5.65 to \$5.90; No. 2, \$5.30 to \$5.65; No. 3, \$5.05 to \$5.30, all f.o.b. Montreal.

**Dry White Zinc**—A drop in foreign markets has not affected the Canadian dealers. Prices here are still quoted as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

**White Zinc (ground in oil)**—We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

**Putty**—Our quotations are: Pure linseed oil, \$1.75 to \$1.85; bulk in barrels, \$1.50; in 25-lb. irons, \$1.80; in tins, \$1.90; bladdered putty in barrels, \$1.75.

**Orange Mineral**—We quote as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

**Red Lead**—Prices are firmly held as follows: Genuine red lead in casks, \$5.75; in 100-lb. kegs, \$6.00; in less quantities at the rate of \$6.75 per 100 lbs.; No. 1 red lead, casks, \$5.50; kegs, \$5.75, and smaller quantities, \$6.50.

**Gum Shellac**—We still quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

**Shellac Varnish**—We quote as follows: \$2.50 to \$2.60; pure orange, \$2.40 to \$2.50; No. 1 orange, \$2.35 to \$2.45.

**Mixed Paints**—Prices range from \$1.20 to \$1.40 per gallon.

**Castor Oil**—The market is firm at the following prices: Firsts in cases 8 1-2c., in barrels 8c.; seconds, in cases 8c., in barrels, 7 1-2c.

**Refined Petroleum**—Our prices are as follows: American water white, 17c.; Canadian prime white, 15 1-2c.; astral, 20c., ex warehouse.

**Paris Green**—New prices have not yet been issued and meanwhile quotations can only be obtained from the dealers direct.

**Window Glass**—Window glass is somewhat easier in tone, as nearly all orders now are for import. Our quotations are as follows: First break, 50 ft., \$2.10; second break, \$2.20; first break, 100 feet, \$4.00; second break, \$4.20; third break, 100 feet, \$4.75; fourth break, 100 feet, \$5.00; fifth break, 100 feet, \$5.25; sixth break, 100 feet, \$5.75; seventh break, 100 feet, \$6.25; eighth break, 100 feet, \$6.50. Diamond star, first break, 50 feet, \$2.30; second break, 50 feet, \$2.50; first break, 100 feet, \$4.40; second do., \$4.80; third do., \$5.75; fourth do., \$6.50; fifth do., \$7.50; sixth do., \$8.00, and seventh do., \$9.00. Double thick, first break, 50 feet, \$3.45; second break, \$3.75; first break, 100 feet, \$6.75; second do., \$7.25; third do., \$8.75; fourth do., \$10; fifth do., \$11.50; sixth do., \$12.50; seventh do., \$14; eighth do., \$16.50; ninth do., \$18; tenth do., \$20; eleventh do., \$24.00; and twelfth do., \$28.50.

### TORONTO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto March 30, 1906.

Linseed oil continues firm and some dealers have advanced all prices one cent, but as it has not yet become general we quote as before. The indications are, however, that the advanced prices will obtain generally just as soon as the season opens up. The present demand is strong.

Turpentine is very firm at high prices, with little likelihood of change for some time. The run has been small this year, and large quantities are being asked for, so that any weakening of the market seems improbable.

Paris green is still unsettled, and although a little easing off has been experienced lately, prices are still away up, and arsenic is scarce.

No change in white lead. The demand is increasing as the season advances, and those who have not carried over some stock are apprehensive of a scarcity.

Mixed paints continue to go out in good quantities, and the general business outlook has never been better.

**White Lead**—Ex Toronto, pure white, \$6.30; No. 1, \$5.92 1-2c.; No. 2, \$5.55; No. 3, \$5.30; No. 4, \$5.05 in packages of 25 lbs. and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, \$5.40.

**Red Lead**—Genuine in casks of 560



That's the way to talk! Recommend paint that you know has worth in it—full measure, honest value.



## "Ark Brand"

is the only ideal paint. It works up a good reputation for you and gives satisfaction to the consumer. The good covering capacity and great durability, in comparison with other Paints, has proven that every can of **"Ark Brand" Paint** points to profit and satisfaction.

Have you put in a stock of **MURESCO**? There is no other Wall Finish that can begin to compare with Muresco. It is not expensive, and it is easily applied.



**THE FRANCIS-FROST CO. LIMITED**

**TORONTO, ONT.**



Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish



## If You Will Stop for a Minute

to consider the superiority of THE MARTIN-SENOUR PAINT, how it will build up your trade to handle an article of this character and make you practically independent of competition we believe you will want to consider our Exclusive Agency proposition for

## THE MARTIN-SENOUR 100% PURE PAINT

This is your opportunity—the time to secure the agency is NOW before some one else gets ahead of you. Remember you are selling guaranteed goods when you sell the Martin-Senour Paint. The Agency for this 100 per cent pure paint gives you a grip on the paint situation in your territory that means money when it gets started. Write for particulars to-day.

## THE MARTIN-SENOUR CO., Limited

142-144 Inspector St., MONTREAL

2514-2522 Quarry St., CHICAGO. (Est. 1878)

The Winnipeg Paint & Glass Co., Limited, Winnipeg.

The Maritime Paint & Varnish Co., Limited, Halifax, N.S.



# THE PAINT AGE

WE HEAR  
OF THE

STONE AGE

THE  
BRONZE AGE

AND THE

IRON AGE

# 1906

Bids fair to be known as the

PAINT AGE

At least, this is the experience  
of the

# CANADA PAINT COMPANY LIMITED

Who are already shipping largely  
in excess of any previous year  
and, accordingly, are prepared  
for a very heavy consumption of

PAINT,  
VARNISH and  
COLORS

Markets advancing

ORDER  
EARLY

# THE PAINT AGE

lbs., \$5.75; ditto, in kegs of 100 lbs., \$6.60; No. 1, in casks of 500 lbs., \$5.50, ditto, in kegs of 100 lbs., \$5.75.

**Dry White Zinc**—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs., 6 1-2c.

**White Zinc** (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

**Single Stain**—In 5-gallon lots, 75c. to 90c. per gallon.

**Paris White**—90c. to \$1.00 per 100 lbs.

**Whiting**—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

**Paris Green**—Prices have been withdrawn owing to recent advances.

**Shellac Varnish**—Pure orange in barrels, \$2.80; white, \$2.90 per barrel; No. 1 (orange), \$2.25.

**Linseed Oil**—Our quotations are: Raw, 1 to 4 barrels, 56c.; 5 to 9 barrels, 55s.; boiled, 1 to 4 barrels, 59c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

**Turpentine**—Single barrel lots, \$1.00 to \$1.05 f.o.b. point of shipment, net 30 days. For less quantities than barrels, \$1.10 per gallon will be charged.

**Glues**—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

**Putty**—Ordinary, bladders in barrels, \$1.80; pure linseed oil, \$2.00 to \$2.10; bulk in 800-lb. casks, \$1.50; pure, \$1.95 to \$2.00; 100-lb. kegs, 25c. extra.

**Liquid Paints**—Pure, \$1.20 to \$1.35 per gallon; No. 1, \$1.10 per gallon.

**Barn Paints**—70c. to 80c.

**Bridge Paints**—75c. to \$1.00.

**Castor Oil**—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

**Refined Petroleum**—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

**Crude Petroleum**—Prices continue unchanged. We quote: Canadian, \$1.36; Pennsylvania, \$1.61; Ohio, 94c.

## DEMONSTRATING MIXED PAINTS.

Few other articles sold by the hardware trade advertise a man's business either to its advantage or its disadvantage, as do ready mixed paints. In a very short time after its application the quality of a paint becomes known, particularly if it has not been made of pure ingredients. If the paint is pure it will stand as a lasting advertisement for good, not only to the manufacturer, but to the dealer who recommended it. Every neighbor and passer-by will see it, and many will be the inquiries as to the "make," and the man who handles it.

With many people, ready mixed paints have not the best of reputations. This feeling being brought about by the use of cheap, inferior paints, which have given the impression to the user that to get a good paint he must see it

hand mixed, and know for a certainty what it contains. An impression of this kind once created, is not easily dispelled, for the painting of a house or barn requires considerable outlay, and a man does not feel like trying ready mixed paints again when once his faith is shaken. It behooves a dealer, therefore, to handle a line which he is absolutely certain contains only the best of ingredients and is not built up with chalk or clay.

A good way to demonstrate the quality of the ready mixed paint when selling it, is to have a can opened so that the contents can be shown to the customer. To prove that it contains linseed oil, one has but to dip his finger in and the odor of pure linseed can be readily detected. By holding a lighted match in the top of the can it can also be determined whether or not the paint contains any volatile substances such as gasoline or benzine. It can also be shown by stirring, whether chalk or clay makes up any portion of the mixture, inasmuch as they will harden, while zinc and white lead are soft and will readily mix with a little stirring.

There are many advantages in using ready mixed paints, particularly to the man who is not a professional mixer, and who contemplates doing his own work. If the dealer handles an article of proven merit, that both he and the manufacturer can stand behind, it is one of the most striking and widely-spread advertisements of his business that can be used.

## TESTING PURITY OF ZINC.

To test the purity of oxide of zinc, dissolve in sulphuric acid. If the oxide dissolves entirely, it is pure. If any sediment remains, it is not pure.

## PILKINGTON BROS. EXPAND.

With the practical completion of their big building on Market street east, Winnipeg, Pilkington Bros add another link to their chain of warehouses, and should be in better position than ever before to handle the growing trade in glass in the Northwest. A representative of Hardware and Metal was shown through the big warehouse the other day by F. W. Butcher, the Winnipeg manager. A large stock of plate, window and ornamental glass is carried and the firm are in position to fill all orders promptly.

## HEAT-PROOF GLASS.

Glass that can be heated white-hot, and then plunged into cold water without breaking, would seem an impossibility, but it has been recently made an accomplished fact. It is made from Brazilian quartz pebbles, heated red-hot, and then thrown into distilled water. Then the purest pieces are selected, welded together with the oxo-hydrogen blowpipe into long stems like straws, from which glass vessels of any shape can be made.



# TRADE CONDITIONS IN ENGLAND

After putting up with all the evil fortune that could possibly have escaped from the mythic casket of Pandora, the British hardwareman, and his brothers of the allied trades, have been clinging tenaciously to hope, the last gift of the goddess, until one is inclined to fancy that it must be inexhaustible. However, a general survey of the ironmongery trades seems to justify one in risking the statement that prospects are brighter, and that, with more favorable conditions ruling, better times may be looked for. At any rate, worse have certainly been known within recent memory. Recently published trade returns are highly satisfactory, which has given a push to other industries, money moves somewhat more freely, and politics are causing less anxiety. But, on the other hand, there is still a great deal of room for improvement.

The early part of the year has shown considerable improvement in the matter of employment, particularly in the engineering and shipbuilding trades, and the iron and steel activity has been maintained fairly well. The building trade, however, has shown no improvement. Engineers complain of a great scarcity of fitters and odd-men of all kinds, and there is a strong demand for young men who have a sufficient knowledge of the general principles of engineering to be able to take charge of any ordinary machine after a few days experience.

## Labor Difficulties.

In this connection, a most interesting suggestion was put forward at a meeting of the Worshipful Company of Plumbers here in London to the effect that the craft could be materially improved by a revival of the old system of apprenticeships. The consensus of opinion was that great benefit would result from a closer combination of technical school and workshop experience, and the question has aroused considerable comment in the trade centres.

It seems that the larger industries are busier than the smaller ones, for while shipbuilders, engineers and boiler makers have their hands full, file-makers, pipe-founders, wire-workers and fender manufacturers are having a slow time. File-workers are very busy and the demand for crucible steel is good.

In their still too frequent spare moments, members of the hardware trade have been treated to the usual crop of royal commissions, inquiries and association meetings, which invariably occur about this time of the year.

## Royal Commissions and Unemployed.

A Royal Commission has been formed to inquire into the system of canals and inland navigation of the United Kingdom. The fifth paragraph of their

terms of reference speaks of "the expediency of canals being acquired by public bodies or trusts, and the methods by which funds for the purpose can be obtained and secured." This seems to suggest some scheme for the nationalizing of the British waterways. The making of canals would at least provide work for some of the thousands of workless men, who but recently paraded their condition by a procession through the streets of the metropolis.

To Canadians, who are now enjoying full measure of prosperity, this mention of crowds of British laborers tramping the streets with nothing to do must sound strange, but it must be remembered that the Old Country is disturbed by a fast-growing social movement, the promoters of which have not hesitated to use these unemployed processions to exaggerate the misery of the working classes. Statistics show that during the month of January, when the workless demonstrations were most noticeable, cases of exceptional distress reported throughout the land were less than during the same month of the previous year.

## The American Hustling Habit.

A contemporary, in discussing another phase of the work question, inveighs most bitterly against the "hustling" habit, which is reaching Britain from across the Atlantic. "I am afraid," thus the editor of the journal referred to, "I am very English and very conservative, but for the life of me I cannot understand this hateful system of 'hustling' introduced from the other side of the water. I do not know whether it is the air, or whether it is the pursuit of the almighty dollar, but those I have known who have left here and sojourned for a few years in the States, were, on their return, changed in disposition, and not for the better." He goes on to quote from the pages of "An American Business Man," and asks what one thinks of this: "The American does not admit the word 'friend' or 'enemy' in business hours. There is only himself to be looked after, and if it pays to ruin a friend or help an enemy, why should you be such a fool as not to do what pays?"

While a higher code of morality certainly obtains in England, an inquiry which is now being talked about, into the matter of secret commissions, reminds one that this is a growing evil, which merits immediate attention. The late Lord Russell, when Lord Chief Justice of England, endeavored to secure the passing of a bill making the giving or receiving of secret commissions an offence punishable by severe penalties. But nothing came of the effort, and it is certain that bribery and blackmail

are practiced to a very large extent, the result, no doubt, of the keenness of competition.

## Commercial Development.

At the annual dinner of the Association for the Protection of Trade, Sir Samuel Scott, M.P., mentioned that there was great need for the establishment of a Ministry of Commerce in this country. "Why," he asked, "should we not adopt some such a system of appointment of commercial agents in the different countries as Canada has done. We have one in Russia and one in Germany, but we want more than one or two."

"Canada," an attractive journal published here in the interests of the Dominion, points out that there is a splendid opening for all classes of Canadian timber. The Birmingham and Leeds correspondents of this publication say that in all the colliery districts Canada might easily have the trade that now almost exclusively goes to Norway in the matter of timber used in the coal-pits. Timber for wagon and tramcar building would also find a very ready sale.

Webley & Scott Revolver & Arms Co., Limited, have put forward a new scheme of reconstruction, whereby it is proposed that the capital shall be reduced by £117,250 (from £335,000) by issuing to preference shareholders one £3 10s. cumulative preference share of 5 per cent. and one fully paid up ordinary share of £1 10s. in exchange for each £5 preference share now held, and by issuing to the ordinary shareholders one fully paid-up share of £1 10s. in exchange for each £5 ordinary share now held.

Joseph Rodgers & Sons, Limited, the celebrated cutlery manufacturers, have had occasion to complain against a firm, styled Joseph Rodgers Simpson & Son, for alleged misuse of trade mark and warrant, resembling their own.

## DIAMOND GRIP FENCE.

Among the improved fencing materials being used the Diamond Grip brand, manufactured by the Canada Fence Company, of London, is a ready seller. Particular advantages are claimed for the method of securing the wire at the intersecting joints, which, as well as giving strength and security also protects the joint from wet and rust, which are essential points in fence construction. In appearance this fence is decidedly neat, and is adaptable for both lawn and farm use. The Canada Fence Company reports larger sales than ever this year, and will be glad to furnish dealers with samples, prices and all information.



**BUILDING AND INDUSTRIAL NEWS**

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

**Consolidated  
Plate  
Glass  
Company  
of Canada  
Limited**

**WINDOW**

**GLASS**

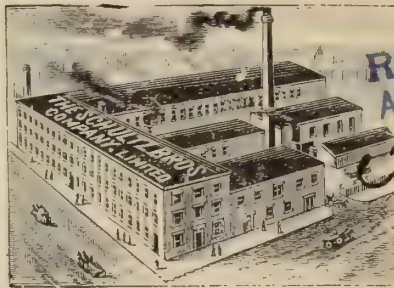
**PLATE**

**GLASS**

**TORONTO  
MONTREAL  
OTTAWA  
LONDON  
WINNIPEG**

**BETTER BUILDINGS.**

Canadian cities would do well to draw practical lessons from European cities in many ways. Paris, for instance, has a plan for encouraging the beautifying of the city, which is eminently practical, and could be imitated in this country to great advantage. A committee appointed for the purpose has just completed its inspection of the buildings erected in that city last year, and selected six having the handsomest facades. The architect of each of these six will receive a medal, and the owners will be exempted from taxation. The committee in charge of this work is composed of experts, and the buildings selected as prize winners are splendid specimens of architecture. No Canadian city is doing anything of this kind to encourage improvement in building, from an architectural standpoint, and perhaps it is useless to advocate the adoption of the Paris plan to



Schultz Bros. Works at Brantford.

secure handsome fronts to our buildings while the existing laws regarding safety of construction are neglected. Every city, however, should do more to induce not only safety but beauty in the buildings which are going up year by year. Hardware merchants will gain by the sale of a better grade of goods and can well afford to encourage any proposal made to improve the class of buildings constructed.

**PLATE GLASS IN HOUSES.**

Although glass was in use in Egypt nearly 4,000 years ago, we are indebted to France for plate glass, where it was made 200 years ago. Plate glass is made of sand, soda and lime, fused at a very high temperature into a double silicate, called glass. The molten glass, known as metal to the workmen, is poured out onto great cast iron tables; the table is inclined a little, the metal spreads evenly out, and a roller is then passed over the mass, a workman

skimming off any particles that may appear and which, left, would mar the surface. The sheet of glass is then placed in an oven, where it anneals by cooling slowly, after which it is removed from the oven, twelve workmen carrying it in an upright position to the racks by means of leather straps, six men on either side, keeping step like trained soldiers. The glass is rough and opaque, and hence must be ground and made smooth and even. This is accomplished by means of special machinery, with sand of various degrees, finishing off with emery of several grades. The glass is still opaque, and hence must be polished to make it transparent. This is a delicate operation, requiring great care and skill. The polishing is done with rouge powder, and finally the glass is what we see it in windows, a thing of beauty and utility.

No modern home is complete without some plate glass in it. The cost is not great, though it was very costly only a few years ago. Take the front door for instance, and what a difference it makes when we put a fine plate glass in it. So for the front windows. Whether houses are built to sell or live in, do not omit the plate glass. It will sell the property, and it will give an air of refinement, besides letting in all available light.

After the plate of rough glass leaves the oven to be polished, it loses at least 1-3 of its weight through the rubbing process. Six million pounds of rough plate will become 3,500,000 pounds of finished plate glass, showing a loss of actual glass of 2,500,000 pounds.

**SCHULTZ WHEELBARROWS.**

The Schultz Brothers Company, of Brantford, are among the largest and oldest contracting and building firms in Ontario, their establishment dating back about forty years. Many of the public buildings and factories in Western Ontario were built by this firm during its career, and it has now grown to such proportions that between three and four million feet of lumber is constantly in their yards. Knowing from experience the difficulty found in getting a barrow that combined strength and convenience in handling, the Schultz Company determined to make one that would meet these requirements. The principal points of merit claimed for this barrow are



that the weight of the load comes directly over the wheel, and the construction is such that the load is easily discharged either over the end or over the side. Particular attention has also been paid to bracing the legs of the barrow so that all jar and rack is eliminated by having the braces run to the point of the leg, both side and lengthwise. A washing machine made by this company is also attracting favorable attention, both in Canada and abroad. The manufacturers will be glad to supply information to our readers upon request.

#### BUILDING NOTES.

Pilot Mound, Man., will have a new schoolhouse.

Peterboro will ask for tenders for a new fire hall.

A new county jail will be built at Sydney, N.S.

The Oddfellows will erect a hall at Dauphin, Man.

E. B. Patterson, Hamilton, will build a \$4,000 house.

Lenore, Man., asks for tenders for a new schoolhouse.

Joseph Small will build a \$4,000 residence at Sarnia.

Lawrence Shea will erect a 75-room hotel at Toronto.

R. B. McBurney, of Sarnia, will build a \$3,500 residence.

Kincardine, Ont., is to have a new post office building.

The Regina post office contract has been let for \$170,000.

It is proposed to erect a \$90,000 traffic bridge at Saskatoon.

T. Hanrahan will build a hotel in Hamilton to cost \$9,000.

The Grand Union Hotel, Toronto, will have a six-storey addition.

J. A. Zimmerman, of Hamilton, will build a \$3,500 residence.

Lucknow, Ont., will build a town hall and library to cost \$7,500.

J. C. Mundell & Co., Elora, will build an addition to their factory.

Amherst, N.S., Methodists have decided to erect a \$30,000 church.

It is announced that the C.P.R. will erect a large hotel at Regina.

The Bank of New Brunswick will erect a new bank at St. John, N.B.

W. T. McKenzie, of Weyburn, Man., will build a new \$25,000 hotel.

Mayor Clinkskill, of Saskatoon, will erect a business block this year.

The Methodists of Campbellford will erect a \$20,000 church this year.

A new Presbyterian manse will be built at Welland, to cost \$3,500.

A new Y.M.C.A. building will be erected at Woodstock to cost \$25,000.

R. J. Pilkey has let the contract for a store building at Fort William.

The Vineyard Hotel, Hamilton, will be altered to the extent of \$7,000.

The Annette street Methodists, Toronto Junction, will erect a \$40,000 church.

Orillia will have a new skating rink built of concrete blocks, 100 by 180 feet.

Perth, Ont., ratepayers carried a by-law to buy a site for a Carnegie library.

## BEST ELBOWS

— FOR —

## CONDUCTOR PURPOSES

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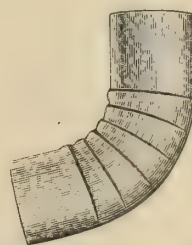
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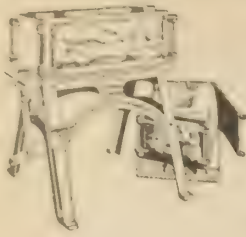
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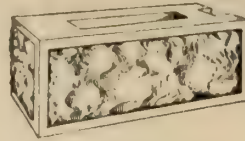




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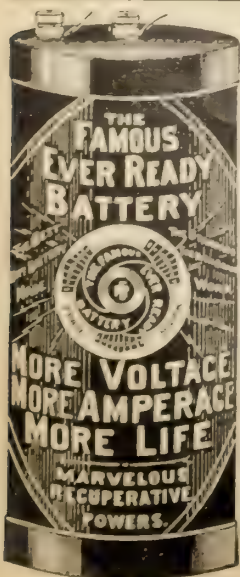
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### SITUATION WANTED.

**EXPERIENCED**, enterprising hardware store and office man seeks responsible position; Ontario or Northwest; inexpensive, highest reference. Ockenden, 122 McGill St., Toronto, [13]

**COLORS**, pulp, pigment and fine lakes for all technical purposes; manager, shortly at liberty, seeks change and immediate re-engagement; young, energetic; at present with large English house; original methods and novelties; can meet German and American competition, matching; previous residence in Canada and States; expert in works economics; can undertake research if necessary; salary, \$3,000, or agreement; correspondence invited. Address, "Blanc," Box 100, HARDWARE AND METAL, Toronto. (13)

### BUSINESS CHANCES.

**HARDWARE** and Tinware business for sale in one of the leading towns of Manitoba, population about 1,500; one opposition; two railroads. Box 508, HARDWARE AND METAL, Toronto. [11]

**GOOD** hardware, stove and tinware business in a live town on the main line of C.P.R. between Peterboro and Perth; stock clean and up-to-date; only one opposition in town; present owner going into the manufacturing business; a golden opportunity for someone; best of references given. Box 507, HARDWARE AND METAL, Toronto.

**WRITE** for lists and quotations of hardware, motor and cycle accessories, sporting goods, stationery, rubber goods, chemists' sundries, pipes, pouches, etc.; state requirements and lines interested in. G. Bishop, Mary Ann street, Birmingham. (13)

**HARDWARE** and tinsmith business for sale; good reason for selling. Apply 302 Queen St. East, Toronto. (13)

### SITUATIONS VACANT.

**WANTED**—Stove and Furnace representative for province of Ontario; must be first-class man with good connection; will pay highest salary to right man. Apply Box No. 109

**WANTED** experienced glass man to take charge of Consolidated Plate Glass Company's business at Montreal, services required either May 1st or 15th. Apply only by mail to the head office, Toronto, giving references, etc. Only experienced glass-men need apply. [11]

**WANTED** by manufacturing firm, representative for city of Montreal; must have good hardware connection; apply stating experience and salary required. Box J., HARDWARE AND METAL, Montreal.

**A FIRST-CLASS** salesman wanted by one of the best hardware firms in western Canada; a good position for the right man. Box 513, HARDWARE AND METAL, Toronto.

**AGENTS** wanted in all parts of Canada to sell a patented article which has met with great success during the last ten years, in Canada and United States; travellers with good connection among the hardware trade would do well to write for full information. Box 511, HARDWARE AND METAL, Toronto.

### FOR SALE.

**GOOD** hardware, paint, wall-paper and stove business for sale; situated on St. Catherine Street, Montreal, with good advantageous lease; stock clean and up-to-date; golden opportunity for some person desiring to enter this branch of trade; best of references given; present owner going into the mining business. Apply Box I., HARDWARE AND METAL, Montreal. [11]

### SIDE LINES

**TRAVELLERS** calling on hardware trade, who are willing to take up a good side line which has been well advertised, and which is already well and favorably known by the trade, should write at once for full information; the article is patented, each sale means a good sized order on which a liberal commission will be paid; hundreds of these articles have been sold in Canada. Box 512, HARDWARE AND METAL, Toronto. (11)



The Winnipeg Grain Exchange asks for plans and tenders for a new building.

The Twin City Brick Co., Port Arthur, are making an addition to their plant.

Pictou, Ont., will build a \$10,000 Carnegie library and a \$30,000 collegiate institute.

Simpson avenue Methodist congregation, Toronto, will build a \$20,000 church.

The congregation of the New Jerusalem Church will erect a \$7,000 edifice at Toronto.

Russell Bros., Fort William, will build a two-storey store building for W. R. Lewis.

The Intercolonial Railway asks for tenders for a new station building at Belmont, N.S.

Extensions will be made to the Queen's and Canadian Northern Hotels at Port Arthur.

Wallaceburg, Ont., has accepted an offer of \$7,500 from Andrew Carnegie for a public library.

Brandon citizens will vote on April 10 on a by-law to provide \$80,000 for school buildings.

The Dominion Coal Company will put up twenty-five double houses at Mine No. 2 this year.

St. Andrew's Church congregation, Hamilton, will spend \$15,000 in enlarging their church.

A new theatre will be built in Hamilton on the site of the present Star theatre this year.

James Fowler, of Winnipeg, will build a new \$125,000 steel hotel on the present Brunswick site.

The Stratford Curling Company will erect and maintain a curling rink, with a capital of \$15,000.

C. S. B. Burley, of Portage La Prairie is having plans prepared for a two-storey business block.

John Woodman, architect, of Winnipeg, asks for tenders for a six-storey building for J. A. M. Aikins.

M. Ross Gooderham has taken out a permit for a \$17,500 residence on St. George street, Toronto.

The British Columbia Electric Railway has let the contract for its new office buildings at Victoria.

A new steel bridge 160 feet long will be built at Doaktown, N.B., by the Intercolonial Railway Co.

Wm. Newlands, architect, of Kingston, is asking for tenders for a house of refuge for Prescott county.

## Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.  
Negotiable Receipts Issued.

Low Insurance

**TEES & PERSSE Limited**

Wholesale Brokers and Warehousemen

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**Galt "Sure-Grip" Shingles**  
Quick sellers, quick layers, best roof made.

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Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

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Any design or style; work from architects' details our specialty.

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And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

**We want representatives in every place**  
Dealers should have our catalogues.

**THE GALT ART METAL CO., Limited, Galt, Ont.**



## OAK-CABINET

Given away FREE of charge with an order for six half-dozen Pocket Knives as illustrated above.

May be had through all leading wholesale hardware firms.

The Great Northern officials are considering the advisability of building a tourist hotel at Nelson, B.C.

The building committee of St. Andrew's Church, Hamilton, have let the contract for their new church.

The Schultz Bros. Company, Brantford, are erecting a fine residence at Dunnville for Frank Lalor, M.P.

Smith Bros. & Wilson have been awarded the contract for the new Hud-

son's Bay Co. building at Gladstone, Man.

W. A. Elliott, of Brandon, asks for tenders for a brick and stone college building to be 50 by 109 feet, four storeys high.

Mackenzie & Mann have purchased the York Chambers, Toronto, for \$80,000. They purpose erecting a new office building covering the site of the present Canadian-Northern building and the one just purchased.



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LARGEST ASSORTMENT MADE

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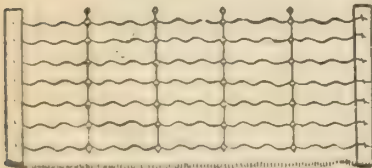
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ARE ALWAYS KNOWN UNDER ABOVE **"TRADE MARK"****DURABLE — CHEAP — EASY TO LAY**

SAMPLES AND PRICES FREE



# "Dominion Brand"

IF YOU WANT TO CATCH THE TRADE AND HOLD IT,  
HANDLE OUR QUICK-SELLING LINES OF

**Tarred Felt, Roofing Pitch <sup>A</sup> <sub>N</sub> <sup>D</sup> Coal Tar**  
**LOCKERBY & McCOMB, 65 Shannon St., Montreal**

## WALKER'S QUICK <sup>AND</sup> EASY ICE PICKS



### Auto Spray

Best compressed air hand Sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season, for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 9 minutes.

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Wholesale Importers

### HERE'S PROOF

Suppose you sell a wooden sifter and it goes to pieces in a shorter time than you expected, to a certain degree the customer's opinion of your store is changed.

Suppose you sell a few

#### METALLIC ASH-SIFTERS

and they all give satisfaction (as they are bound to). Do you not see that one "Metallic" sale is worth fifty "wooden" sales?

The proof of the Sifter is in the surety of the sales.

Sell the **Metallic Ash-Sifter** and your customers will have confidence in your store.

WE HAVE A CIRCULAR.

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**HOUSE-CLEANING  
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## GILLETT'S LYE EATS DIRT

**AND IS THE HOUSE-CLEANER  
MOST PEOPLE USE.**

**E. W. GILLETT COMPANY, Limited**  
**TORONTO, ONT.**



# PLUMBING AND STEAMFITTING

## WARMING FARM HOMES BY WATER

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### ARTICLE III.

The writer recently enjoyed the privilege of visiting a modern American farm home situated in Illinois. Two views of this fine rural domicile are here presented, in order to give some idea of the progress which is being made to properly equip and warm the modern country homes of America.

The Kendall residence is situated on a farm of about 1,000 acres in extent. It is equipped substantially the same as a fine modern town residence, being lighted throughout by electricity and provided with a telephone with a full county exchange right. It is provided with tiled bath rooms having the best of modern sanitary plumbing, porcelain tubs, shower baths and lavatories. It is warmed by a well installed hot water outfit employing a cast iron sectional boiler. The radiators for distributing the warmth to each room are well located under the windows in 18-inch heights. The occupants state that the house is uniformly and thoroughly warmed in every nook, bay and corner. All of the cellar piping for circulating the heated water is neatly covered with magnesia covering, canvas covered and brass bound. This covering prevents an excess loss of heat in the cellar, or overheating any cellar apartments through which they pass. The cost of the plant, piece and day work, was about \$1,200.

This outfit, however, was particularly complete, nearly every room or hall being provided with radiators. Water heating outfits can be installed at a cost all the way from about one hundred and fifty dollars up, depending entirely on how many rooms are warmed and whether the equipment is made simple or elaborate. For instance, a fair sized heater with say four radiators on first floor and one in a rear hall on second floor, can be put in at a very reasonable price depending on the size of the rooms and the exposure and construction of the house.

Often a house owner who feels that he does not want to invest too much of his surplus cash at one time, can purchase a heater of ample reserve capacity and start off with a small outfit of radiators—one in the sitting room, front hall, parlor, dining room—maybe one upstairs

in the rear hall or bath room (if he has one). Then at a later period when his finances permit, radiators may be added in one or more bedrooms and thus in due season he has a complete outfit good for a lifetime.

By consulting competent heating contractors or steamfitters located in most towns of 2,000 population (and often less) the farmhouse owner can secure estimates of cost from two or more competitors and may be surprised at the reasonable price at which he can equip

easily regulated and it operates safely and to the thorough satisfaction of the owner, occupants and guests alike.

## REFRIGERATION WITH ELECTRIC MOTIVE POWER.

Dr. Alfred Gradenwitz, in Scientific American.

The most primitive and most extensively used process of producing low temperatures are through the agency of melting ice. This is dependent on the following principle. The melting of ice requires a well-defined amount of heat, viz., 80 heat units or calories for each kilogramme at 0 deg. C. (32 deg. Fahr.), each calorie being capable of



A Farm Residence Warmed Throughout by Hot Water

his home with the best of modern methods of warming.

The cellar of the Kendall house is so divided and partitioned that there is ample cool cellar storage space for potatoes, vegetables and other edibles. In fact, no damage need result to any farm products thus stored. However, if it is desired to confine all the warmth to one portion of the cellar, this can be done by making proper partitions.

Although the Kendall house is a large structure, having several very large rooms, the work of attending to the heater is a very simple matter, requiring practically no more work than the care of one parlor stove. The outfit is

heating 1 kilogramme water (1.06 quarts) at 15 deg. C. (59 deg. Fahr.) through 1 deg. (1.8 deg. Fahr.) Now, as this amount of heat is derived by the ice from its surroundings, i.e., the air and other objects it comes in contact with, a refrigerating action will obviously be produced on the latter. This process of refrigeration is, however, affected by many disadvantages, the supply of ice primarily involving considerable expense, especially in the case of an extensive demand. There is also the nuisance connected with the moisture and dirt of the ice, and finally the space requirements of the outfit. Furthermore, this melting process does



allow the refrigeration to be carried below the temperature of melting ice, nor does it insure the dryness of the air, which is quite indispensable for a satisfactory preservation of food, etc., the melting ice producing a certain quantity of moisture in the cooling compartment.

Mechanical processes of refrigeration have therefore been resorted to of late years, using a method quite analogous to melting, viz., evaporation. When passing from the liquid into the gaseous state, a substance consumes a certain amount of heat termed heat of evaporation. As much as 536 heat units (calories) are thus required to convert 1 kilogramme of water at 100 deg. C. (212 deg. Fahr.) into steam of the same temperature under normal pressure. Now, the heat required for

which is connected with the vaporizer; then it is forced into another tubular apparatus called the "condenser," where it is liquefied again, while yielding the absorbed heat to the cooling water; it finally flows back as a liquid into the vaporizer. This process is thus a cyclic one, wherein the refrigerating liquid is used over and over again, so that only the amount of energy required to drive the pump and the necessary cooling water is used up.

#### Advantages Claimed.

The refrigerating apparatus proper or vaporizer is located either directly in the compartment to be cooled (this being called direct vaporization) or in a reservoir containing a liquid congealing at a low temperature, e.g., a salt solution, which on being cooled down to the required temperature is in turn convey-

whole colony of micro-organisms had been evolved in the former, the culture being partly consumed by putrefaction fungi, the latter at most shows only small traces of inoffensive mold, thus illustrating the efficient results of mechanical refrigeration.

While this process of refrigeration, which in many cases is utilized in the manufacture of ice, has been generally introduced in large plants, ships, etc., it has been impossible up to the present to use it economically on a small scale or to introduce it into general practice. Such an apparatus has been constructed jointly by the Berlin Electricity Works and the Gesellschaft für Linde's Eismaschinen. This electrically-driven refrigerating machine, which is being exhibited at present at the permanent electrical exposition of the Electricity Works, will be particularly welcome to architects and builders, for the installation of cooling plants in villas, dwelling houses, etc.

#### Operation of Apparatus.

The ammonia refrigerating machine includes a horizontal compressor, consisting of two single-action cylinders with a plunger piston driven from a common crankpin and running in an oil bath. This machine is directly operated by a 1.3-horse-power A. E. G. motor mounted with it on the same foundation plate. The condenser, where the vaporized liquid is reconverted into the liquid condition, is located in the iron supporting casing, wrought-iron serpentine being provided for the admission and discharge of the cooled water. The vaporizer is located in a cooling compartment, but as the apparatus is intended for demonstration purposes only, its dimensions do not correspond to the full output of the machine. There is, furthermore, an isolated vaporizer beneath the motor for the case of the indirect process referred to above. In this event a small circulation pump would have to be added to the mechanism. The output of the machine is about 1,000 calories per hour with a gas temperature of -10 deg. C. in the vaporizer and a speed of 400 r.p.m., the corresponding consumption of energy being about 900 watts. In order to illustrate the significance of these figures, it may be said that this amount of heat would be sufficient to cool about 150 cubic meters of air per hour from 20 deg. down to 0 deg. C., irrespective of its moisture.

After the apparatus has been prepared for operation, its manipulation will be found extremely simple. It is only necessary to turn on the cold water and start the motor, while any friction parts, such as bearings, stuffing boxes, etc., should of course be properly lubri-



Bay Window in the Farm Residence, all Nooks and Corners Thoroughly Warmed

evaporation is derived from the surroundings of the body in the same way as in the case of the melting process, and these are consequently cooled down. Carbonic acid, ammonia, and sulphurous acid have been generally used as refrigerating agents in connection with vaporization processes, these substances being vaporized at low temperatures, while capable of absorbing large amounts of heat. The arrangement and working of a refrigerating machine using any one of these substances is as follows: After freeing the liquid from any water, it is vaporized at low temperatures in a system of tubes (the so-called "vaporizer") and thus caused to absorb heat from the cooling medium (i.e., either the air or any other substance) surrounding the tubes. The evolved gas is drawn in and compressed by a suction and compression pump,

ed by a special pump through the refrigerating compartment and back into the reservoir (this being the process of indirect vaporization). The latter alternative possesses the advantage that it allows of a local concentration of the process and of storing cold in the cooled brine, so that the refrigerating effect is maintained for some time even after the plant has been out of service. Accordingly this process is especially used in the case of permanent refrigeration of extensive rooms for cooling at longer distances or else for the production of ice on a large scale.

The advantage of artificial refrigeration over the cooling by ice may be excellently demonstrated in the case of two identical cultures, one of which had been exposed to an ice refrigeration compartment and the other in a mechanical cooling plant. Whereas a



ated from time to time. About 3 kilogrammes of ammonia, sufficient for a considerable period, are used as charge.

The small type of refrigerating machine described in the above is only intended to acquaint the general public with the arrangement and operation of such an apparatus, and to demonstrate that artificial refrigeration is readily available wherever electric current can be obtained, and that it can be secured at a relatively small expense.

### RADIATOR RETURN VALVE.

A radiator return valve, or trap for use on the return ends of radiators of vacuum or other systems, where a difference in pressure is maintained between the radiation and the return pipes, has recently been offered to the trade. The trap is said to remain wide open when cold, and as there is no water seal it cannot freeze. Air and water pass through it rapidly, but steam closes the valve the instant it comes in contact with the disc, holding back the steam until its heat units have been given up, and then opening again to permit the escape of the condensation form.

### SOME GOOD CONTRACTS.

A. R. Dundas, of Cobourg, who is just recovering from a serious illness of typhoid and pneumonia, has gathered in some very nice contracts for this season, among which may be mentioned the plumbing in the Arlington Hotel, comprised of eleven bath rooms and the general overhauling of the steam tables and big kitchen ranges; the plumbing, heating and metal work on new double residence for M. Jex; the steam heating of the addition to the large greenhouses of D. Denton; and the installing of nine closets in the Quinn block. He has also secured the contract for the plumbing and metal work on the new Central School. This building is estimated to cost about \$37,000.

### WROUGHT IRON FOR PIPES.

About 1890 several cast iron conduits at Berlin, from 3.5 to 10 centimeters in diameter, were ruptured, which led the authorities to replace the cast iron pipes with those of wrought iron, covered with the following composition for protection: 65 kilogrammes of tar, 3 kilogrammes of rosin, 15 liters of sand, 7 liters of loamy clay, and 4 liters of powdered lime. A coating of this mixture, 3 or 4 millimeters thick, was applied. In more than a dozen years of service, these pipes have been preserved from rust and have undergone no change.

## PLUMBING MARKETS

### MONTREAL.

Office of HARDWARE AND METAL,  
232 McGill Street,  
Montreal, March 20, 1906.

The fact that Summer rates again come into force on the 1st of April is encouraging large orders for plumbing and heating goods and local jobbing houses find themselves rushed to get out their shipments. From this time on it is expected that business will increase right up until the end of the Summer.

Reports from the west that price cutting in iron pipe has ceased there have been received with satisfaction by the Montreal jobbing houses, who are now taking a hand in the business since it is on a more reasonable footing.

**Range Boilers**—No changes in prices are reported. Trade is somewhat quiet at present. We quote: Iron clad, 30 gallon, \$5.00; 40 gallon, \$6.50, net list; copper, 30 gallon, \$22.50; 35 gallon, \$27; 40 gallon, \$30.75 net.

**Lead Pipe**—This article is somewhat steadier, but there is no disposition to advance prices. We quote: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

**Iron Pipe Fittings**—Demand is brisk and promises to keep up. Our quotations remain: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

**Iron Pipe**—No advance has taken place, but as western jobbers are now refraining from cutting prices, conditions are much steadier. Under the circumstances a higher price would be justifiable and it may be expected to occur before long. We quote prices as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, \$5.50; 3-8 inch, \$5.50; 1-2 inch, \$8.50; 3-4 inch, \$11.50; 1 inch, \$16.50; 1 1-4 inches, \$22.50; 1 1-2 inches, \$27.00; 2 inches, \$36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, \$12.00; 3-4 inch, \$15.00; 1 inch, \$22.00; 1 1-4 inches, \$30.00; 1 1-2 inches, \$36.00; 2 inches, \$50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

**Soil Pipe and Fittings**—These goods are being extensively inquired for and shipments are large, with prices steady. We quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

**Solder**—Some of the local dealers have advanced prices 1-2c. on this article, but for the most part quotations may still be given as follows: Bar solder, half-and-half, guaranteed, 22c.; No. 2 (wiping solder) 18c.

**Enamelware**—Orders are numerous and prices remain as before. We still quote prices as follows: Canadian bath tubs, plate E 1, 5 feet, 1st quality, \$20.65, special \$18.65; plate E11 and E21, 5 feet, 1st quality, \$19.15, special, \$17.15; plate E35, 5 feet, 1st quality, \$24.65, special \$22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, \$22.25; 3 inch rim, \$29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, \$2.60, special \$2.45.

### TORONTO.

Office of HARDWARE AND METAL,  
10 Front Street East,  
Toronto, March 30, 1906.

All lines of supplies are on the move now that Spring appears to be in sight. Outside plumbers and dealers are asking for their orders, and in addition to this much new business is being done. The opening of navigation has given an additional impetus to business in places that can now be reached by water, and the outlook generally has never been brighter.

Enamelware is being asked for in larger quantities and the factories are taxed to their utmost to keep up to the demand.

An increased business is also being experienced in corporation brass, pig lead and like supplies, and prospects are that this branch of the trade will reach large proportions this year, particularly in the northern and western towns.

General satisfaction is felt among dealers on account of the steadier prices of iron pipe, although many think it is not yet what it should be.

**Lead Pipe**—An active demand is felt. Prices firm, but no change. We quote: Lead pipe, 8c. discount, 20 per cent.

**Soil Pipe and Fittings**—Increased business is being done in soil pipe. Prices remain the same. We are quoting: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

**Iron Pipe**—Market is firm at the recent advanced rates, with demand particularly good. We quote: Black, 1 inch pipe, \$4.37; galvanized, 1 inch pipe, \$6.02. See current market quotations for other sizes.

**Iron Pipe Fittings**—Prices are the same as previous quotations. Large quantities are going out. We quote: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings,



65 per cent; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

**Galvanized Iron Range Boilers**—Business continues steady, although a little quiet. There are no price changes. We quote as follows: 12 gallon capacity, standard, \$4.50; extra heavy, \$6.50; 18 gallon, standard, \$4.75; extra heavy, \$6.75; 24 gallons, standard, \$4.75; extra heavy, \$6.75; 30 gallon, standard, \$4.75; extra heavy, \$7.50; 35 gallon, standard, \$5.75; extra heavy, \$8.50; 40 gallon, standard, \$6.75; 40 gallon, extra heavy, \$9.50; 52 gallon, \$11.00; extra heavy, \$14; 66 gallon, standard, \$18; extra heavy, \$20; 82 gallon, standard, \$21; extra heavy, \$24; 100 gallon, standard, \$29; extra heavy, \$34; 120 gallon, standard, \$34; extra heavy, \$40; 144 gallon, standard, \$47; extra heavy, \$55. The discount on copper and range boilers continues at 15 per cent.

**Radiators**—There is not a great call for radiators just at present, but the usual business of this season is being done. Prices remain the same. We quote as follows: Hot water, 47 1-2 per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

**Solder**—Prices are firm and a good demand has been experienced. Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

**Enamelware**—A large increase has been experienced in this line, and jobbers find difficulty in getting the goods fast enough. Our quotations are as follows: Plate E1, 5 feet, first quality, \$20.65, special \$18.65; plate E11, 5 feet, first quality, \$19.15, special \$17.15; plate E21, 5 feet, first quality, \$19.15, special \$17.15; plate E35, 5 feet, first quality, \$24.65, special \$22.40. Fittings extra.

#### PIPE JOINTS AND VALVES.

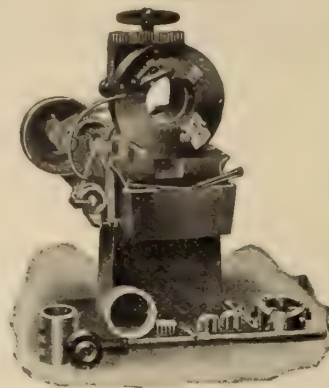
Carelessly made joints, either screwed or flanged, are not only productive of waste, deterioration, and loss in economy through leakage, but are often sources of positive danger as well.

If any preparation is used for the purpose of making a tight joint in piping, it should be put on the thread of the pipe and not on the valve thread, for the reason that in the latter way, as the pipe is screwed into the valve, the substance is pushed in, and is in danger of getting on the valve seats or discs.

In connecting valves to pipe, they should be tightly closed, thereby making them as rigid as possible and less liable to strain, besides serving to keep from the working parts substances likely to injure them. When the connections are all made, the valves should be opened, and before being again closed, they should be thoroughly blown out to remove foreign substances liable to stick to and injure the discs and seats.

## MERRELL COMBINED HAND AND POWER MACHINES

Nos. 9½, 11½.



These are the only machines obtainable that will cut and thread eight and twelve inch pipe when used as hand machines—cut and thread with ease and to the satisfaction of the operator.

No. 9½ cuts and threads pipe 2½ to 8 inches, inclusive. No. 11½ cuts and threads pipe 4 to 12 inches, inclusive.

Correspond with us and know the value of handling these machines.

*We have issued a beautiful Catalogue*

**THE CANADIAN FAIRBANKS CO.**

Sole Agents for Canada

Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

## Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

GUARANTEED

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GUARANTEED



*At the Same Price*

*Isn't it Best to use the Kind that are*

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FOR

**5 YEARS 5 YEARS 5**

BY

**CLAUBER, CLEVELAND, OHIO, U.S.A.**

the pipe with  
the brand IN it

We **must** be sure of our pipe's quality to brand a trade mark into the hot metal itself.

The point is to get **you** as sure of P.-H. Pipe as we are—that's why we brand it where you can see the brand.

No dodging responsibility then, is there?

When you make up your mind that quality in pipe is worth paying for—and that nothing but quality **is**—then we will show you that **absolute** quality doesn't imply higher cost.

P.-H. Pipe, even with the guarantee back of it, competes in price with the may-be goods. Will you read the book that tells why? Your copy waits for your call.

ADDRESS:

Page-Hersey Iron & Tube Co.  
Limited

Guelph, - Ontario



**THE DOUBLE TAPER**

is found on all GENUINE Armstrong dies. This is but one of the valuable details that make Armstrong pipe tools and machines the world's standard.

Complete catalogue on request.

**ARMSTRONG MAN'F'G. CO.**  
Bridgeport, Conn.





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are in the tin you  
sell! Don't imagine  
they are in the  
money paid to you  
that money may  
mean a loss.

Why?

Because if the paint is not what what you are making it out to be, the customer condemns your paint, and he condemns YOU, and your trade is condemned.

With

## RAMSAY'S PAINTS

for a leader you fear nothing. You talk high-grade paints—the highest—at the littlest money for the highest, with Ramsay's guarantee and experience behind it.

Be honest with yourself and your trade—get a paint that stands for purity and a square deal in every pot sold. It means your profits.

## A. RAMSAY & SON COMPANY

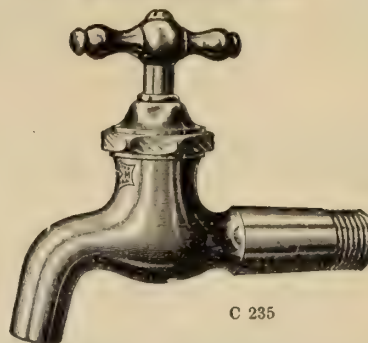
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PAINT MAKERS

## MUELLER COMPRESSION WORK

SPECIAL GRADE BIBB



C 235

While the length and shape of the nose of a compression bibb have much to do with the spreading of the stream, a rough spot or two a little way inside will cause the stream to spread, even though the other features be perfect.

The nose of Mueller Compression Bibbs is designed long and tapered all the way from the body so as to make the stream compact, and the method of doing the core work gives a smooth waterway clear through. The stream will not spread as it comes from the bibb.

Mueller Compression Bibbs are made in standard, extra and special grades, in plain or hose patterns, and in all styles of pipe connection. The bibb illustrated is the special grade, plain pattern and S.O.T. style.

All Mueller Bibbs bear the Mueller trade mark and are unconditionally guaranteed.

We also make ground key work and fuller work for plumbers' use. Catalogs upon request.

## H. MUELLER MFG. CO.

Decatur, Ill., U.S.A.

New York, N.Y., U.S.A.

**BRASS GOODS**

Tried and Tested, Always Satisfactory

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**ALL OVER AND OVER ALL**

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**DURABILITY**

MADE BY

**UNITED BRASS MANUFACTURING CO.**

**CLEVELAND, O., U.S.A.**





## DIAMOND-BRAND-FITTINGS

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The **Oshawa Steam and Gas Fittings Co.**  
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Stocked by all Leading Wholesale Houses.

### — SPECIALTIES —

Hot Air Furnaces. Sash Weights and Washers.

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## Daisy Hot Water Boilers



Simplest in  
Construction.

Economical,  
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Sales exceed  
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Every Boiler  
Guaranteed.

We also carry large stocks of  
Iron Pipe, Cast and Malleable  
Fittings, Brass Goods, etc.,  
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Send us your rush orders  
and note results.

**R. J. CLUFF & Co.**

50 and 52 Lombard Street, Toronto.

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**WARDEN KING & SON, MONTREAL**

## HOW TO INVEST YOUR MONEY

**to the best  
advantage**



A good investment is one that pays.

The best investment is the one that  
pays the most.

Here's your chance—and no gamble  
about it either.

## The NATURO Closet

brings big returns in profits and  
increase of business.

The dealer handling NATURO has  
sources of trade unknown to  
outsiders.

In this way he never worries about  
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thrown his way.

Any chance about that?

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**THE NATURO COMPANY**

C. H. MUCKENHIRN, President, **Salem, N.J.**



NICKEL-PLATED  
**BATH-ROOM  
FIXTURES**

SUITABLE  
**NAME PLATES**  
FOR PLUMBERS' USE

MANUFACTURED BY  
**THE CARRIAGE MOUNTINGS CO.**  
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**The Dominion Sewer Pipe Co., Limited**  
Swansea, Toronto, Ont.

We have just completed one of the finest sewer pipe factories in America equipped with the latest machinery, and are now producing very superior



**VITRIFIED SALT GLAZED  
SEWER PIPES**

in sizes from 4 inches to 24 inches. Price lists and discounts on application

**The Dominion Sewer Pipe Co., Limited**  
Works : Swansea, Toronto, Ont.

**Show sense and get profit too—  
handle a boiler you're sure of—**

There's really not much sense in your installing a house-heating outfit and having to do half the work over again because the joints wouldn't keep from leaking—

There's less profit than seems possible in that kind of a job. Wouldn't it really pay you better to get in with the right boiler in the first place and be done with the job when you do it once?

**The right way is the Oxford Way**

**The Oxford Hot Water Boiler**

The whole idea of the Oxford System of House-heating is to save the dealer work, to gain him repute, to earn him profit,—and to make the customer satisfied from the go-in.

Asking us will tell you things of advantage for you to know.

**The  
Gurney  
Foundry  
Co., Limited**

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges, and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies

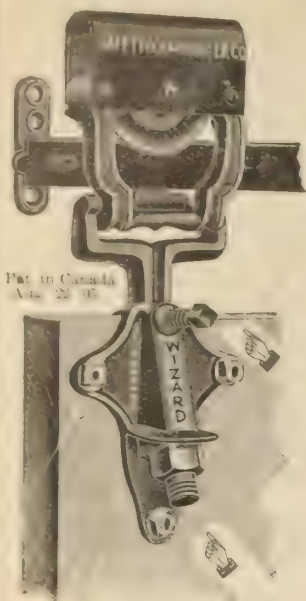
**TORONTO  
WINNIPEG  
VANCOUVER**

THE GURNEY-MASSEY CO., Limited, Montreal, Que.  
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

One way we make all that certain is by the Oxford Push Nipple for all water joints,—no rubber gaskets that leak,—no fuss with leaks at all,—a perfect metal-to-metal joint that CAN'T leak—ever.

That's only one point—hadn't you better learn of the other twelve?





Equipped with the

## WIZARD ADJUSTABLE HINGE HANGER

ever bind or drag. The Hexagon Nut or Set Screw looks after that. The "Wizard" is easily adjusted, is exceptionally strong and smooth-running.

The "Wizard" is the only adjustable Hinge Hanger on the market. It has both Lateral and Vertical adjustments.

Builders, of course, appreciate "Wizard" Hangers. They buy them from Hardwaremen—you, if you keep a stock.

The "Wizard" is finished nicer than any other hanger on the market and each pair is packed complete with bolts.

The Jobber is the man to see.

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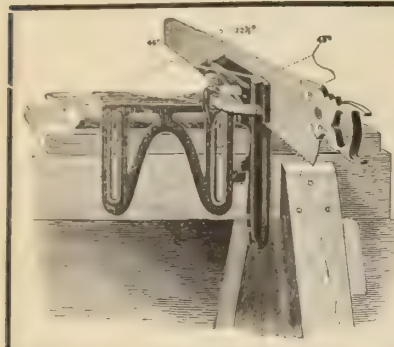
A Nice Mantel  
is a fine piece  
of Furniture.

**Batty Stove and Hardware Co.**  
182 Adelaide Street West

### A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

**A. B. JARDINE & CO.**  
HESPELER - - - ONTARIO



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THE SIMPLEST, LIGHTEST AND MOST ACCURATE IN THE WORLD

Any cross cut or hand saw can be used. No special saw required.

Any width or depth of moulding can be cut with our Mitre Boxes.

One of their special features is that carpenters can use them on top of ladders, scaffolds or in any place where a mitre box is required. Always sure of having the proper cut. No trimming with chisels or planes; no rubbing with sand paper in order to get a perfect joint.

Ask your Dealer or Jobber for Seavey Mitre Boxes, or write for Green Book.

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Send Specifications to — ANY SHAPE.  
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## C. G. E. INCANDESCENT LAMPS

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have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

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WATER GAUGES  
GAUGE COCKS  
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FOR SALE BY ALL LEADING JOBBERS AND DEALERS

GENUINE  
**PENBERTHY**  
AUTOMATIC INJECTORS

STEAM WHISTLES  
OIL AND GREASE CUPS  
PLAIN ENGINE LUBRICATORS  
FORCE FEED OIL PUMPS

*To Dunn  
cut book  
page 69*

**Practical Goods for Practical People**

A good Engineer will always insist on **Penberthy Brasses**. Why? Because he recognizes a substantial article and wants the best. Mr. Dealer: Have you put in that order for **PENBERTHY** Brasses? If not, let us hear from you, we can save you money. Penberthy Brasses, like Penberthy Injectors, are made to give satisfaction. Please your customer by stocking the best.

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# Fairbanks Renewable Disc Valve

**"The valve with the Disc which cannot flake or break."**

The Hardware Dealer who sells Fairbanks Valves captures the Engineers' friendship and trade, which helps to build up a profitable valve business which brings along with it many kindred lines, such as Packings, Tools, Engineers' Supplies, Etc., Etc.

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HARDWARE AND METAL

We make Electric Fixtures, Sockets, and Cut-Outs

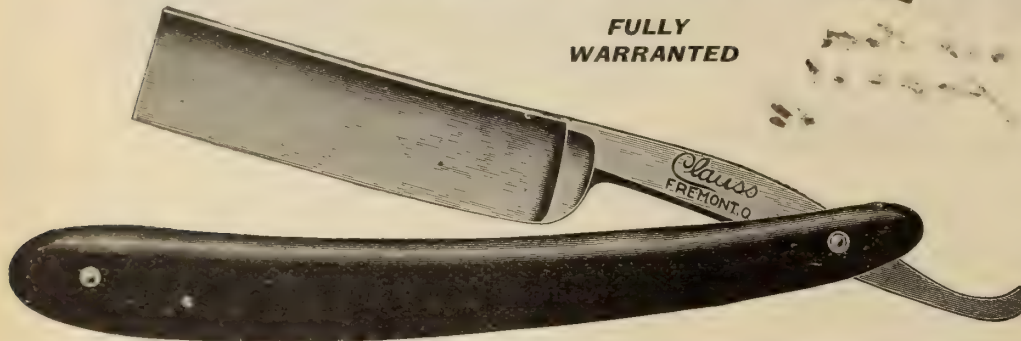
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Electrical Supplies of all kinds.

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## CLAUSS BRAND EBONY HANDLED RAZORS

FULLY  
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Manufactured from finest Clauss  
hammered steel.

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Honed and set ready for use.

Crocus-finished back, tang  
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High blue-polished blades.

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WRITE FOR TRADE DISCOUNT

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## NO HARDWARE STORE COMPLETE WITHOUT OUR GOODS

Every day you must see more and more the necessity of sticking to standard wares.  
Because they are the standard for quality we ask you to order our

**READY ROOFING, SHEATHING, BUILDING PAPERS, TARRED FELTS, WRAPPING PAPERS**

If you were to get in a supply of

"JOLIETTE"

and

"CYCLONE" BRANDS  
OF SHEATHING

and

"BLACK DIAMOND"



TARRED FELT

you would have no difficulty selling them.

**ALEX. McARTHUR & CO., Limited, MONTREAL**  
F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

82 MCGILL STREET

## Paterson's Wire Edged Ready Roofing (RED STAR BRAND)

FIRST IN QUALITY

FIRST IN DURABILITY

FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing.  
Don't you want to know how you can easily secure their profitable orders?

**The Paterson Mfg. Co., Limited**  
Toronto and Montreal.



## CURRENT MARKET QUOTATIONS.

March 31, 1906.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

## METALS.

## TIN.

Lamb and Flag and Straits—  
56 and 28-lb. ingots, 100 lb. \$39 50 \$40 00

## TIN PLATES.

Charcoal Plates—Bright.  
M.L.S., equal to Bradley— Per box.  
I.O. 14 x 20 base ..... \$6 50  
IX 14 x 20 ..... 8 00  
IXX, 14 x 20 base ..... 9 50

Famous, equal to Bradley—  
I.O. 14 x 20 base ..... 6 50  
IX 14 x 20 ..... 8 00  
IXX, 14 x 20 base ..... 9 50

Raven and Vulture grades—  
I.O. 14 x 20 base ..... 4 25  
IX 14 x 20 ..... 5 00  
IXX 14 x 20 ..... 5 75  
IXXX 14 x 20 ..... 6 50

"Dominion Crown Best"—Double  
Coated, Tissue. Per box.  
I.O. 14 x 20 base ..... 5 50  
IX 14 x 20 ..... 6 50  
IXX, 14 x 20 ..... 7 50

"Allaway's Best"—Standard Quality.  
I.O. 14 x 20 base ..... 4 75  
IX 14 x 20 ..... 5 75  
IXX, 14 x 20 ..... 6 75

Bright Cokes.  
Bessemer Steel—  
I.O. 14 x 20 base ..... 3 75  
I.O. special sizes, base ..... 4 00  
20x28 ..... 7 50

Charcoal Plates—Terne  
Dean or J. G. Grade—  
I.O. 20x28, 112 sheets ..... 7 50  
IX, Terne Tin ..... 9 00

Charcoal Tin Boiler Plates.  
Cookley Grade—  
X X, 14x56, 50 sheet bxs. }  
" 14x60, " } ..... 7 00  
" 14x65, " }

Tinned Sheets.  
72x30 up to 24 gauge ..... 7 50  
" 26 ..... 8 00

## IRON AND STEEL.

Common bar, per 100 lb. .... 2 05  
Forged iron ..... 2 30  
Reinforced ..... 2 45  
Horseshoe iron ..... 2 60  
Hoop steel, 1 1/2 to 3 in. base, ..... 2 75  
Sleigh shoe steel ..... 2 20  
Tire steel ..... 2 27 1/2  
Best sheet cast steel ..... 0 12

B. K. Morton & Co.—  
"Alpha" high speed ..... 0 65  
annealed ..... 0 70  
"M" Self-hardening ..... 0 50  
"J" quality, best warranted ..... 0 13  
"I" warranted ..... 0 14  
"O" ..... 0 09

Jonas & Colver's tool steel ..... 0 10  
"Novo" ..... 0 20  
annealed ..... 0 65  
Chas. Leonard & Co. .... 0 08  
0 09

Crucible Steel Co.—  
"Rex" high speed steel ..... 0 65  
Self-hardening ..... 0 45  
Crucible Special ..... 0 16  
Silver steel ..... 0 12  
Black Diamond ..... 0 08  
Thos. Jowett & Sons B.P.L.  
tool steel annealed ..... 10 1/2

## BABBIT METAL.

The Canada Metal Co.:  
Imperial, genuine, ..... 0 40  
Metallic ..... 0 30  
Hercules ..... 0 20  
Star ..... 0 15  
No. 1 ..... 0 12  
No. 2 ..... 0 10  
No. 3 ..... 0 07  
No. 4 ..... 0 06

Canada Smelting Co., Limited.  
Hard Genuine Babbit ..... 0 40  
Standard Anti-Friction Babbit ..... 0 30  
Special Babbit ..... 0 25  
Car Box Babbit ..... 0 20  
Extra ..... 0 15  
No. 1 ..... 0 12  
No. 2 ..... 0 07 1/2  
No. 3 ..... 0 05  
Standard Phosphor Tin ..... 0 40

On large orders special discounts given.  
Robertson's Babbit Metals.  
Extra Vonarch ..... 0 45  
No. 1 Monarch ..... 0 30  
"King" Anti-friction ..... 0 20  
Fleur-de-lis Anti-friction ..... 0 15  
No. 1 Thurber ..... 0 12  
Philade-lphia ..... 0 10  
Canadian ..... 0 07  
Hardware Babbit No. 1 ..... 0 10  
" 2 ..... 0 08  
" 3 ..... 0 06 1/2

Discount 20 to 30 per cent. according to size order.

## BLACK SHEETS.

Montreal Toronto  
8 to 10 gauge ..... 2 45  
14 gauge ..... 2 55  
17 gauge ..... 2 30  
18 ..... 2 30  
20 gauge ..... 2 35  
22 ..... 2 50  
24 ..... 2 30  
26 ..... 2 35  
28 ..... 2 40

## COPPER WIRE.

Discount, 50 per cent.

## CANADA PLATES.

Ordinary, 52 sheets ..... 2 65  
All bright ..... 3 70  
Galvanized Canada Plates, 52 sheets ..... 4 10

Ordinary. Dom. Crown.  
18x24x52 ..... 4 25  
" 60 ..... 4 50  
20x28x80 ..... 8 50  
" 94 ..... 9 00

## GALVANIZED SHEETS.

Fleur-de-Lis. Gordon Crown.  
16 to 20 gauge ..... 3 40  
22 to 24 gauge ..... 3 65  
26 ..... 3 75  
28 ..... 4 00

Apollo.  
10 1/2 oz. (American gauge) ..... 4 20  
28 gauge ..... 3 90  
26 ..... 3 65  
24 ..... 3 40

Comet. Queen's. Windmill.  
Bell. Head. Best.  
16 to 20 gauge ..... 3 25  
22 to 24 gauge ..... 3 50  
26 ..... 3 75  
28 ..... 4 00

Less than case lots 10 to 15c. extra.

## CHAIN.

Proof coil, 3-16 in., per 100 lb. 7 00 10 00  
" 5-16 " ..... 5 60  
" 7-16 " ..... 4 45  
" 9-16 " ..... 3 85  
" 1 1/4 " ..... 3 55  
" 1 1/2 " ..... 3 45  
" 1 3/4 " ..... 3 35  
" 2 " ..... 3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties ..... 40 p.c.  
Tie out chains ..... 65 p.c.  
Stall fixtures ..... 35 p.c.  
Trace chain ..... 45 p.c.

Jack chain, iron, single and double, discount 35 p.c. [count 40 p.c.]  
Jack chain, brass, single and double, disc.

## COPPER.

Ingot. Per 100 lb. 20 50  
Casting, car lots ..... 20 50

Bars.  
Cut lengths, round, 1/2 to 1 in. .... 26 00  
" round and square, 1 to 2 inches. .... 25 00 26 00

Sheet.  
Plain, 16 oz., 14x48 and 14x60 ..... 25 00  
Plain, 14 oz. .... 26 00  
Tinned copper sheet ..... 27 00  
Planished ..... 34 00

Braziers' (in sheets).  
4x6 ft., 25 to 30 lb., each, per lb. .... 0 25  
" 35 to 45 " ..... 0 24  
" 50-lb. and above " ..... 0 23

## BOILER AND T.K. PITTS.

Plain tinned ..... 35 per cent. off list.  
Spun ..... 35 per cent. off list.

## BRASS.

Rod and Sheet, 14 to 30 gauge, net list.  
Sheets, hard-rolled, 2x4 ..... 0 23  
Tubing, base, per lb. .... 0 24

## ZINC SPELTER.

Foreign, per 100 lb ..... 7 25  
Domestic ..... 5 50

## ZINC SHEET.

5-cwt. casks ..... 7 50  
Part casks ..... 7 75

## LEAD.

Imported Pig, per 100 lb. .... 4 40  
Bar ..... 4 65  
Sheets, 2 1/2 lb. sq. ft., by roll ..... 0 05 1/2  
Sheets, 3 to 6 lb. .... 0 05 1/2

NOTE.—Cut sheets 1/2c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c. d.s. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

## ANTIMONY.

Cookson's ..... per lb. 0 13 0 18 1/2

## SHOT.

Common, \$6.50 per 100 lb.; chilled, \$7.00 per 100 lb.; buck, seal and ball, \$8.00. Net list. Prices are f.o.b. Toronto.

Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

## PLUMBING GOODS.

## BATH TUBS.

Zinc ..... 6 00  
Copper, discount 20 per cent. off revised list.

## BATHS.

Standard Ideal Enameled.  
Plate E I, Fittings extra 1st quality Special  
4 and 1/2 ft. 3 in. rolled rim. \$19 65 17 65  
5 feet ..... 20 65 18 65  
6 ..... 22 15 20 15  
8 ..... 24 90 22 90

Plate E II  
5 feet ..... 19 15 17 15  
5 1/2 ..... 20 65 18 65

## LAVATORIES.

1st quality. Special.  
Plate E 100 to E 103 ..... 3 p.c. 30 & 18 p.c.  
" E 104 to E 132 ..... 30 & 5 p.c. 40 p.c.

## SINKS.

1st quality. Special.  
Plate E 201 ..... 20 & 5 p.c. 20, 10 & 5 p.c.  
Kitchen, plate E 300. 65 & 5 p.c. 70 p.c.

URINALS AND RANGE CLOSETS.  
Discount 20 p.c.

## IRON PIPE.

Black pipe— Per 100 feet.  
1/2 inch ..... 2 19  
3/4 ..... 2 09  
1 ..... 2 42  
1 1/4 ..... 3 05  
1 1/2 ..... 4 37  
2 ..... 5 96  
2 1/2 ..... 7 15  
3 ..... 9 54  
4 ..... 14 50  
6 ..... 19 00

Galvanized pipe—  
1/2 inch ..... 2 92  
3/4 ..... 2 92  
1 ..... 3 27  
1 1/4 ..... 4 20  
1 1/2 ..... 6 02  
2 ..... 8 21  
2 1/2 ..... 9 86  
3 ..... 13 14  
4 ..... 20 56  
6 ..... 27 05

2 per cent. 30 days.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

## PLUMBERS BRASS GOODS.

Standard Compression work, dis. 5 1/2 p.c.  
Cushion work, discount 50 and 10 p.c.  
Fuller work, discount 60 p.c. on large sizes and 65 on small sizes.

12 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent. Within lots of 12 dozen and over an extra discount of 10 per cent.

J. M. T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47 1/2 per cent.

Weber's (Kerr) patent straightway gate valves, I.B.E.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock ..... net 1 75  
No. 4 ..... 1 90  
No. 7 Fuller's ..... 2 35  
No. 4 1/2 ..... 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., \$15.

Patent Compression Cushion, bath cock, No. 2208 ..... 2 25  
Square head brass cocks, discount 65 per cent. " iron " 60

Thompson Smoke-test Machine \$25.00

## RANGE BOILERS.

Copper, 30 gallon ..... 25 00  
" 45 ..... 29 00  
" 60 ..... 33 00

Discount off copper boilers 15 per cent.

## GALVANIZED IRON RANGE BOILERS.

Capacity. Standard. Extra heavy.  
Gals. 12 4 50 6 50  
18 4 75 6 75  
24 4 75 6 75  
30 4 75 7 50  
35 6 00 8 50  
40 7 00 9 50  
52 11 00 14 00  
66 18 00 20 00  
82 21 00 24 00  
100 29 00 34 00  
120 34 00 40 00  
144 47 00 55 00

## SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

## SINKS.

Cast iron, 16 x 24 ..... 0 85  
" 18 x 30 ..... 1 00  
" 18 x 36 ..... 1 40

## SOLDERING IRONS.

1 1/2-lb. .... per lb. 0 37  
2-lb. or over ..... 0 34

## SOLDER.

Med. half-and-half, guaranteed 0 22 0 23  
Wiping ..... 0 13 0 20

## PAINTS AND OILS.

## COLORS IN OIL.

1-lb. tins, pure.  
Venetian red, per lb. .... 0 08  
Chrome yellow ..... 0 15  
Golden ochre ..... 0 08  
French ..... 0 08  
Marine black ..... 0 (4)  
Chrome green ..... 0 10  
French permanent green ..... 0 13  
Signwriters' black ..... 0 15

## DRY WHITE LEAD.

Barrels ..... 5 75  
100-lb. pkgs. .... 6 10

GROUND WHITE LEAD IN OIL. Per 100 lbs.  
Pure ..... 6 55  
No. 1 ..... 5 90  
No. 2 ..... 5 65  
No. 3 ..... 5 30  
No. 4 ..... 4 75  
Munro's Select Flake White ..... 6 10  
Elephant and Decorators Pure ..... 6 30  
Tiger brand, pure ..... 5 75  
Monarch ..... 5 75  
Essex Genuine ..... 5 75  
Brandram's B. E. Genuine ..... 7 50  
"Anchor", pure ..... 6 00  
Sterling Pure ..... 5 75  
Island City Pure ..... 5 75  
Ramsay's Pure Lead ..... 5 75  
Ramsay's Exterior ..... 5 50  
"Crown and Anchor", pure ..... 5 50

## RED LEAD.

Genuine, 560 lb. casks, per cwt ..... \$5 75  
Genuine, 100 lb. kegs, ..... 6 00  
No. 1, 560 lb. casks, per cwt ..... 5 50  
No. 1, 100 lb. kegs, per cwt ..... 5 75

## DRY WHITE ZINC.

Extra Red Seal ..... 0 07 0 08  
French V. M. .... 0 06 0 07  
Lehigh ..... 0 05 0 06

## GROUND WHITE ZINC.

Pure ..... 0 08 0 09  
No. 1 ..... 0 6 0 07 1/2  
No. 2 ..... 0 5 0 06 1/2

## PREPARED PAINTS.

In 1/2 and 1-gallon tins.  
Pure, per gallon ..... 1 20  
Second qualities, per gallon ..... 1 00  
Barn (in bbls.) ..... 0 60 0 90  
The Sherwin-Williams paints ..... 1 40  
" " 1/2 gal. .... 1 35  
" " gal. .... 1 30

Canada Paint Co.'s pure ..... 1 25  
Toronto Lead & Color Co.'s pure ..... 1 25  
Sanderson Peary's pure ..... 1 20  
Standard Co.'s "New Era" ..... 1 25  
Francis-Frost Co.'s "Ark" B'd ..... 1 50  
"British Navy deck" ..... 1 35  
Henderson & Potts's "Anchor" ..... 1 35  
Ramsay's paints, Pure, per gal. .... 1 20  
"Thistle" ..... 1 00  
"Outside, bbls 0 55 0 65  
Island City House Paint ..... 1 25  
"Floor ..... 1 25  
Martin-Senour Co.'s 100 p.c. pure, gal. .... 1 35  
" " 1/2 gal. .... 1 40  
" " gal. .... 1 45  
Sterling House Paint ..... 1 25  
"Floor ..... 1 25  
National ..... 1 05  
Jamieson's "Crown Anchor" ..... 1 20  
Senour's Floor Paints, gal. .... 1 20

## PARIS GREEN.

600-lb. barrels .....  
250-lb. kegs .....  
50 and 10-lb. drums .....  
25-lb. drums .....  
1-lb. paper boxes .....  
1-lb. tins .....  
1-lb. paper boxes .....  
1-lb. tins .....  
T runs 2 per cent. off 30 days or 90 days.

## PUTTY.

Bulk in bbls. .... 1 50  
Bulk in less quantity ..... 1 80  
Bladders in bbls. .... 1 80  
Bladders in kegs, boxes or loose ..... 1 95  
25-lb. tins ..... 1 80  
12 1/2-lb. tins ..... 2 05  
Bladders in bulk or tins less than 100 lb. .... 1 85  
Bulk in 100-lb. irons ..... 1 80

## VARNISHES.

In 5-gal. lots. Per gal. Net.  
Carriage, No. 1 ..... 1 50 1 60  
Pale durable body ..... 4 10 4 25  
"rubbing ..... 2 85 3 20  
Gold size, Japan ..... 1 50 1 60  
No. 1 brown Japan ..... 0 85 0 90







# HARDWARE AND METAL

## KNOBBS

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze, Genuine, per doz.	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross	1 30	2 00
White door knobs, per doz.	2 00	

## LAMP WICKS.

Discount, 60 per cent.

## LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

## LANTERNS.

Cold Blast, per doz.	4 00
Ordinary, with O burner, per doz.	3 50
Better quality at higher prices.	
Japanning, 50c. per doz. extra.	

## LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut, per doz.	\$ 3 95 to \$ 5 00
Star, 12 to 16-in. cut, per doz.	3 95 to 5 00
Daisy, all sizes, per doz.	5 60 to 7 45
Woodyatt, ball bearing, 12 to 20-in. cut, per doz.	5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.	

## Maxwell Ball Bearing—

1 1/2 in. wheel, size 21, 23, 25, per doz.	\$10 00	14 00
10 1/2 in. ball bearing 12 to 20, per doz.	5 50	6 75
9 in. 3 or 4 knives, per doz.	2 75	3 25
10 1/2 in. high wheel, per doz.	3 75	4 75
8 in. open wheel, 3 and 4 knives, all sizes, \$2 50 and \$2 60.		

## LEMON SQUEEZERS.

Porcelain lined, per doz.	2 20	5 60
Galvanized, per doz.	1 87	3 85
King, wood, per doz.	2 75	2 90
King, glass, per doz.	4 00	4 50
All glass, per doz.	0 50	90

## LOCKS.

Canadian, 50 to 50 and 10 per cent.	
Russell & Erwin, steel rim \$2.50 per doz.	
Cabinet.	
Eagle, discount 30 per cent.	

## PADLOCKS.

English and Am., per doz.	0 50	6 00
Eagle, discount 20 to 25 per cent.		

## MACHINE SCREWS.

Iron and Brass, per doz.	2 25	3 30
Flat head, discount 25 per cent.		
Round head, discount 20 per cent.		

## MALLETS.

Tinsmiths', per doz.	1 25	1 50
Carpenters', hickory, per doz.	1 25	3 75
Lignum Vitae, per doz.	3 85	5 00
Caulking, each, per doz.	0 60	2 00

## MATTOCKS.

Canadian, per doz.	5 50	6 00
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## MEAT CUTTERS.

German, 15 per cent.	
American discount, 3 1/2 per cent.	
Gem, per doz.	1 15

## MILK CAN TRIMMING.

Discount 25 per cent.

## NAILS.

	Cut.	Wire
2d, per doz.	3 70	3 15
3d, per doz.	2 85	2 80
4 and 5d, per doz.	2 60	2 55
6 and 7d, per doz.	2 50	2 45
8 and 9d, per doz.	2 35	2 30
10 and 12d, per doz.	2 30	2 25
16 and 20d, per doz.	2 25	2 20
30, 40, 50 and 60d (base), per doz.	2 20	2 15
F. o. b. Montreal, Toronto 10c. higher.		
Steel cut nails 10c. extra.		
Miscellaneous wire nails, discount 75 per cent.		
Coppers' nails, discount 40 per cent.		

## NAIL PULLERS.

German and American, per doz.	85	2 50
No. 1, per doz.	85	
No. 1573, per doz.	75	

## NAIL SETS.

Square, round and octagon, per gross.	3 33
Diamond, per gross.	1 00

## OAKUM.

U. S. Navy, per 100 lb.	6 75
Plumbers, per 100 lb.	3 00

## OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal., per dozen	10 00
Davidson oilers, discount 40 per cent.	
Zinc and tin, discount 50 per cent.	
Coppered oilers, 20 per cent. off.	
Brass oilers, 5 per cent. off.	
Malleable, discount 25 per cent.	

## PAILS (GALVANIZED.)

Dufferin pattern pails, discount 45 per cent.

Flaring pattern, discount 45 per cent.

Galvanized wash tubs discount 45 per cent.

## PIED WARE.

Discount 40 per cent. off list, June, 1899.

10-qt. flaring sap buckets, discount 40 per cent.

6, 10 and 14-qt. flaring pails dis. 40 per cent.

Copper bottom tea kettles and boilers, 35 per cent.

Creamer cans, discount 40 per cent.

## PICKS.

Per dozen	6 00	9 00
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## PICTURE NAILS.

Porcelain head, per gross	1 35	1 50
Brass head, per gross	0 40	1 00

## PICTURE WIRE.

Tin and gilt, discount 75 per cent.

## PINE TAR.

1/2 pint in tins, per gross	7 80
" " " " " " " "	9 60

## PLANES.

Wood bench, Canadian discount 40 per cent.	
American discount 50 per cent.	
Wood, fancy Canadian or American 37 1/2 to 40 per cent.	

## POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.	
2-in. Mesh 16 w.g. 60 per cent.	
Smaller than 2 in. dis. 55 per cent.	

## PLANE IRONS.

English, per doz.	2 00	5 00
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## PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount		
37½ to 40 per cent.		
Button's imitation....per doz.	5 00	9 00
man                                   "	0 60	0 60

## PRESSED SPIKES.

Discount 20 per cent.

## PULLEYS.

Hothouse, per doz.	0 55	1 00
Axle, per doz.	0 22	0 33
Screw, per doz.	0 22	1 00
Awning, per doz.	0 35	2 50

## PUMPS.

Canadian cistern, per doz.	1 40	2 00 1/2
Canadian pitcher spout, per doz.	1 80	3

## PUNCHES.

Saddlers, per doz.	1 00	1 85
Conductor's, per doz.	3 00	15 00
Flinners, solid, per set	0 72	
" hollow, per inch	1 00	

## RAKES.

Wood, per doz. net	1 20	up.
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## RAZORS.

Elliot's, per doz.	4 00	18 00
Boker's, per doz.	7 50	11 00
Wade & Butcher's, per doz.	13 50	18 50
Wilkinson's, per doz.	3 60	10 00
Carbo Magnetic, per doz.	12 50	
Griffon Barber's Favorite, per doz.	10 75	
Griffon No. 65, per doz.	13 00	
Griffon Safety Razors, per doz.	13 50	
Griffon Stropping Machines, per doz.	13 50	
Lewis Bros. "Klean Kutter", per doz.	8 50	10 50
Hindoo, per doz.	10 50	14 00
Orgatoom's Swedish, per doz.	3 50	10 00
Henckels, per doz.	7 50	20 00
Clauss, 50 and 10 per cent.		
Clauss Strops, 50 and 10 per cent.		

## REGISTERS.

Discount 40 per cent.

## RIVETS AND BURS.

### New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.	
Iron Burs, discount 60 and 10 and 10 p.c.	
Copper Rivets, with usual proportion burs, 30 per cent.	
Copper Burs only, discount 30 per cent.	
Extras on Tinned or Coppered Rivets, 1-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.	

## RIVET SETS.

Canadian, discount 3 to 37 1/2 per cent.

## ROPE, ETC.

Sisal, per 100 lb.	0 10 1/2
Pure Manila, per 100 lb.	0 15
" British" Manila, per 100 lb.	0 11 1/2
Cotton, 3-16 inch and larger, per 100 lb.	0 21 1/2
" 5-32 inch, per 100 lb.	0 25 1/2
" 1 inch, per 100 lb.	0 25 1/2
Russia Deep Sea, per 100 lb.	0 16
Jute, per 100 lb.	0 09
Lath Yarn, single, per 100 lb.	0 10
" double, per 100 lb.	0 10 1/2
Sisal bed cord, 45 feet, per doz.	0 60
" 60 feet, per doz.	0 75
" 72 feet, per doz.	0 90

## RULES.

Boxwood, discount 70 per cent.	
Ivory, discount 20 to 25 per cent.	

## SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickel-plated, per set	0 80
Common, plain, per set	4 50
" plated, per set	5 50

## SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent.	
Emery, discount 40 per cent.	
Garnet (Rurton's) 5 to 10 per cent. advance on list.	

## SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
"Eureka" tinned steel, hooks, per 1,000	8 00

## SAWS.

Hand, Disston's, discount 12 1/2 per cent	
S. & D., discount 40 per cent.	
Crosscut, Disston's, ...per foot	035 05
S. & D., discount 35 per cent. on Nos. 2 and 3.	
Hack, complete, .....each	0 75 2 75
" frame only, .....each	0 50 1 25
S. & D. solid tooth circular shingle, concave	
and band, discount 50 per cent.	
" do mill and side, drag, discount 30 per cent.	
" cross-cut, discount 35 per cent.	
" hand saws, butcher, disc't 40 per cent.	
" compass, pruning and back, discount	
45 per cent.	
" buck, New Century, .....doz.	\$6 25
" " No. 1 Maple Leaf, .....doz.	5 25
" " Happy Medium, .....doz.	4 25
" " Watch Spring, .....doz.	4 25
" " common frame, .....doz.	4 60

## SASH WEIGHTS.

Sectional, per 100 lb.	2 00	2 25
Solid, per 100 lb.	1 50	1 75

## SASH CORD.

Per lb., discount	0 31
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## SAW SETS.

Lincoln and Whiting, per doz.	4 75
Hand Sets, Perfect, per doz.	4 00
X-Cut Sets, per doz.	7 50

## SCALES.

Gurney Standard, 40 per cent.	
Gurney Champion, 50 per cent.	
Burrow, Stewart & Milne—	
Imperial Standard, discount 40 per cent.	
Weight Beams, discount 35 per cent.	
Champion Scales, discount 50 per cent.	
Fairbanks Standard, discount 35 per cent.	
Domestic, discount 55 per cent.	
" Richelieu, discount 55 per cent.	
Warren new Standard, discount 40 per cent.	
" Champion, discount 50 per cent.	
" Weightbeams, discount 35 per cent.	

## SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00
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## SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz.	8 75
3-in. style 20c. per dozen less.	

## SOREWS.

SCREWS.

Wood, F. H., bright and steel, discount 87 1/2 per cent.		
Wood, R. H., bright, dis. 82 1/2 per cent.		
" F. H., brass, dis. 80 per cent.		
" R. H., dis. 75 per cent.		
" F. H., bronze, dis. 75 per cent.		
" R. H., dis. 70 per cent.		
Drive Screws, dis. 87 1/2 per cent.		
Bench, wood, ..... per doz.	3 25	4 00
" iron, ..... per doz.	4 25	5 00
Set, case hardened, dis. 60 per cent.		
Square Cap, dis. 50 and 5 per cent.		
Hexagon Cap, dis. 45 per cent.		

## SOYTHES.

Per doz. net, discount	6 00	9 00
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## SCYTHES.

Canadian, discount 40 per cent.

## SHOVELS AND SPADES.

Canadian, discount 45 per cent.

## SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews', discount 45 11 50

## SQUARES.

Iron, No. 492, per doz.	1 90	2 25
" No. 493, per doz.	2 40	2 55
" No. 494, per doz.	3 25	3 40

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Try and Bevel, discount 50 to 52 1/2 per cent.

## STAMPED WARE.

Plain, discount 75 and 12 1/2 per cent. off revised list.

Retinned, discount 75 per cent. off revised list

## STAPLES.

Galvanized, per 100 lb.	2 75
Plain, per 100 lb.	2 50

Coppers', discount 45 per cent.

Poultry netting staples, discount 40 per cent.

## STOCKS AND DIES.

American discount 25 per cent.

## STONE.

Coppers, discount 45 per cent.  
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.



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ARCADE  
EAGLE  
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GLOBE  
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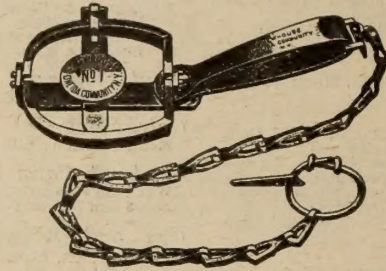
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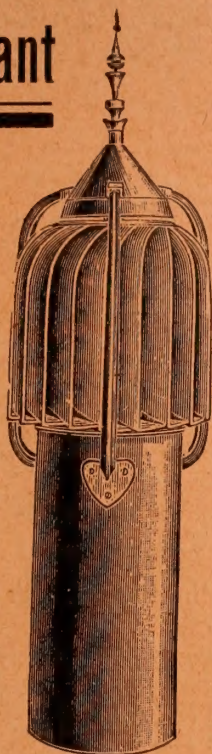
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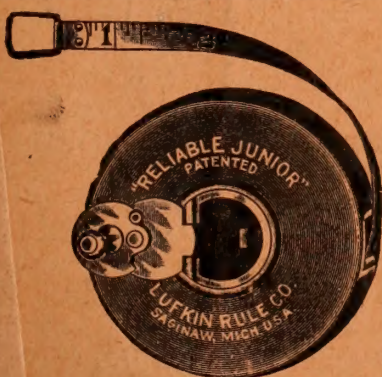
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